

Blood Management Solutions

Improving patient care
from the blood center
to the hospital



Blood management impacts everyone

Haemonetics understands the importance of streamlining the efficiency of the blood supply chain and improving blood management practices for everyone involved in the process, from the donor to the patient. And as both blood centers and hospitals face a range of challenges — including increased industry focus on transfusion practices from regulatory and accreditation agencies — blood management has become more important than ever.



The industry is facing change

Blood Centers

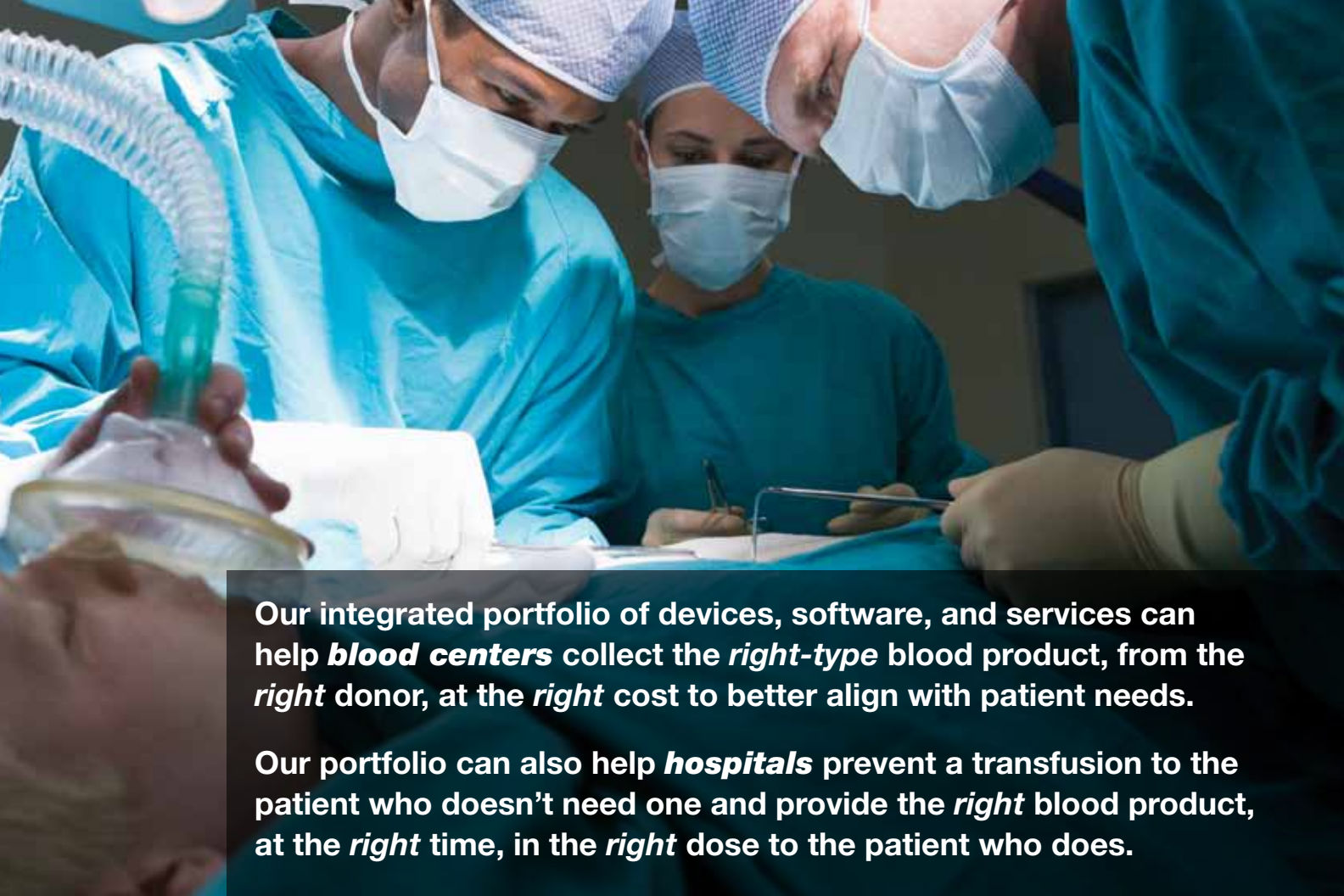
- Fragile supply chain
- Manual and inefficient processes
- Shrinking donor pool
- Over-collection and waste
- Fierce industry pricing pressures and consolidation
- Heavy regulatory oversight

Hospitals

- High blood transfusion costs
- Industry focus on transfusion practices
- Desire to improve clinical outcomes
- Demand for shorter patient hospital stay
- Inconsistent physician practices
- Budget pressures

Haemonetics has the solutions

To address these challenges, Haemonetics offers a portfolio of solutions that works together to connect every critical element in the blood supply chain — from the collection of blood to the patient point of care.



