Meeting Patient Need

A Blood Center's Journey into Source Plasma

~ One Year Later ~

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Chief Executive Officer
-
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Senior Vice President
-

IPFA/BCA Symposium / September 28, 2015

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Happy Anniversary!



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BloodSource – Plasma

Granite Bay, California

September 2, 2014



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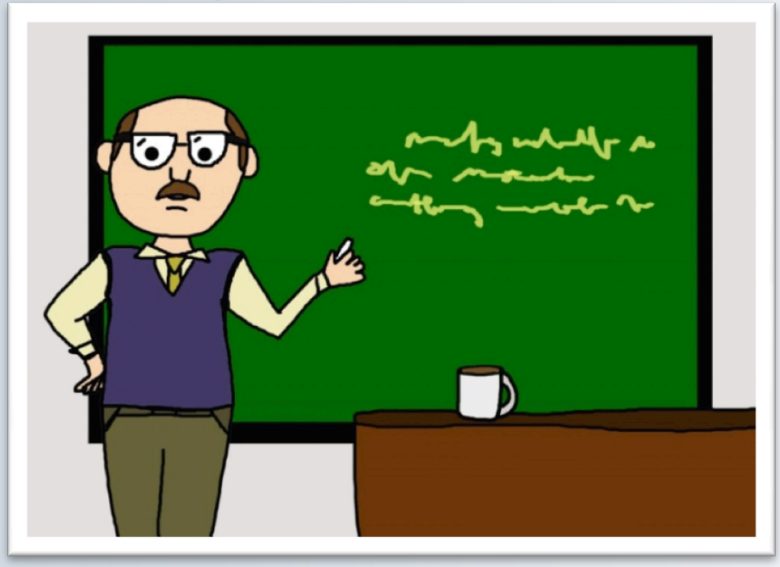

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LESSONS LEARNED

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Lessons Learned

- Donor recruitment
- Donor conversion
- Collection and manufacturing
- Donation options



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RESULTS

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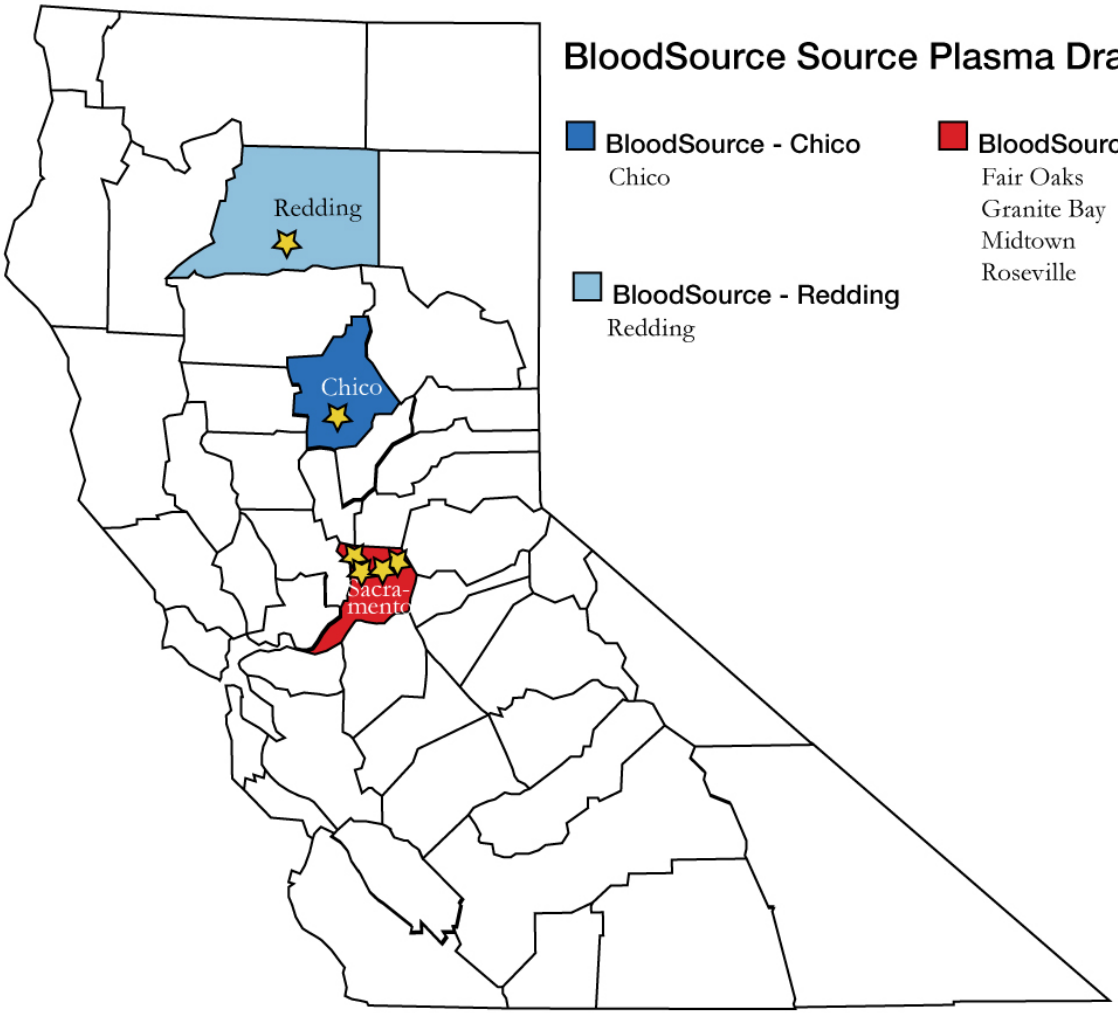
Granite Bay - Year 1 Results



