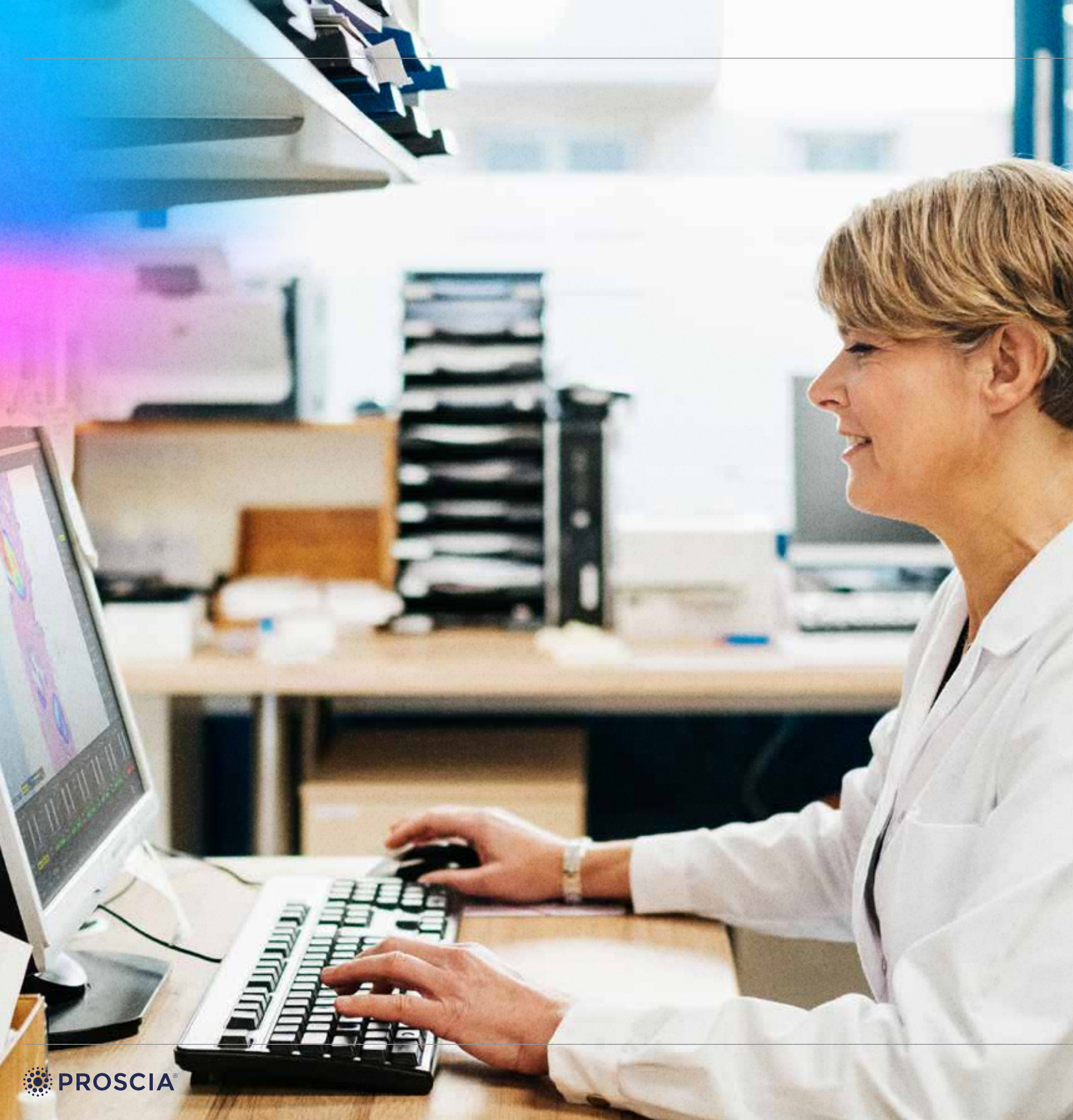


The 2025 Laboratory Leadership Report

Insights on Digital Pathology, AI, and Precision Medicine



Introduction

For diagnostic laboratories, the light at the end of the tunnel is finally coming into focus. Digital pathology and AI are emerging as practical solutions to the systemic challenges of the traditional model, boosting efficiency and advancing precision medicine.

Realizing this potential requires laboratories to make a foundational shift—from microscopes to whole slide images—while continuing to deliver services that inform nearly 70% of clinical decisions.

