



# Precision Medicine:



Sample Requirements and  
Testing Approaches

J&J

Precision Medicine




# What makes a good biomarker test?

## A good biomarker test should:

	Be scientifically rigorous
<ul style="list-style-type: none"><li>• Strong, evidence-based support for accuracy with which a test measures<sup>1,2</sup>:<ul style="list-style-type: none"><li>◦ The target biomarker(s) (analytic validity)</li><li>◦ A patient’s clinical status (clinical validity)</li><li>◦ The risks and benefits (clinical utility)</li></ul></li><li>• Tests should be sensitive, specific, accurate, and precise (&lt;1%–5% limit of VAF detection) to effectively detect genomic alterations<sup>1,2</sup></li><li>• Tests should be performed on samples with documented and optimized collection, fixation, processing, and storage for biomarker testing<sup>1,3,4</sup></li></ul>	
	Provide valuable, actionable, and timely information
<ul style="list-style-type: none"><li>• Results should be <b>actionable</b> and/or inform clinical decision-making<sup>1</sup></li><li>• <b>Clear protocols</b> should exist for interpreting test results, including protocols for negative results<sup>1,4</sup></li><li>• <b>Turnaround times should be optimized</b> (≤10 working days*), allowing results to impact treatment decisions<sup>2,4</sup></li></ul>	




# Biomarker testing offers a range of clinically relevant information<sup>5</sup>

## Biomarkers can be diagnostic, prognostic, and/or predictive<sup>5</sup>


	<b>Diagnostic biomarker</b> testing detects the presence of cancer and can be performed on tissue. <sup>5</sup>	Early-stage HCC is frequently detected by high levels of AFP combined with ultrasound. <sup>6</sup>
	<b>Prognostic biomarker</b> testing predicts the prognosis of a particular cancer, independent of any particular treatment. <sup>5</sup>	Patients with prostate cancer with <i>BRCA1/2</i> germline mutations have increased risk of progression on local therapy and decreased OS. <sup>7†</sup>
	<b>Predictive biomarker</b> testing may help predict potential response to a specific therapy. <sup>5</sup>	<i>EGFR</i> exon 19 deletions and exon 21 L858R mutations are often sensitive to <i>EGFR</i> TKIs. <sup>8,9</sup>


\*Per CAP molecular testing guidelines for patients with lung cancer. †NCCN makes no warranties of any kind whatsoever regarding their content, use or application and disclaims any responsibility for their application or use in any way.


# Considerations when determining biopsy method<sup>10</sup>


 <b>Tumor location</b>	
<b>Tumor accessibility and invasiveness of the procedure must be weighed<sup>10,11</sup></b>	<i>NCCN Clinical Practice Guidelines in Oncology (NCCN Guidelines®) for Non-Small Cell Lung Cancer recommend the least invasive biopsy with the highest yield as the first diagnostic study<sup>12*</sup></i>
 <b>Tumor characteristics</b>	
<b>Tumor characteristics, such as intra- and inter-tumoral heterogeneity, may impact the biomarker results and success and likelihood of response to treatment<sup>11</sup></b>	<i>Up to 53% of brain metastases contain potentially clinically actionable mutations not detected in the matched primary tumor samples<sup>11</sup></i>
 <b>Tissue requirements for biomarker testing</b>	
<b>Biopsy methods differ in the amount of tissue they can obtain, impacting testing options<sup>10</sup></b>	<i>FNA produces smaller sample volumes than CNB, limiting the number of molecular tests that can be performed per sample<sup>10</sup></i>


## Tissue can be obtained from a number of different procedures<sup>10,13,14</sup>

  
Skin biopsy

  
Endoscopic biopsy

  
Surgical biopsy

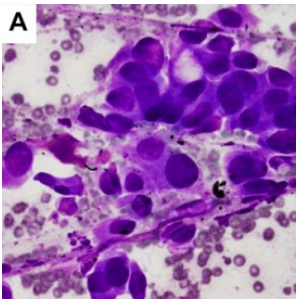
  
Percutaneous biopsy

  
Bone biopsy

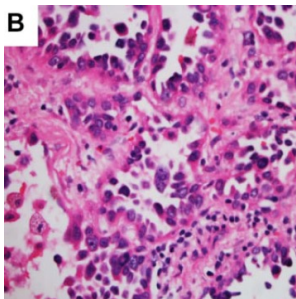
While tissue biopsy is often the primary sample, liquid biopsy can be used as an alternative in certain cancers<sup>10,12,14,15\*</sup>

\*NCCN makes no warranties of any kind whatsoever regarding their content, use or application and disclaims any responsibility for their application or use in any way.