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SOURCE PLASMA DRAW CENTERS



BloodSource Source Plasma Draw Centers

BloodSource - Chico
Chico

BloodSource - Redding
Redding

BloodSource - Sacramento
Fair Oaks
Granite Bay
Midtown
Roseville

Key Features of BloodSource Source Plasma Program

- 100% volunteer
- Frequent Plasma collections
- Integrated with transfusable collections
  - BloodSource Brand
- Saline provided at each donation
- SOURCE Partners

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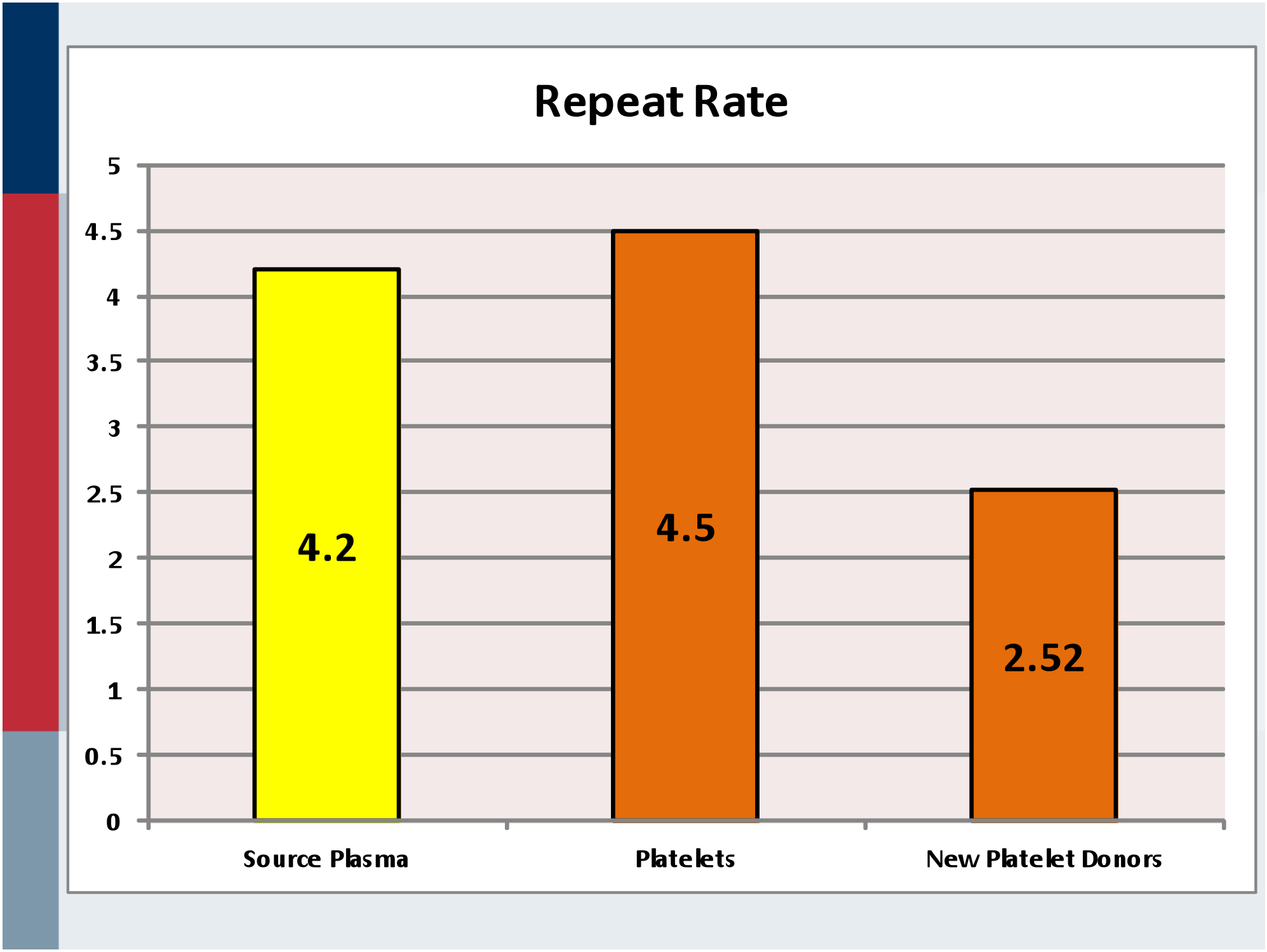
SOURCE Partners