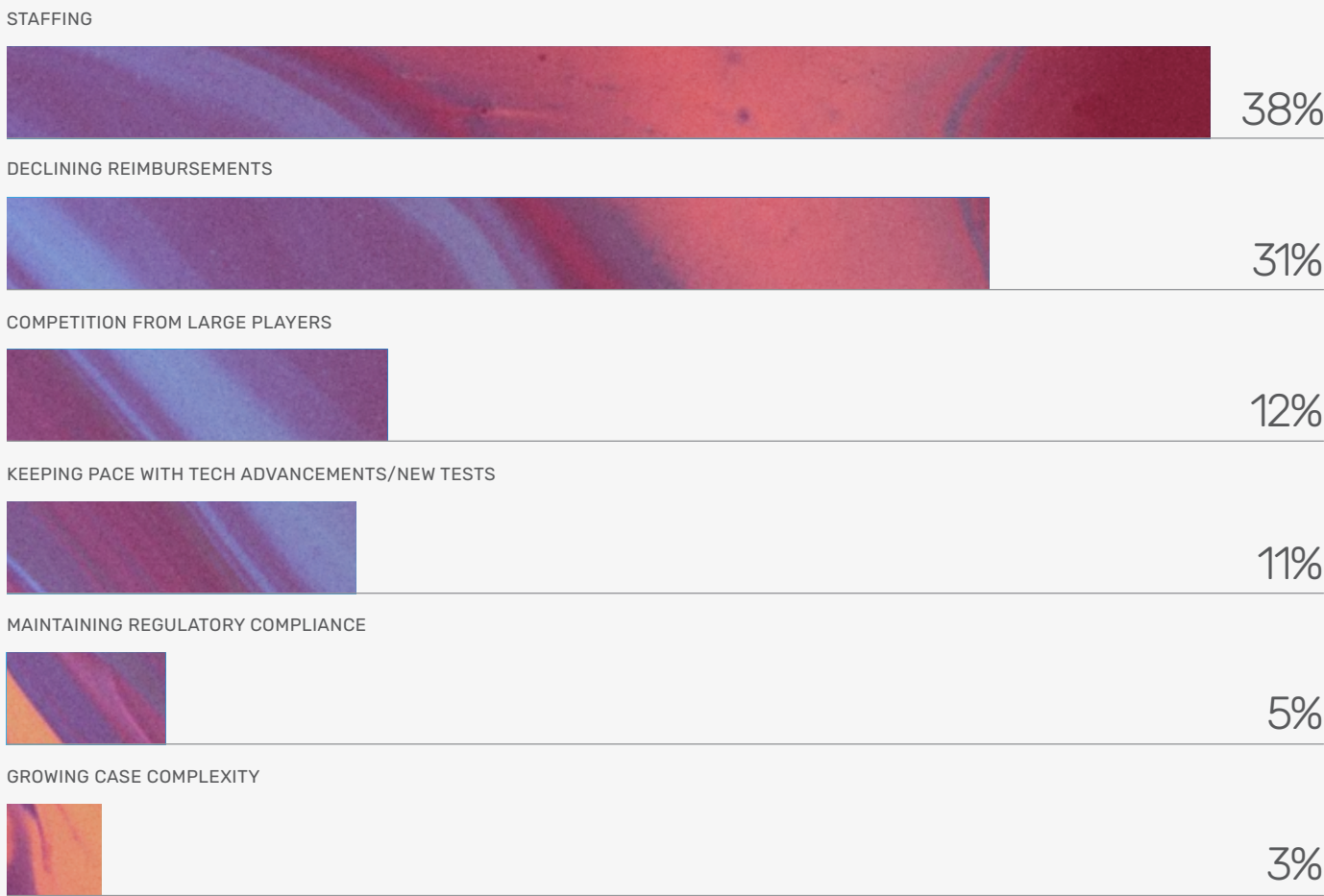
To understand how they are approaching this pivotal moment, Proscia partnered with The Dark Intelligence Group to survey more than 360 laboratory leaders. Respondents represent a diverse cross-section of the diagnostic landscape, including laboratory directors, medical directors, and other key stakeholders from hospital, academic, and independent laboratories.