Fine-needle aspiration (FNA) and core needle biopsy (CNB) are common biopsy methods<sup>16</sup>



FNA<sup>16–19</sup>



CNB<sup>16,18,19</sup>

Cancer types	<ul style="list-style-type: none"><li>• Lung, thyroid, prostate, liver</li></ul>	<ul style="list-style-type: none"><li>• Breast, lung, liver</li></ul>
Needle	<ul style="list-style-type: none"><li>• Fine needle (20–25 gauge)</li></ul>	<ul style="list-style-type: none"><li>• Hollow-core needle (14–20 gauge)</li></ul>
Estimated tissue volume (mm <sup>3</sup> )*	<ul style="list-style-type: none"><li>• 0.5–2.9</li></ul>	<ul style="list-style-type: none"><li>• 2.9–20.1</li></ul>
Sample and processing	<ul style="list-style-type: none"><li>• Direct smears prepared from aspirate (containing fluid, cancer cells, and surrounding cells) collected in media solution</li></ul>	<ul style="list-style-type: none"><li>• Tissue blocks, fixed and paraffin-embedded</li></ul>
Limitations	<ul style="list-style-type: none"><li>• Lower diagnostic sensitivity and specificity than CNB</li><li>• Tissue architecture is not maintained; cannot determine invasion status</li></ul>	<ul style="list-style-type: none"><li>• More invasive than FNA</li><li>• Longer turnaround time than FNA</li></ul>

Images adapted from Zhang X, Goldstein DY, Khader SN. Educational case: non-small cell lung cancer: pathologic diagnosis and molecular understanding. *Acad Pathol.* 2019;6:2374289519881951. doi:10.1177/237428951

\*Assumes 10-mm length.

## Sample sufficiency considerations

**Sufficient sample sizes are required for accurate results on necessary tests<sup>4,16</sup>**



Different **tests have different limits of detection**, requiring a minimum number or percentage of cancer cells per sample for testing<sup>4</sup>

### Opportunity to optimize

To avoid QNS, ensure that  $\geq 20\%$  of cancer cells are present in the tissue biopsy sample<sup>4</sup>



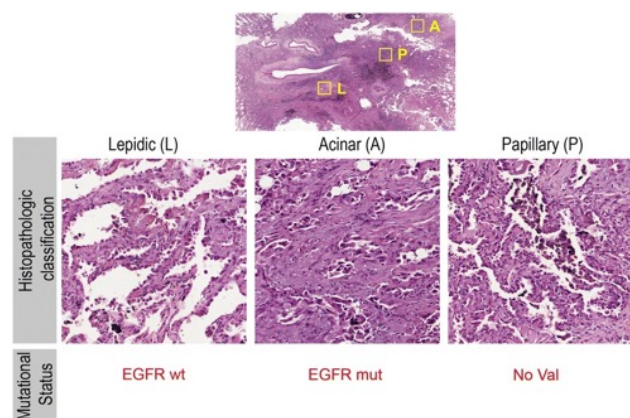
False negatives may result from tests with insufficient tissue<sup>4</sup>

### Opportunity to optimize

An anatomic pathologist should determine sample adequacy<sup>4</sup>

## Additional tissue biopsy considerations

**Intra- and inter-tumoral heterogeneity can impact biomarker testing<sup>16,20</sup>**



**Intra-tumor heterogeneity** may result in different biomarkers being present in different tumor regions<sup>20,21</sup>

**Genomic alterations in primary tumors and metastatic tumors may vary due to increased clonality in metastatic sites<sup>22-24</sup>**

Images adapted from: Ramón y Cajal S, Sesé M, Capdevila C, et al. Clinical implications of intratumor heterogeneity: challenges and opportunities. *J Mol Med (Berl)*. 2020;98:161–177. <https://creativecommons.org/licenses/by/4.0/>

### Opportunity to optimize

When feasible, consider biopsy methods that account for intra- and inter-tumoral heterogeneity<sup>20</sup>