Our integrated portfolio of devices, software, and services can help **blood centers** collect the *right-type* blood product, from the *right* donor, at the *right* cost to better align with patient needs.

Our portfolio can also help **hospitals** prevent a transfusion to the patient who doesn't need one and provide the *right* blood product, at the *right* time, in the *right* dose to the patient who does.

Devices

Surgical

- OrthoPAT®
- cardioPAT®
- Cell Saver® 5+
- Cell Saver® Elite®
- SmartSuction Harmony®
- TEG® 5000

Blood Center

- Cymbal®
- MCS®+ 8150
- MCS®+ 9000
- SEBRA®
- PCS® 2

Software

Hospital

- SafeTraceTx®
- BloodTrack®
- ElDorado Control™
- EdgeCell™

Donor

- ElDorado Donor®
- Donor Doc®
- eLynx®
- eDonor®
- Hemasphere®

Lab

- Surround™

Services

IMPACT® Online

Education & Change Management

- Anemia Management Programs & Clinics
- Hemostasis Management
- PAD Management
- Transfusion Optimization

Process Improvement

- Lean & Six Sigma Process Improvement
- Mobile Set-up Modeling
- Blood Center Production & Cost Optimization
- Collection Program Optimization
- Donor Recruitment System Design & Education

Software

- Implementation, Education & Application Support
- Validation
- Hosting

DONOR

eDonor®



BLOOD CENTER

DONOR RECRUITMENT & DRIVE PLANNING

Hemasphere®



REGISTRATION

Donor Doc®



BLOOD COLLECTION



eLynx®



SYSTEM OF RECORD

EIDorado Donor®



STORAGE AND DISTRIBUTION

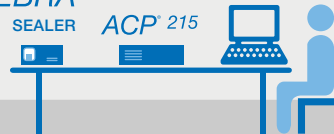


PROCESSING AND TESTING

SEBRA®
SEALER

ACP® 215

Surround™



Services:

Helping improve your operational efficiency while containing your costs through the following programs:

- Collection Program Optimization
- Production and Cost Optimization
- Mobile Set-up Modeling
- Lean and Six Sigma Process Improvement
- Recruitment System Design and Education
- Software services

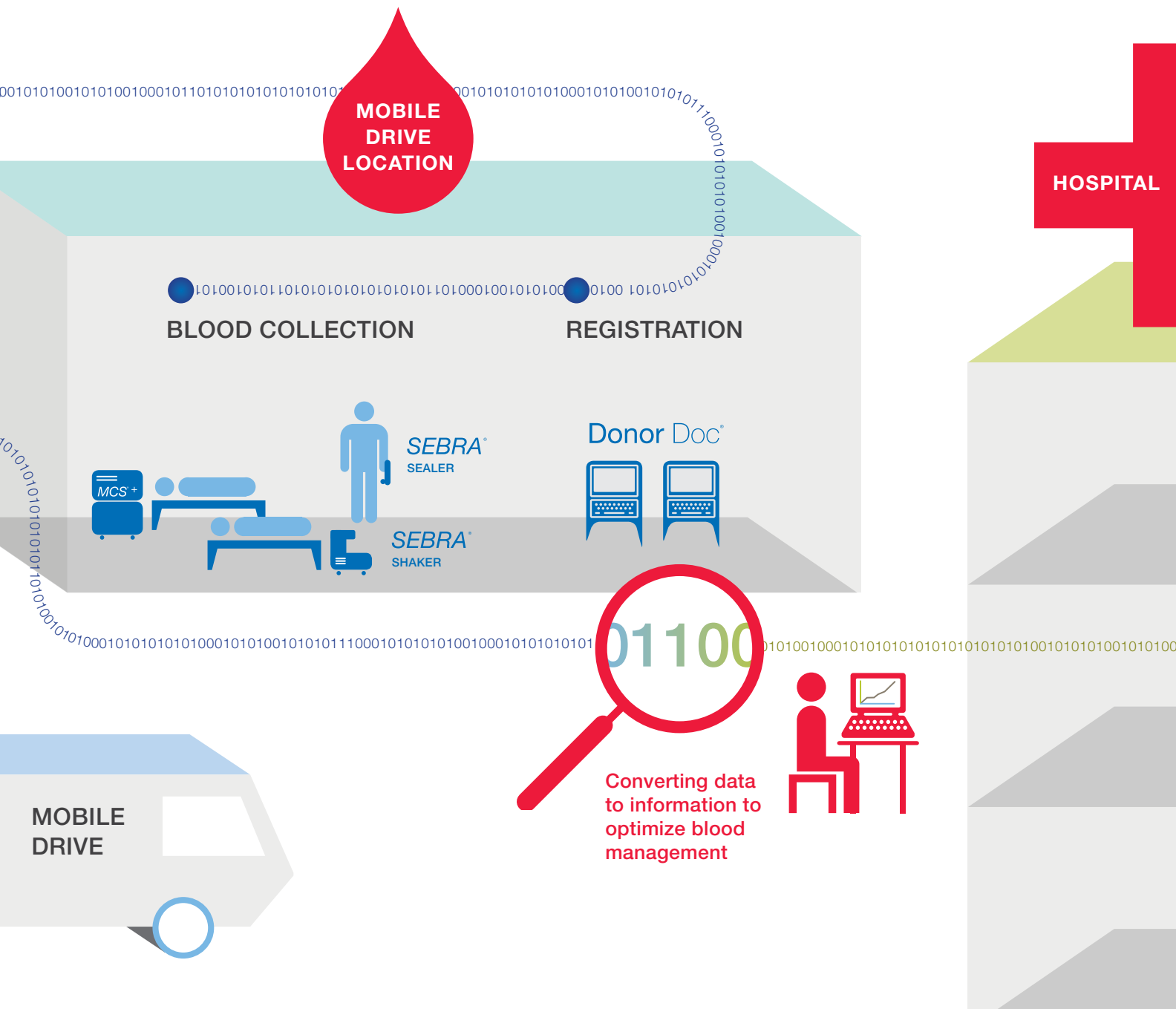
Improve the efficiency and effectiveness of your blood collection program