Under Pressure, but Looking Forward



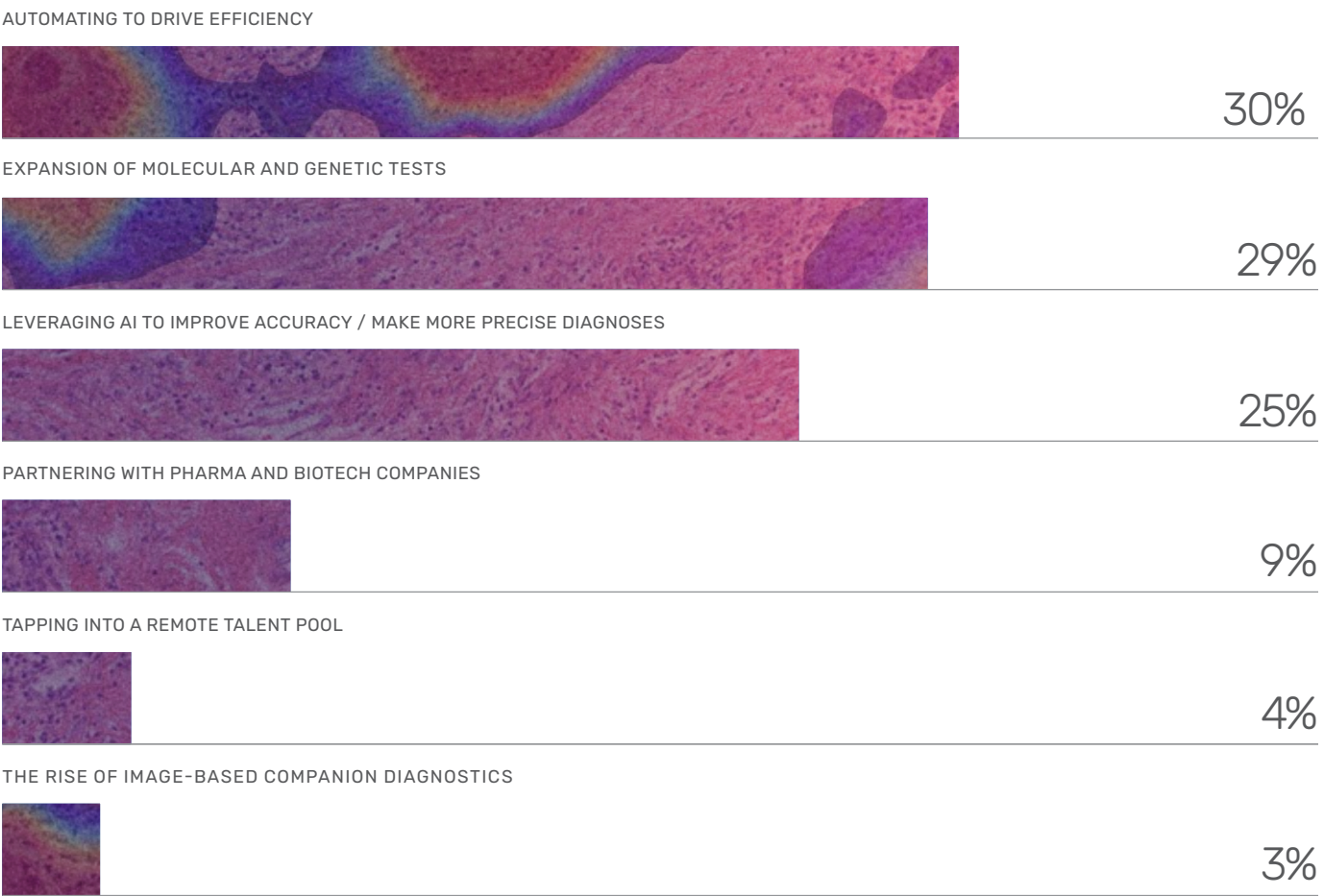
Transformative technology has emerged as the way to overcome longstanding challenges and tap into new opportunities.

What is the biggest challenge your laboratory faces today?