# Rapid on-site evaluation (ROSE) may help improve sample quality for biomarker testing<sup>25-27</sup>

## ROSE

- Involves an on-site cytopathologist or cytotechnologist performing a rapid stain in the suite or operating room to confirm the presence of tumor cells and estimate neoplastic cell content in the biopsy<sup>28</sup>

### ROSE can help



**Improve the adequacy rate of biopsy materials for biomarker testing** and diagnosis. In individual studies evaluating ROSE in multiple cancer types and biopsy methods<sup>25,26</sup>

- **Less than half** of bronchoscopic biopsies **had adequate material on first pass**<sup>26</sup>
- Cytological **adequacy** in thyroid FNA was **14.3% higher with ROSE**<sup>25</sup>



**Minimize the need for repeat biopsies** due to inadequate sample or need for additional tissue for ancillary studies<sup>26</sup>

- **Without ROSE**, up to
  - 53.6% of bronchoscopic
  - 15% of head and neck
  - 60.3% of thyroid**cases in biopsy studies did not produce adequate samples on the first pass**<sup>25-27</sup>



**Decrease required procedure time** following confirmation that adequate tissue has been collected, or **improve sensitivity** by re-directing to alternate sites following negative ROSE findings<sup>26</sup>

## ROSE can be performed live or virtually<sup>29</sup>

Samples can be evaluated on-site or remotely:



**On-site method: pathologist supports on-site**<sup>29</sup>

- Does not require remote setup or remote coordination with cytotechnologists
- Greater time and cost investment



**Telecytology method: cytotechnologists on-site prepare the sample for a remote pathologist**<sup>29</sup>

- Requires remote coordination with a trained cytotechnologist
- Allows pathologist to support multiple sites simultaneously

### Opportunity to optimize

ROSE can help with obtaining an adequate biopsy tissue sample for biomarker testing needs<sup>25</sup>



# Liquid biopsy can complement tissue biopsy<sup>30</sup>



**Liquid biopsy** biomarker testing utilizes bodily fluids, typically blood,\* to detect ctDNA, ctRNA, CTC, and exosomes for genomic testing<sup>30-32</sup>



**Liquid biopsy can provide a more complete picture of the molecular heterogeneity** of a patient's cancer than biopsy of a single site<sup>30,32</sup>



**Limits of detection: up to a 30% false-negative rate<sup>33</sup>**

- Negative results should be confirmed with complementary testing<sup>33</sup>

**Larger tumors and advanced or metastatic disease** are more likely to have detectable levels of circulating markers<sup>30,32,34</sup>

### **Liquid biopsy can be considered<sup>35</sup>:**

- As a complement to tissue testing
- Where tissue biopsy is not possible or sufficient
- When only archival tissue DNA is available



**Tumor load is directly proportional to ctDNA levels, which may impact detectability<sup>32,33</sup>**

Although tissue biopsy is recommended, liquid biopsy is emerging as a useful option for predictive testing of certain heterogeneous and metastatic cancers<sup>12,15,30,32,35†</sup>

### **Opportunity to optimize**

**Both liquid and tissue biopsy may be considered when determining the optimal method for obtaining biomarker information for your patients<sup>12,15,30,32,35†</sup>**

\*Urine, saliva, CSF, and other bodily fluids may also be used for diagnosis, disease monitoring, or assessing acquired resistance.<sup>30,32</sup>

†NCCN makes no warranties of any kind whatsoever regarding their content, use or application and disclaims any responsibility for their application or use in any way.

