

# Skin Analytics Intermediary FAQs



## What is DERM?

DERM (Deep Ensemble for the Recognition of Malignancy) is a clinically-approved AI tool by Skin Analytics.

A class III CE marked AI as a Medical Device (AIaMD), it assesses images of skin lesions and moles for skin cancer.

This is an enhancement to our existing remote skin assessment service, meaning your clients can get their results even more quickly and easily.

## What can it be used for?

DERM is currently only available for concerns about moles and lesions. If your client has more general dermatology concerns, it's best to book an in-person dermatology appointment.

## Who is it available to?

DERM is available to all of your personal, small-to-medium business (SME) and corporate clients.

## Is it as accurate as a dermatologist?

Yes. DERM has a 98% accuracy across all skin cancers.\*†

## Is Skin Analytics' dermatologist option still available?

Yes. Once your client has received their kit in the post, they'll have the option when signing up to use either the AI or a dermatologist to review their images. They do not need to use DERM.

## What's the difference between choosing DERM or a dermatologist?

Both will review your client's images and history before assessing their risk. The only difference is the speed. If your clients choose DERM, they'll receive their results in minutes. If they choose a dermatologist, they should receive their results within a day.

## Can my client get a second opinion?

Yes. If your client gets a result from Skin Analytics and would like a second opinion, we can put them in touch with a dermatologist. Just note that the wait time will be longer than it is through Skin Analytics.

## What if my client wants to know more about DERM or Skin Analytics?

Your clients are welcome to visit the Skin Analytics website ([skin-analytics.com](https://skin-analytics.com)) to find out more.

## Can my clients get DERM anywhere else?

DERM is available through the NHS, but Bupa is the first UK insurer to offer this technology. We have a 3-month exclusivity window which ends at the start of July 2026.

\*Summary of Skin Analytics AI performance since December 2024 up to Q3 2025 Post Market Surveillance Reports, with analysis based on 65,464 lesion outcomes. Source: Skin Analytics (2026).

†If AI is unable to make a decision, the case will be referred to a Skin Analytics dermatologist for review.

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