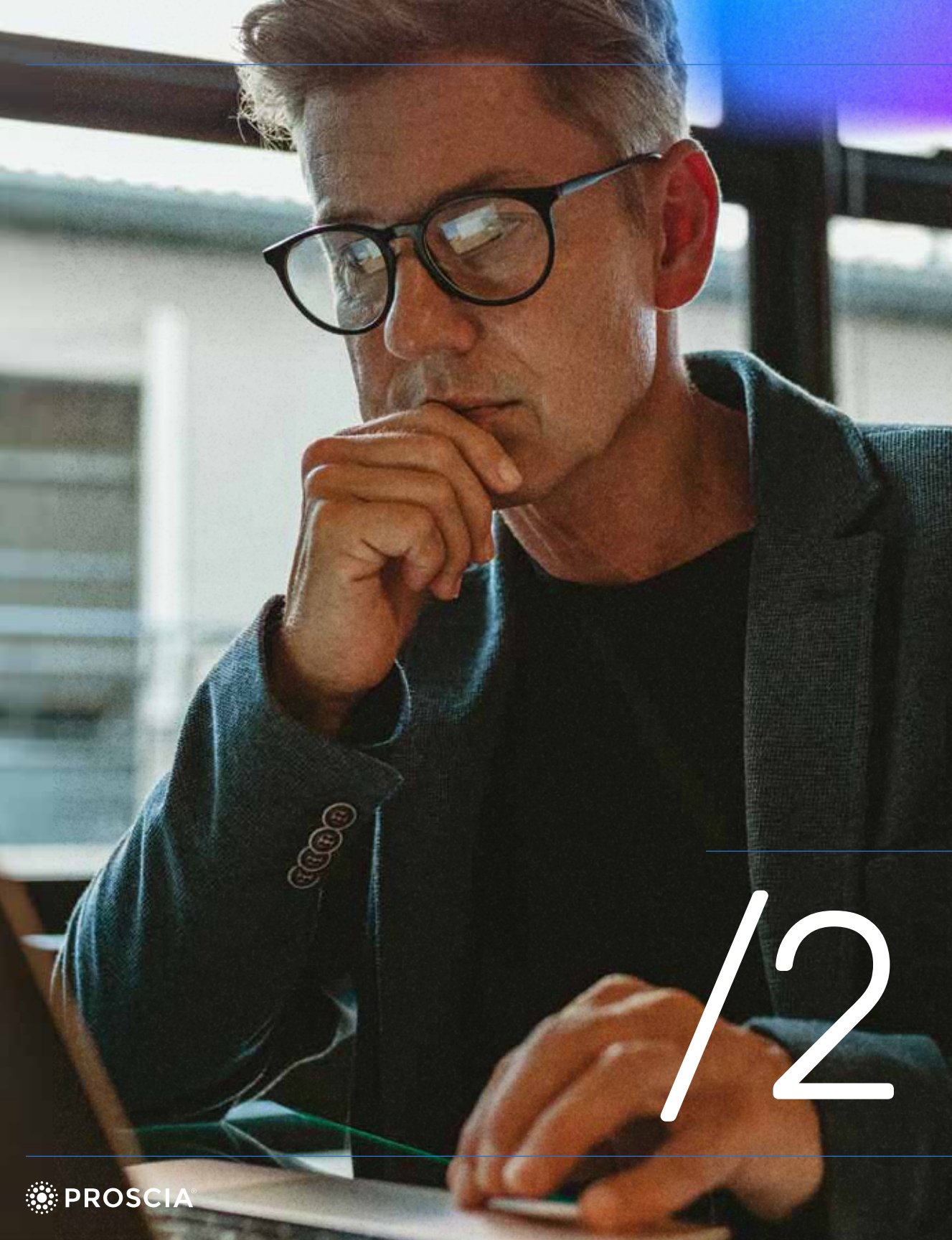


Laboratory leaders are feeling the squeeze amid mounting systemic pressures. Staffing shortages (38%) and shrinking reimbursements (31%) are creating the most intense strain—far surpassing worries about competing with larger players (12%) or implementing new technologies (11%).

What is the biggest opportunity for laboratories today?



With incremental fixes falling short, these leaders are making bigger, strategic moves. Automation (30%), molecular and genetic testing (29%), and AI (25%) top the list of opportunities, signaling a clear shift toward leveraging transformative technologies in their routine work.



Precision Medicine is Becoming a Defining Priority

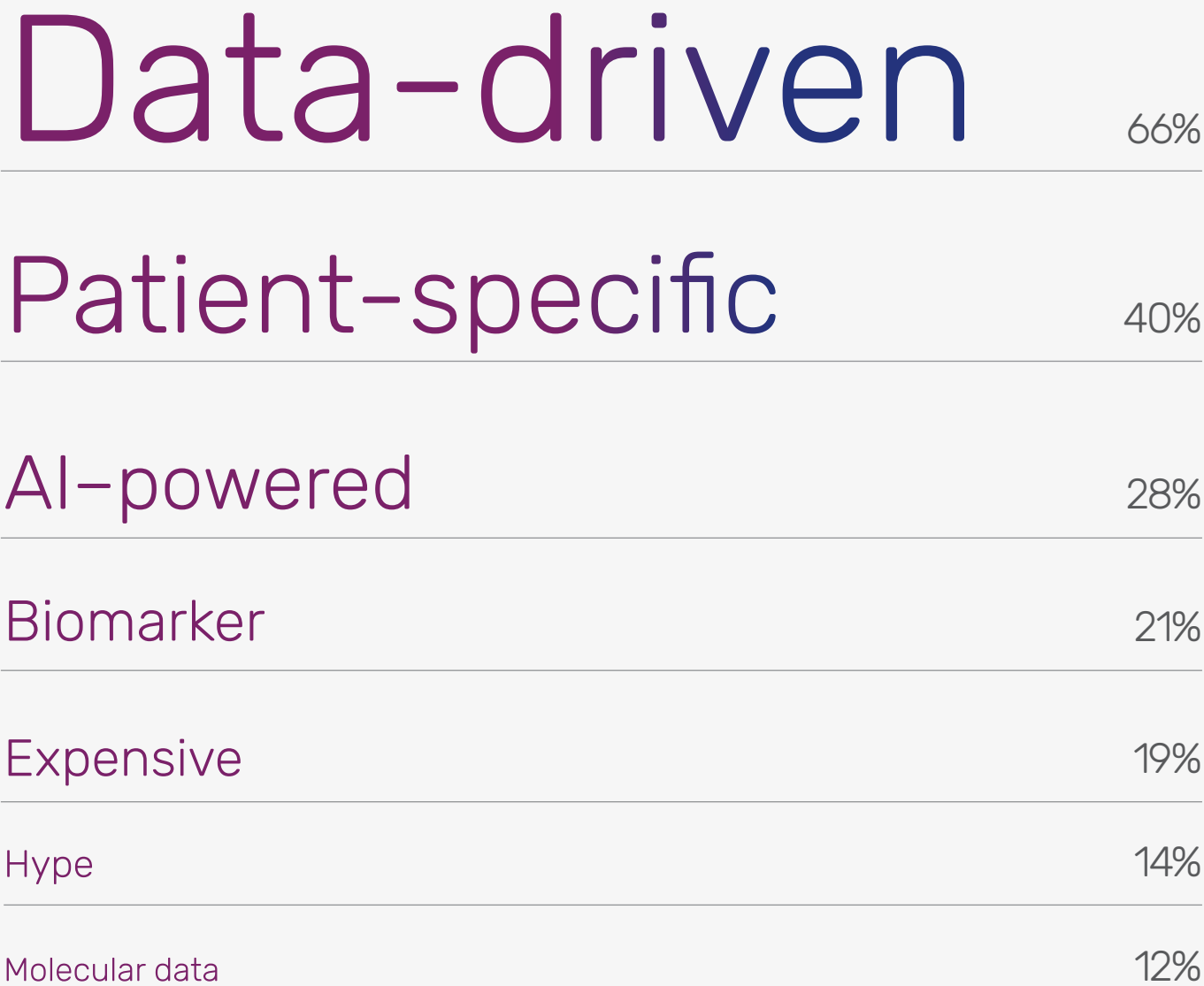
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The majority of respondents cite digital pathology and AI as key to reaching its potential.