# Tissue vs liquid biopsy in molecular testing



## Tissue biopsy



## Liquid biopsy

Pros	<ul style="list-style-type: none"><li>✓ Is the primary sample type for biomarker testing<sup>10,30,36</sup></li><li>✓ Provides a snapshot of the histology and molecular makeup of the tumor<sup>36</sup></li><li>✓ Does not require shedding of circulating tumor markers<sup>36</sup></li></ul>	<ul style="list-style-type: none"><li>✓ Is minimally invasive<sup>10,30</sup></li><li>✓ Can provide an overview of molecular heterogeneity from all sites (primary and metastatic)<sup>32,36</sup></li><li>✓ Serial biopsies can monitor sub-clonal evolution/acquired resistance<sup>30</sup></li></ul>
Cons	<ul style="list-style-type: none"><li>✗ Is invasive<sup>36</sup></li><li>✗ Cannot be used on inaccessible tumors or in patients who are not stable enough for biopsy<sup>36</sup></li><li>✗ Serial tissue biopsies are not recommended<sup>36</sup></li><li>✗ Will not detect biomarkers not present in the sample<sup>36</sup></li><li>✗ Provides information from only 1 site<sup>36</sup></li></ul>	<ul style="list-style-type: none"><li>✗ Samples from patients with a low tumor burden may be below the limit of detection, depending on the tumor type and stage<sup>30,32</sup></li><li>✗ May be associated with false negatives or may identify VUS<sup>32,36</sup></li><li>✗ May be associated with false positives due to CHIP-associated mutations<sup>36,37</sup></li></ul>
Tissue handling considerations	<p><b>Proper sample handling and processing may vary by tissue type</b></p> <p>Ensure proper fixation of samples for IHC<sup>4</sup></p> <ul style="list-style-type: none"><li>• Avoid destructive protocols, such as acidic decalcification protocols for bone, that damage nucleic acids and inhibit genomic testing<sup>4</sup></li></ul>	<p>To prevent ctDNA dilution with gDNA<sup>4,38</sup>:</p> <ul style="list-style-type: none"><li>• Use EDTA or leukocyte-stabilizing tubes</li><li>• Centrifuge tubes immediately and store at 4°C for up to 24 hours</li></ul>

Opportunity to optimize

Planning ahead helps align biopsy handling with planned testing



# Optimize sample adequacy for biomarker testing

An estimated  
**60%–70%**  
of laboratory-associated errors are due to preanalytical factors<sup>3</sup>

## Pre-procedural evaluation<sup>4,19</sup>



- Identify the reason for biopsy
- Choose the biopsy method
- Optimize pre-procedural imaging to maximize yield

## Specimen collection<sup>3,19,28</sup>



- Image guidance
- Utilize ROSE
- Use correct needle gauge and number of passes

## Specimen handling and diagnostic testing<sup>4,19,28</sup>



- Collect specimen in right media/fixative
- Communicate case details with pathologist
- Use minimum number of slides for diagnosis

## Appropriate molecular tests<sup>4,19</sup>



- Select appropriate biopsy type for molecular test at diagnosis and progression

### Opportunity to optimize

Optimizing preanalytical factors may help improve the odds of successful biomarker testing and help ensure patients receive appropriate and timely care<sup>3,4</sup>

Biomarker testing is a multi-factorial process that requires all stakeholders to conserve tissue, to allow fully informed treatment decisions<sup>3,4,19</sup>



Collaboration and precision are important elements of the biomarker testing process<sup>4,19,39</sup>



Considering sample adequacy and testing requirements may help address specific patient needs<sup>4,10</sup>



Optimizing the testing process can help ensure treatment decisions are biomarker-informed<sup>4,19,39</sup>

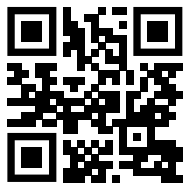
AFP, alpha-fetoprotein; *BRCA1/2*, breast cancer gene 1/2; CAP, College of American Pathologists; CHIP, clonal hematopoiesis of indeterminate potential; CNB, core needle biopsy; CSF, cerebrospinal fluid; CTC, circulating tumor cell; ctDNA, circulating tumor deoxyribonucleic acid; ctRNA, circulating tumor ribonucleic acid; DNA, deoxyribonucleic acid; EDTA, ethylenediaminetetra-acetic acid; *EGFR*, epidermal growth factor receptor; FNA, fine-needle aspiration; gDNA, genomic deoxyribonucleic acid; HCC, hepatocellular cancer; IHC, immunohistochemistry; NCCN, National Comprehensive Cancer Network; OS, overall survival; QNS, quantity not sufficient; ROSE, rapid on-site evaluation; TKI, tyrosine kinase inhibitor; VAF, variant allele frequency; VUS, variants of unknown significance.

