

# Transfusion Practice Consulting Service

Helping you institute an evidence-based practice for perioperative blood transfusions

Better patient care begins with better blood management practices. The appropriate use of red cells requires an understanding of the risks, benefits, outcomes and indications for transfusions. Our Transfusion Practice Consulting Service can help you improve your transfusion practice by enabling your organization to institute and adopt evidence-based guidelines and clinical best practices.

## Evidence-based transfusion practice

The inappropriate application of “transfusion triggers” often leads to poor transfusion practice. For example, red cell transfusion is generally not indicated unless the Hgb is (less than or equal to symbol) 7 g/dL.<sup>1</sup> However, patients with arterial oxygen deficits unresponsive to therapy, compromised ability to increase cardiac output and/or active cardiac ischemia may benefit from transfusion to a higher hemoglobin. This is why it is important to understand current transfusion triggers and to assess the transfusion practice behaviors by engaging clinical and administrative staff before implementing guidelines.

## Project leadership and program activities

Our project leadership and program activities are designed to support your individual program needs, helping to facilitate your success. The project leadership team will guide you in establishing structure and workflow to your blood management program to ensure its success and sustainability.

We offer a range of program activities tailored to fit your needs. By assessing your current transfusion practice behaviors, engaging clinical and administrative staff and using data from IMPACT® Online, we can help you understand your current transfusion triggers, and gain consensus on what the appropriate guidelines should be.

Additionally, we provide educational support for providers on outcomes related to transfusions and develop metrics and measurements for success. We can also design a monitoring plan, as well as continuous improvement processes, including transfusion audit and review. Our goal is to enable your organization to implement and sustain change through reinforcement and measurement of outcomes.

## Our approach to blood management

Haemonetics helps hospitals improve their patient outcomes and reduce costs by determining current blood use patterns and blood management initiatives, comparing them to “best practices,” and implementing evidence-based, blood management initiatives.

Results of these interventions and ongoing performance are regularly evaluated through the IMPACT® Online Blood Management Business Intelligence Portal.



# Our Transfusion Practice Consulting Service works with you to:

- Understand your current transfusion metrics using data from IMPACT Online
- Assess your current transfusion practice behaviors by engaging with your clinical staff and administrators
- Assist your champion with identifying key stakeholders for driving the transfusion practice program
- Partner with your clinical and administrative leaders to establish project governance and accountability
- Provide educational support on transfusion-related outcomes
- Gain consensus on appropriate guidelines and triggers
- Identify areas of process change and develop and facilitate a continuous improvement process for success

## Dedicated medical leadership

The Haemonetics medical leadership team provides blood management expertise with over 100 years of combined experience for peer-to-peer assessment, education and change management activities. The team includes:

**Mark Popovsky, MD** – Corporate Medical Officer

**Robert Thurer, MD** – Medical Director

**Laurel Omert, MD** – Medical Director

**Patricia Parce, RN, CCRC** – Clinical Implementation Manager

## About Haemonetics

Haemonetics is *THE* Blood Management Company. Our comprehensive portfolio of devices, information management and 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 patient who does.

<sup>1</sup> Napolitano, LM, et al. *Crit Care Med* 2009; 37:3124-3157.  
*Ann Thorac Surg* 2011; 91:944-982.