How impactful are digital pathology and AI in realizing precision medicine?



Which two words or phrases come to mind when you think of “precision medicine?”



Precision medicine is no longer a buzzword. Only 14% of respondents view it as hype, instead connecting it to clear concepts like data-driven (66%) and patient-specific (40%). What’s more, only 12% of respondents directly associate precision medicine with molecular data, suggesting the importance of other modalities in achieving its potential.

What are the biggest benefits of precision medicine?


(Respondents were asked to select all that apply)



Laboratory leaders' enthusiasm for precision medicine is further reflected in the key benefits they highlighted: more effective therapies (80%), more accurate diagnoses (75%), and improved patient outcomes (61%).

Nearly a quarter (23%) of respondents also indicated increased collaboration with pharmaceutical companies as a key benefit. This signals leaders' rising awareness of the opportunity to unlock new revenue streams by contributing to the development of next-generation therapies.

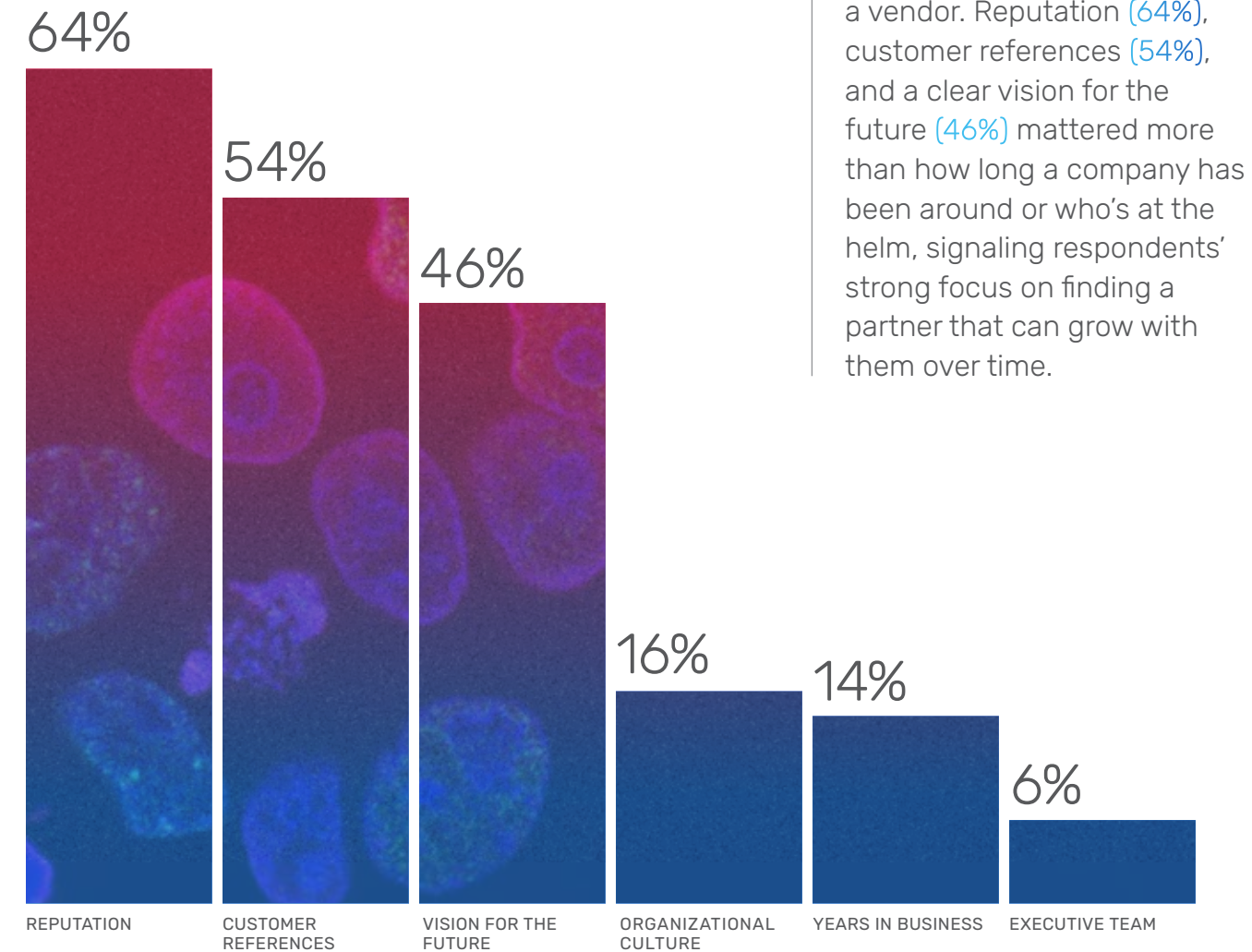
More than a Product— The Importance of Building Trust