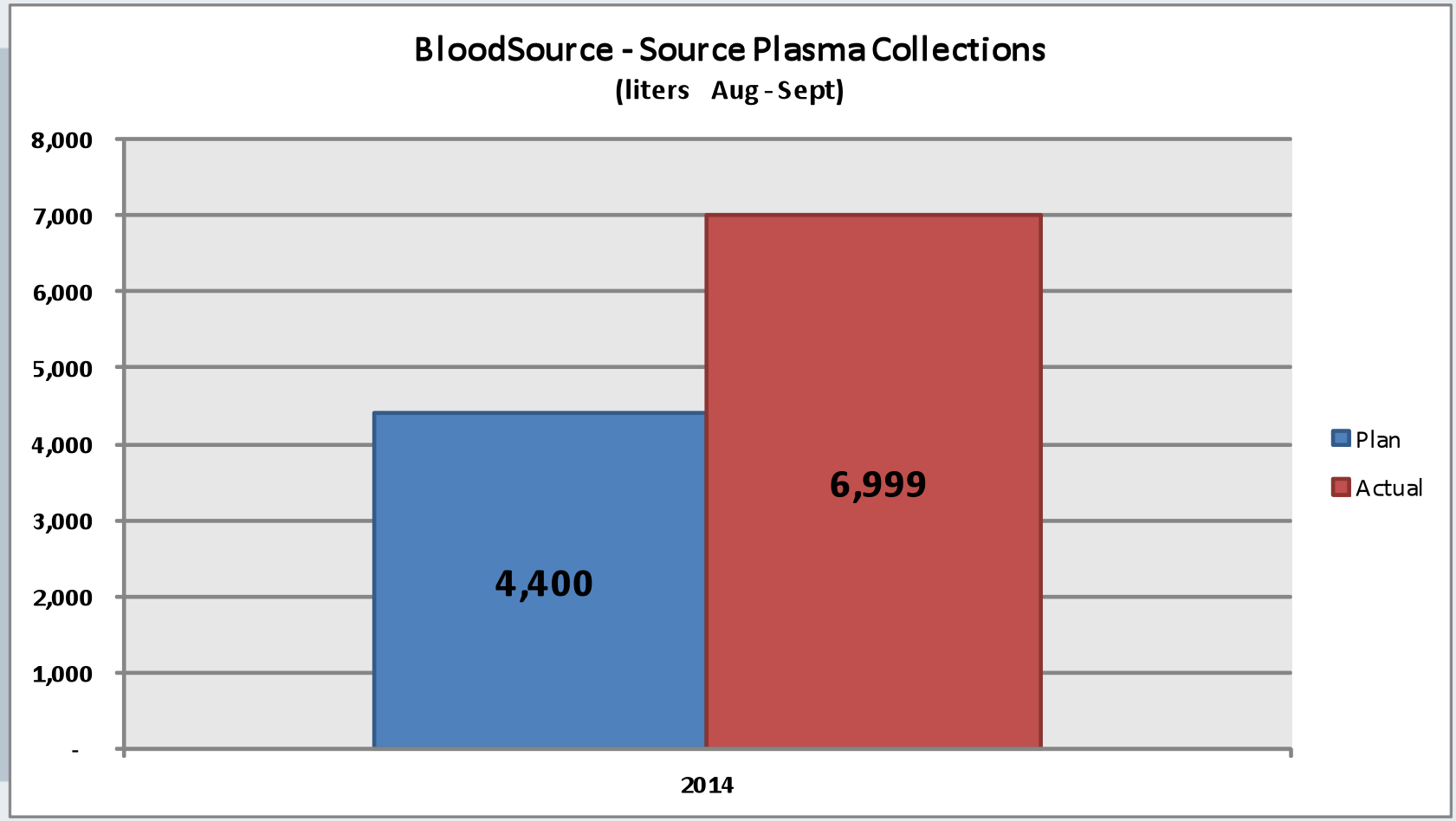
BloodSource and You -

Making a World of Difference

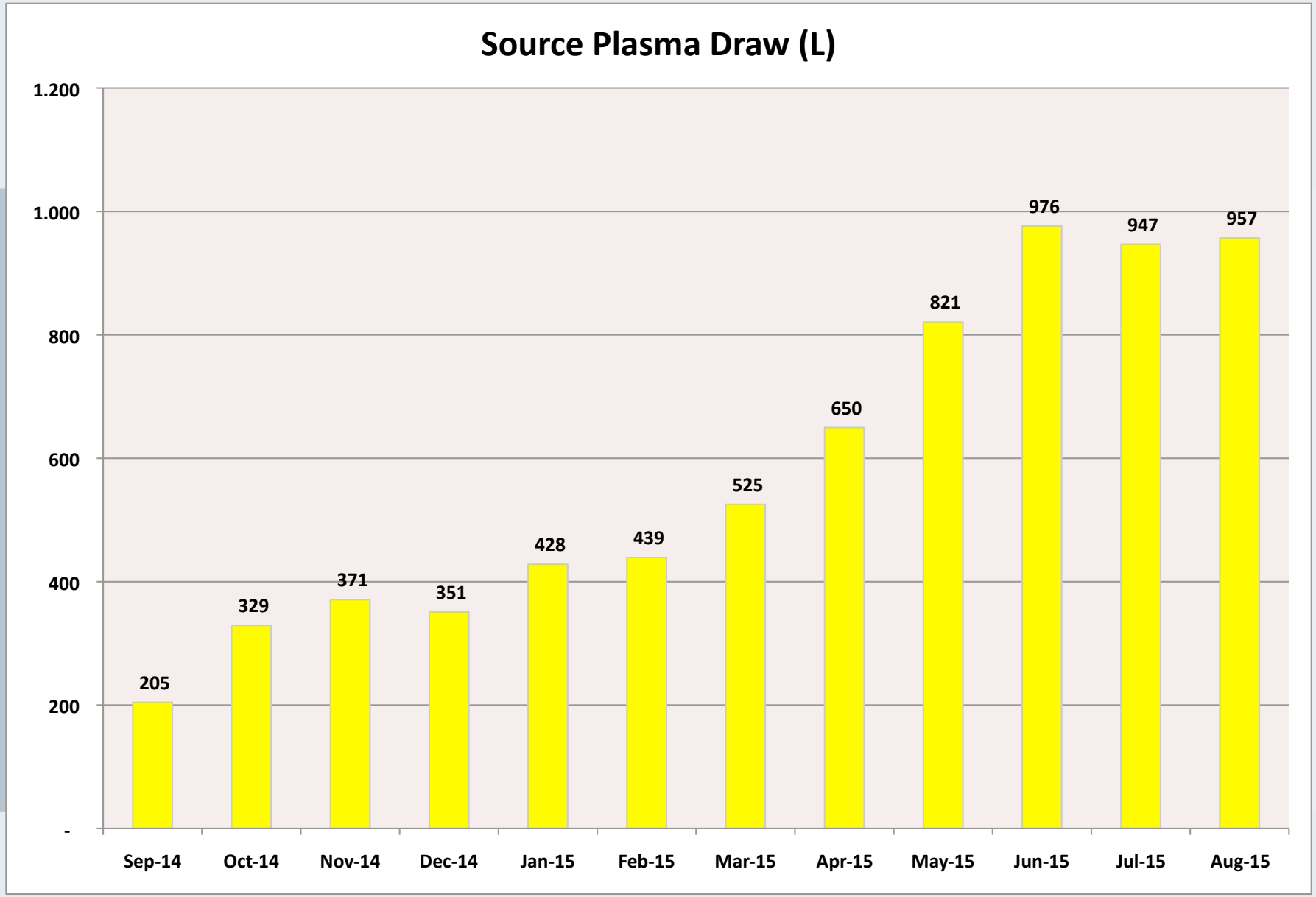


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Repeat Rate
5
4.5
4
3.5
3
2.5
2
1.5
1
0.5
0
4.2
4.5
2.52
Source Plasma
Platelets
New Platelet Donors

