Background
Skin cancer is the most common cancer in the United States, affecting 5 million people annually. The most common method for diagnosing skin cancer is through diagnostic biopsies, in which tissue is extracted from the patient and analyzed by a pathologist. In subsequent visits with dermatologic surgeons, it is common for the patient’s biopsy site to be misidentified, placing the patient at risk for wrong-site surgeries and the spread of cancer. It is our goal, with Dermamark, to allow for more accurate and precise biopsy localization and reduce the rate of wrong-site dermatologic surgery.

Needs Statement
Surgical dermatologists thus need a way to accurately identify post-operative biopsy sites for further treatment to reduce wrong-site dermatologic surgery.

Results
Device can be used on top 4 most biopsied locations, representing 52% of body distribution.

Benefits
- **Accurate** – the device consistently marks the same layer of the skin each time
- **Visible** – marking of the biopsy site is visible to the naked eye at desired time periods
- **Semipermanent** – the marking stays visible for at least 3 weeks and up to 3 months
- **Safe** – the ink has been tested for safety and the device is sterile and noninvasive

The Patient Journey

**Dermamark** – a preloaded syringe to inject ink around the biopsy site for localization

*The Patient Journey*

1. Biopsy site marked per universal protocol
2. Surgical site excised
3. Post-operative marking with device
4. Device deposits ink superficially (200μm)
5. Biopsy site remains marked at time of re-excision

**Potentially saved**

$64.8M

2.25M Patients with malignant biopsy