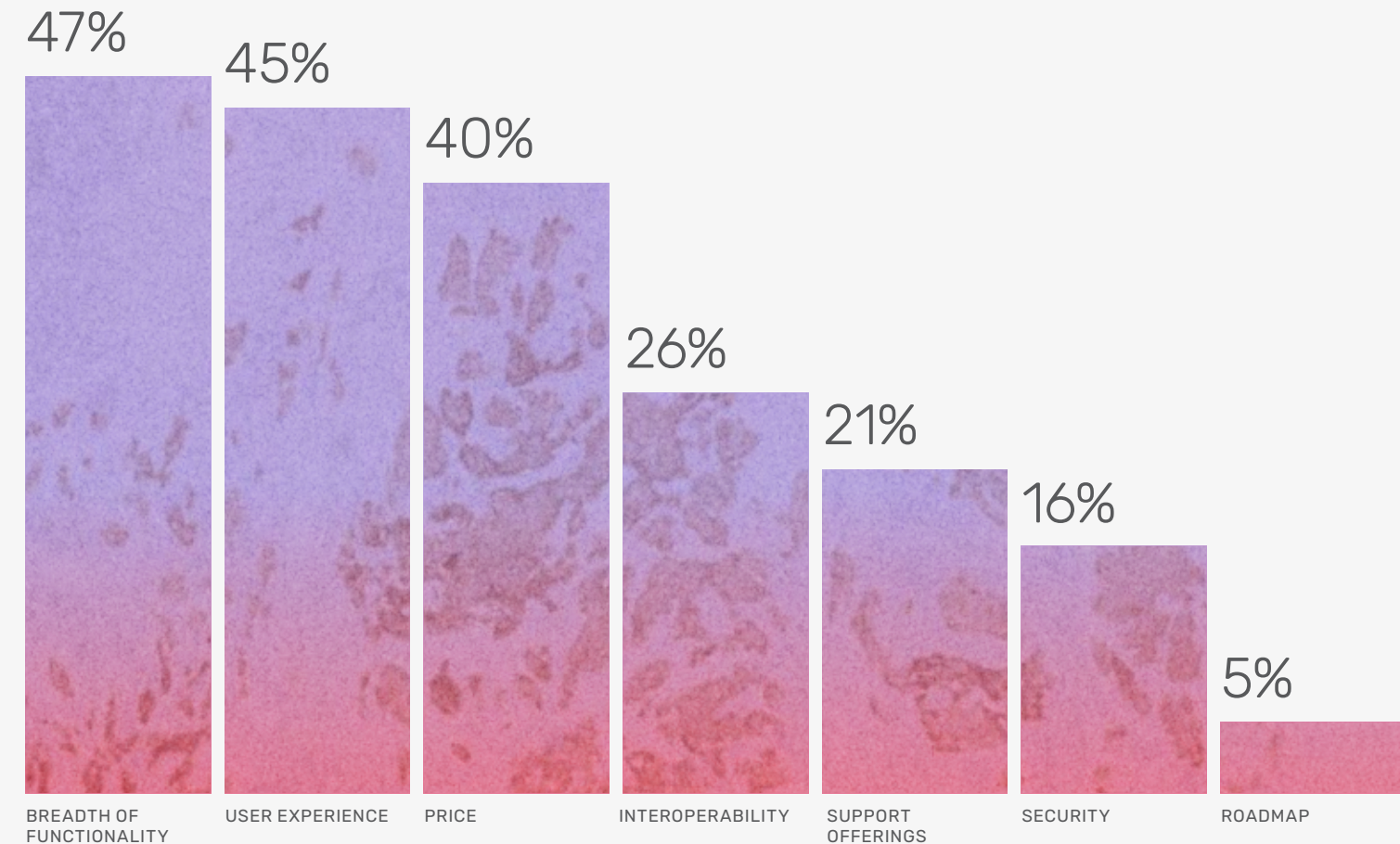
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Laboratories are partnering with vendors that can guide them on their digital journeys.

