

## DermTech

### DERMTECH

At DermTech we bring precision to the practice of dermatology through non-invasive genomic testing. And we developed the Smart Sticker™ that is making it possible.

The DermTech Smart Sticker collects an RNA sample by painlessly lifting skin cells off the entire surface of a mole. This gives doctors the power to diagnose skin cancer in its earliest stages—without a scalpel, without cutting, without scarring.

### DEMOGRAPHICS

- **INDUSTRY** | MEDICAL
- **HEADQUARTERS** | SAN DIEGO, CA
- **FOUNDED** | 1995
- **EMPLOYEES** | 130+
- **EXISTING ERP** | QUICKBOOKS
- **OTHER SYSTEMS** | CONCUR, ADP, PACIFIC WESTERN, XIFIN RPM

### SALES TEAM

- **NETSUITE** | JOE SINARD
- **CARAVEL** | SCOTT CURRY, CAILA COHEN

### NETSUITE SOLUTION

- **NETSUITE** | SUITESUCCESS FINANCIALS 1ST PRM
- **MODULES** | FINANCIALS, RECORD TO REPORT, PROCURE TO PAY, DESIGN TO BUILD, ORDER TO CASH, SALESFORCE, FIXED ASSETS, CRM
- **INTERFACES** | BANKING, XIFIN LIS, XIFIN RPM, MIRTH, MARKETO, ADP, RINGCENTRAL, MAPS FOR NS, STRATOKEY

### IMPLEMENTATION

- **TIMELINE** | 6 MONTHS
- **METHODOLOGY** | SUITE SUCCESS + OPTIMIZATION
- **APPROACH** | DERMTECH WILL DEPLOY NETSUITE IN A MULTI-PHASE APPROACH WITH MVP FUNCTIONALITY GOING LIVE IN MONTH 3 AND CORE / REMAINING FUNCTIONALITY IN PHASE 2.