**References:** 1. Hayes DF. Defining clinical utility of tumor biomarker tests: a clinician's viewpoint. *J Clin Oncol*. 2021;39(3):238–248. 2. Jennings LJ, Arcila ME, Corless C, et al. Guidelines for validation of next-generation sequencing-based oncology panels: a joint consensus recommendation of the Association for Molecular Pathology and College of American Pathologists. *J Mol Diagn*. 2017;19(3):341–365. 3. Compton CC, Robb JA, Anderson MW, et al. Preactalytics and precision pathology: pathology practices to ensure molecular integrity of cancer patient biospecimens for precision medicine. *Arch Pathol Lab Med*. 2019;143(11):1346–1363. 4. Kerr KM, Bubendorf L, Lopez-Rios F, et al. Optimizing tissue stewardship in non-small cell lung cancer to support molecular characterization and treatment selection: statement from a working group of thoracic pathologists. *Histopathology*. 2024;84(3):429–439. 5. BEST (Biomarkers, EndpointS, and other Tools) Resource. FDA-NIH Biomarker Working Group. 2016. Accessed March 17, 2025. <https://pubmed.ncbi.nlm.nih.gov/27010052> 6. Zhou Y, Tao L, Qiu J, et al. Tumor biomarkers for diagnosis, prognosis and targeted therapy. *Signal Transduct Target Ther*. 2024;9(1):132. doi:10.1038/s41392-024-01823-2 7. Referenced with permission from the NCCN Clinical Practice Guidelines in Oncology (NCCN Guidelines®) for Prostate Cancer. V.1.2025. © National Comprehensive Cancer Network, Inc. 2024. All rights reserved. Accessed January 10, 2025. To view the most recent and complete version of the guideline, go online to NCCN.org. 8. Riess JW, Gandara DR, Frampton GM, et al. Diverse EGFR exon 20 insertions and co-occurring molecular alterations identified by comprehensive genomic profiling of NSCLC. *J Thorac Oncol*. 2018;13(10):1560–1568. 9. Soria JC, Ohe Y, Vansteenkiste J, et al. Osimertinib in untreated EGFR-mutated advanced non-small-cell lung cancer. *N Engl J Med*. 2018;378(2):113–125. 10. Liam CK, Mallawathantri S, Fong KM. Is tissue still the issue in detecting molecular alterations in lung cancer? *Respirology*. 2020;25(9):933–943. 11. Ali S, Górska Z, Duchnowska R, et al. Molecular profiles of brain metastases: a focus on heterogeneity. *Cancers (Basel)*. 2021;13(11):2645. doi:10.3390/cancers13112645 12. Referenced with permission from the NCCN Clinical Practice Guidelines in Oncology (NCCN Guidelines®) for Non-Small Cell Lung Cancer V.3.2025. © National Comprehensive Cancer Network, Inc. 2025. All rights reserved. Accessed January 15, 2025. To view the most recent and complete version of the guideline, go online to NCCN.org. 13. Biopsy: types of biopsy procedures used to diagnose cancer. *Mayo Clinic*. Updated December 13, 2023. Accessed March 17, 2025. <https://www.mayoclinic.org/diseases-conditions/cancer/in-depth/biopsy/art-20043922> 14. Ziv E, Durack JC, Solomon SB. The importance of biopsy in the era of molecular medicine. *Cancer J*. 2016;22(6):418–422. 15. Pascual J, Attard G, Bidard FC, et al. ESMO recommendations on the use of circulating tumour DNA assays for patients with cancer: a report from the ESMO Precision Medicine Working Group. *Ann Oncol*. 2022;33(8):750–768. 16. Pritzker KPH, Nieminen HJ. Needle biopsy adequacy in the era of precision medicine and value-based health care. *Arch Pathol Lab Med*. 2019;143(11):1399–1415. 17. Łukasiewicz E, Ziemiecka A, Jakubowski W, et al. Fine-needle versus core-needle biopsy – which one to choose in preoperative assessment of focal lesions in the breasts? Literature review. *J Ultrason*. 2017;17(71):267–274. 18. Needle gauge chart. Hamilton Company. Accessed March 17, 2025. <https://www.hamiltoncompany.com/laboratory-products/needles-knowledge/needle-gauge-chart> 19. De Las Casas LE, Hicks DG. Pathologists at the leading edge of optimizing the tumor tissue journey for diagnostic accuracy and molecular testing. *Am J Clin Pathol*. 2021;155(6):781–792. 20. Marusyk A, Janiszewska M, Polyak K. Intratumor heterogeneity: the Rosetta stone of therapy resistance. *Cancer Cell*. 2020;37(4):471–484. 