What two factors are most important to you when choosing a technology vendor?



What two factors are most important to you when selecting a technology solution?



Laboratory leaders are applying that same eye to the future when it comes to selecting solutions. Their top priority was breadth of functionality (47%), demonstrating they are choosing comprehensive platforms that can meet their needs today and tomorrow.

This is Your Time to Lead

As our survey findings reveal, laboratories aren't just navigating change—they're on the brink of advancing a new wave of pathology. Across roles and institutions, leaders are coalescing around a shared vision: embracing digitization and AI to overcome systemic challenges and achieve precision medicine.

The next step is turning that vision into lasting progress—guided by the right partner. *At Proscia, we're committed to being your trusted advisor.*

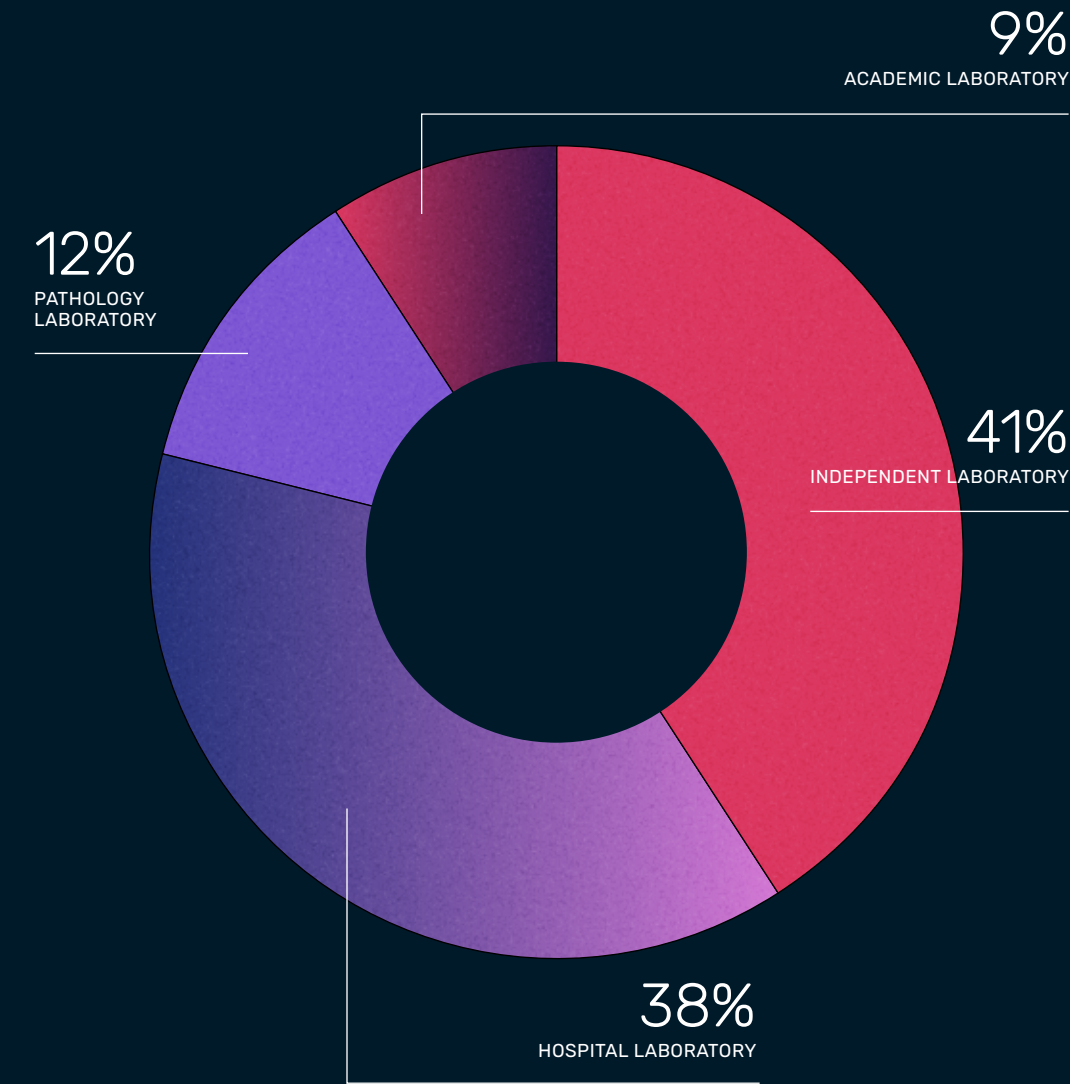
In 2025, over 8 million patients will be diagnosed on our Concentriq platform as we help laboratories modernize operations, improve care, and drive new revenue streams.