Blood collection centers face many challenges, making collection more difficult than ever before — from increasing operational efficiencies to meeting strict regulatory guidelines to recruiting and retaining the right donors.

It is critical that blood centers operate in the most efficient manner possible to reduce their internal costs and align their supply with the demand of their hospital constituents. Additionally, their

collections must be effectively planned, donor information must be accurately captured, and after the donations have been collected, blood products must be properly labeled, tested, preserved, and protected before shipment.

Haemonetics has a comprehensive range of blood management products and services available to help blood centers solve these complex challenges.



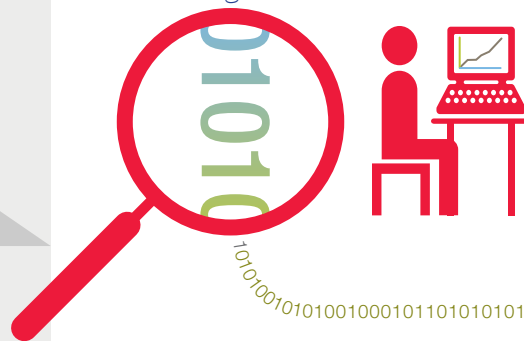
Enhance patient care and improve your cost management

BLOOD CENTER

Hospitals face equally challenging issues. For them, patient safety is of paramount concern, but it doesn't end there. Hospitals are also called upon to provide the highest standard of patient care, while at the same time containing their operating costs and managing their blood supply in order to optimize usage and minimize waste. To do this effectively, they need access to high-quality products and services that can help improve their blood management programs.

Haemonetics has the solutions to help.

Converting data to information to optimize blood management



IMPACT® Online

Blood Management Business Intelligence Portal tracks blood use and related clinical outcomes.

Services:

Helping you adopt evidence-based guidelines for optimal blood management

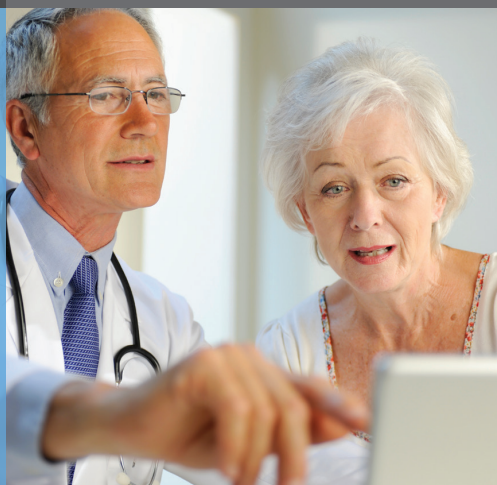
- Transfusion Optimization
- Anemia Management Programs and Clinics
- Hemostasis Management
- PAD Management
- Software Services

For more information

To learn more about how we can partner with you to help you reach your blood management goals, contact your Haemonetics sales consultant.

About Haemonetics

Haemonetics is *THE* Blood Management Company. Our comprehensive portfolio of devices, information management and consulting services offers blood management solutions for each facet of the blood supply chain. We believe that through proper blood management, our products and services allow customers to prevent a transfusion to the patient who doesn't need one and provide the right blood product, at the right time, in the right dose to the right patient who does.



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