21. Ramón Y Cajal S, Sesé M, Capdevila C, et al. Clinical implications of intratumor heterogeneity: challenges and opportunities. *J Mol Med (Berl)*. 2020;98(2):161–177. 22. Schnidrig D, Turajlic S, Litchfield K. Tumour mutational burden: primary versus metastatic tissue creates systematic bias. *Immunooncol Technol*. 2019;4:8–14. 23. Woo JW, Chung YR, Ahn S, et al. Changes in biomarker status in metastatic breast cancer and their prognostic value. *J Breast Cancer*. 2019;22(3):439–452. 24. Tonse R, Rubens M, Appel H, et al. Systematic review and meta-analysis of PD-L1 expression discordance between primary tumor and lung cancer brain metastasis. *Neurooncol Adv*. 2021;3(1):vdab166. doi:10.1093/oaajnl/vdab166 25. de Koster EJ, Kist JW, Vriens MR, et al. Thyroid ultrasound-guided fine-needle aspiration: the positive influence of on-site adequacy assessment and number of needle passes on diagnostic cytology rate. *Acta Cytol*. 2016;60(1):39–45. 26. Wang H, Wei N, Tang Y, et al. The utility of rapid on-site evaluation during bronchoscopic biopsy: a 2-year respiratory endoscopy central experience. *Biomed Res Int*. 2019;2019:5049248. doi:10.1155/2019/5049248 27. Ganguly A, Giles TE, Smith PA, et al. The benefits of on-site cytology with ultrasound-guided fine needle aspiration in a one-stop neck lump clinic. *Ann R Coll Surg Engl*. 2010;92(8):660–664. 28. Penault-Llorca F, Kerr KM, Garrido P, et al. Expert opinion on NSCLC small specimen biomarker testing - part 1: tissue collection and management. *Virchows Arch*. 2022;481(3):335–350. 29. Lin O, Rudomina D, Feratovic R, et al. Rapid on-site evaluation using telecytology: a major cancer center experience. *Diagn Cytopathol*. 2019;47(1):15–19. 30. Mathai RA, Vidya RVS, Reddy BS, et al. Potential utility of liquid biopsy as a diagnostic and prognostic tool for the assessment of solid tumors: implications in the precision oncology. *J Clin Med*. 2019;8(3):373. doi:10.3390/jcm8030373 31. Chakravarty D, Johnson A, Sklar J, et al. Somatic genomic testing in patients with metastatic or advanced cancer: ASCO provisional clinical opinion. *J Clin Oncol*. 2022;40(11):1231–1258. 32. Nikanjam M, Kato S, Kurzrock R. Liquid biopsy: current technology and clinical applications. *J Hematol Oncol*. 2022;15(1):131. doi:10.1186/s13045-022-01351-y 33. Kolesar J, Peh S, Thomas L, et al. Integration of liquid biopsy and pharmacogenomics for precision therapy of EGFR mutant and resistant lung cancers. *Mol Cancer*. 2022;21(1):61. doi:10.1186/s12943-022-01534-8 34. Sánchez-Herrero E, Serna-Blasco R, Robado de Lope L, et al. Circulating tumor DNA as a cancer biomarker: an overview of biological features and factors that may impact on ctDNA analysis. *Front Oncol*. 2022;12:943253. doi:10.3389/fonc.2022.943253 35. Aggarwal C, Thompson JC, Black TA, et al. Clinical implications of plasma-based genotyping with the delivery of personalized therapy in metastatic non-small cell lung cancer. *JAMA Oncol*. 2019;5(2):173–180. 36. Mannelli C. Tissue vs liquid biopsies for cancer detection: ethical issues. *J Bioeth Inq*. 2019;16(4):551–557. 37. Hoermann G. Clinical significance of clonal hematopoiesis of indeterminate potential in hematology and cardiovascular disease. *Diagnostics (Basel)*. 2022;12(7):1613. doi:10.3390/diagnostics12071613 38. Gerber T, Taschner-Mandl S, Saloberger-Sindhöringer L, et al. Assessment of pre-analytical sample handling conditions for comprehensive liquid biopsy analysis. *J Mol Diagn*. 2020;22(8):1070–1086. 39. Cree IA, Deans Z, Ligtenberg MJL, et al. Guidance for laboratories performing molecular pathology for cancer patients. *J Clin Pathol*. 2014;67(11):923–931.



## Visit our website!

For additional resources on  
**Precision Medicine**, visit  
[jnprecisionmedicine.com](https://jnprecisionmedicine.com)



Data rates may apply



Data rates may apply

## Solutions start with a conversation

Take action and speak to  
**J&J Precision Medicine**  
[jnprecisionmedicine.com/contact](https://jnprecisionmedicine.com/contact)