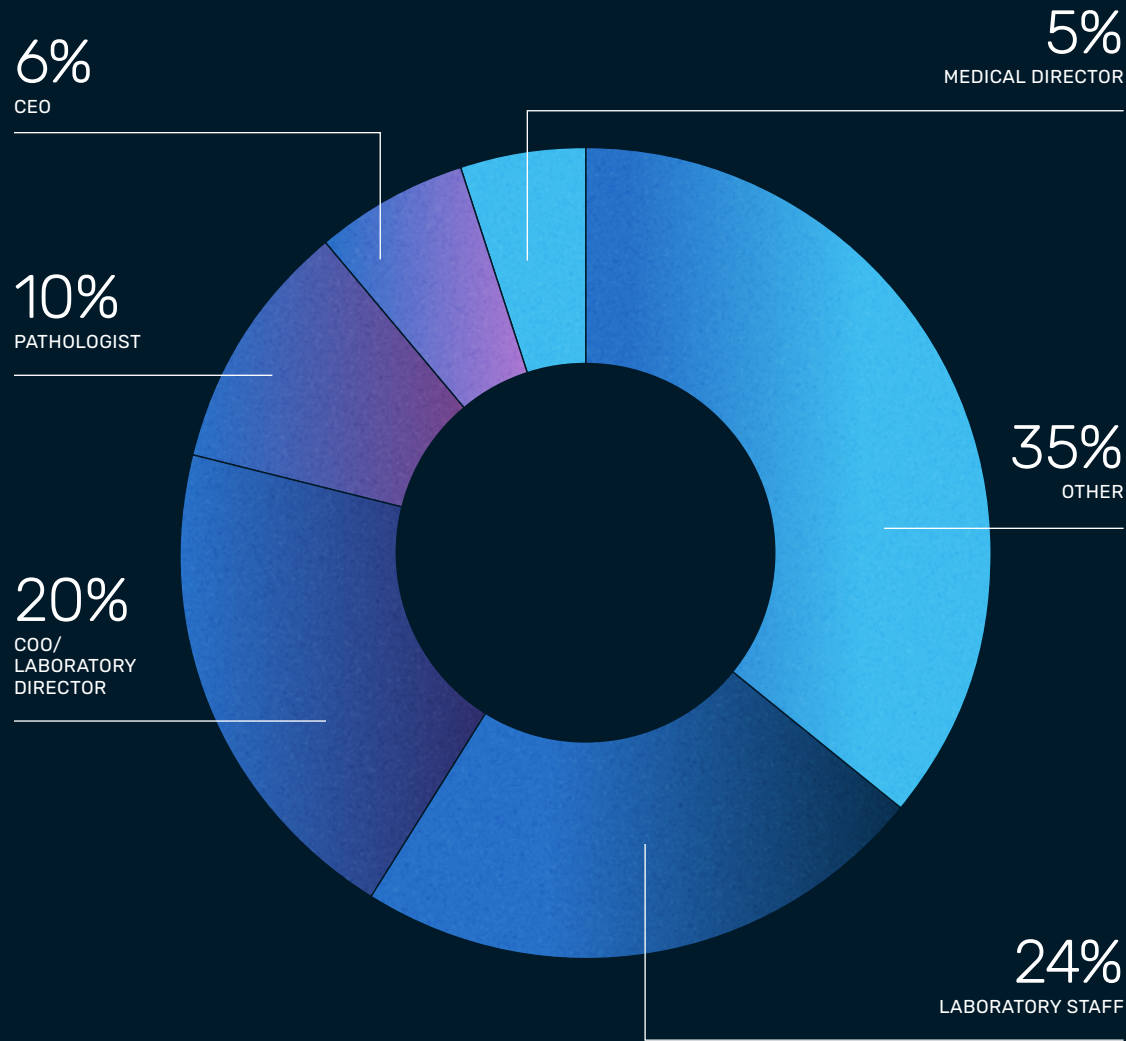
Survey Methodology

This survey was conducted in March 2025 by The Dark Intelligence Group on Proscia's behalf. A total of 360 respondents from around the world participated.

Respondents by practice type:



Respondents by job title:



Proscia is leading the transformation to AI-driven pathology

Its Concentriq platform spans drug discovery to diagnostics, incorporating best-in-class AI applications, algorithm development tools, and AI-native features to help over 12,000 pathologists and scientists realize the promise of precision medicine. Concentriq is trusted by 16 of the top 20 pharmaceutical companies as well as major laboratories set to diagnose 32,000 patients per day on the platform this year.

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