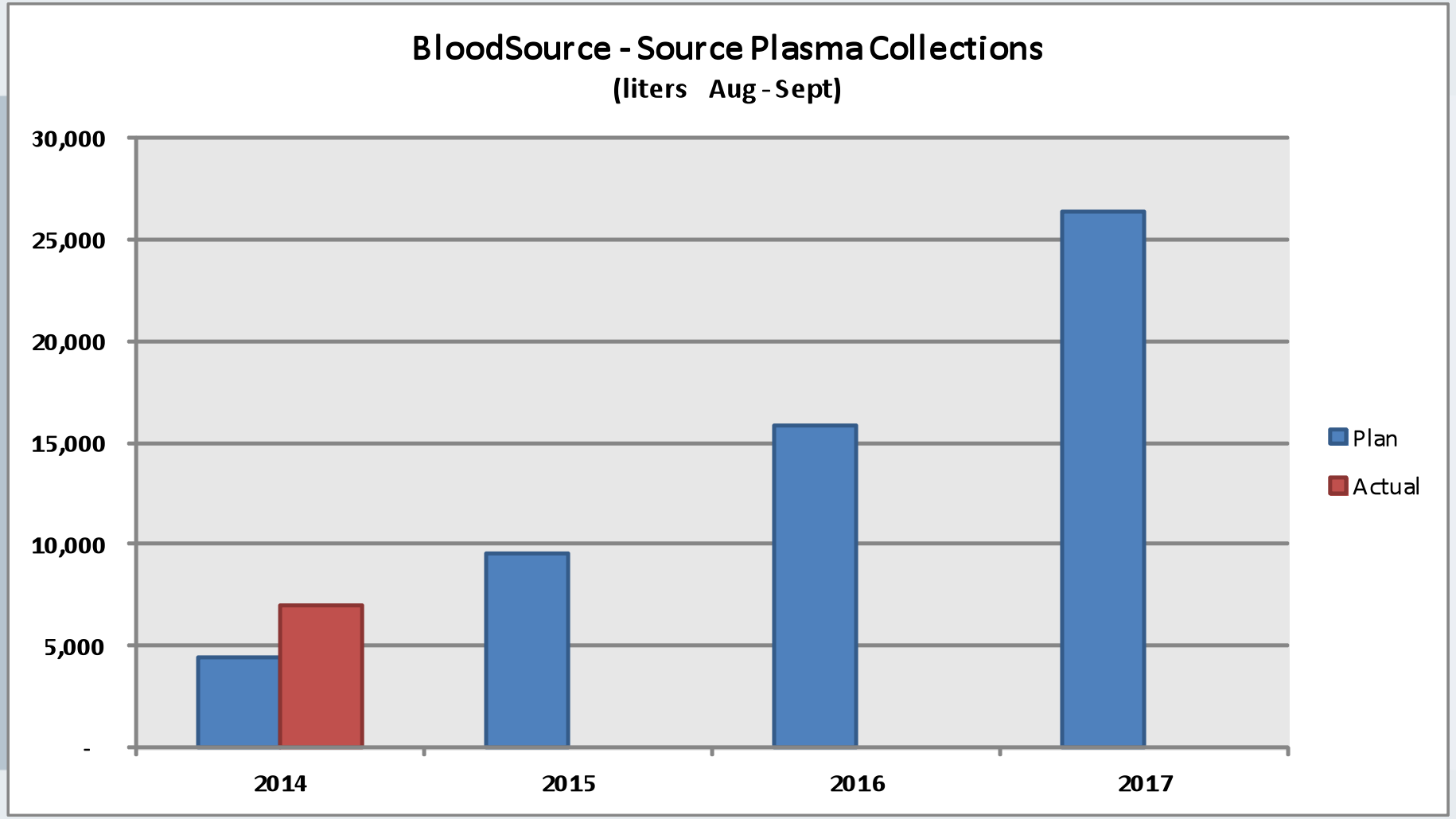


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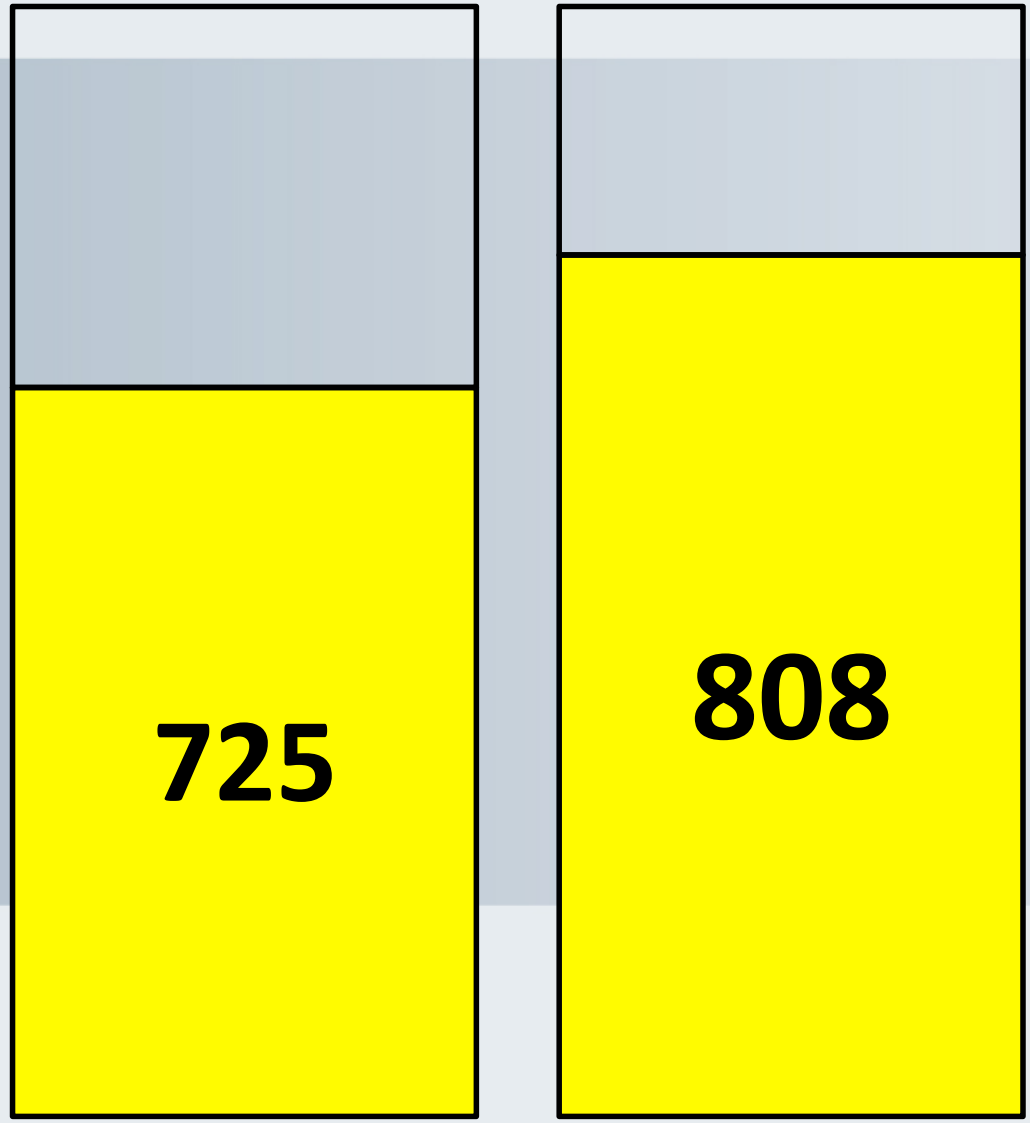


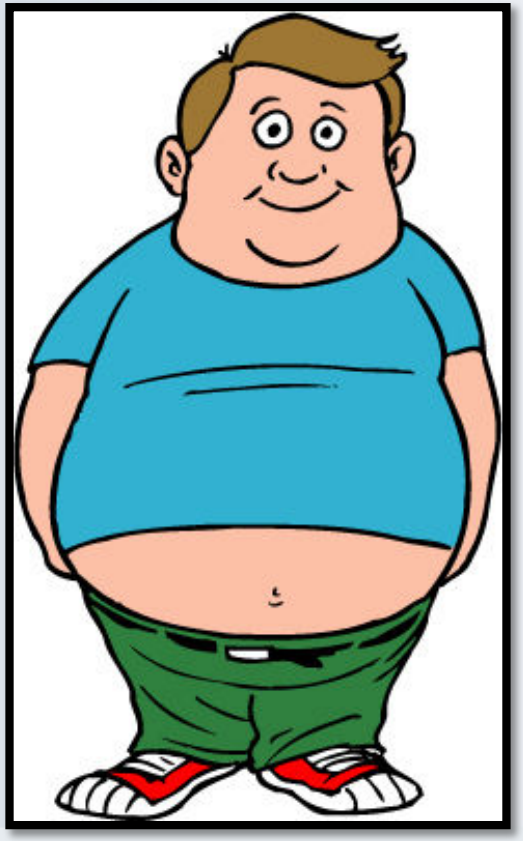
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50

Percentage of female SP donors

Average age of our SP donors

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WHAT'S NEXT

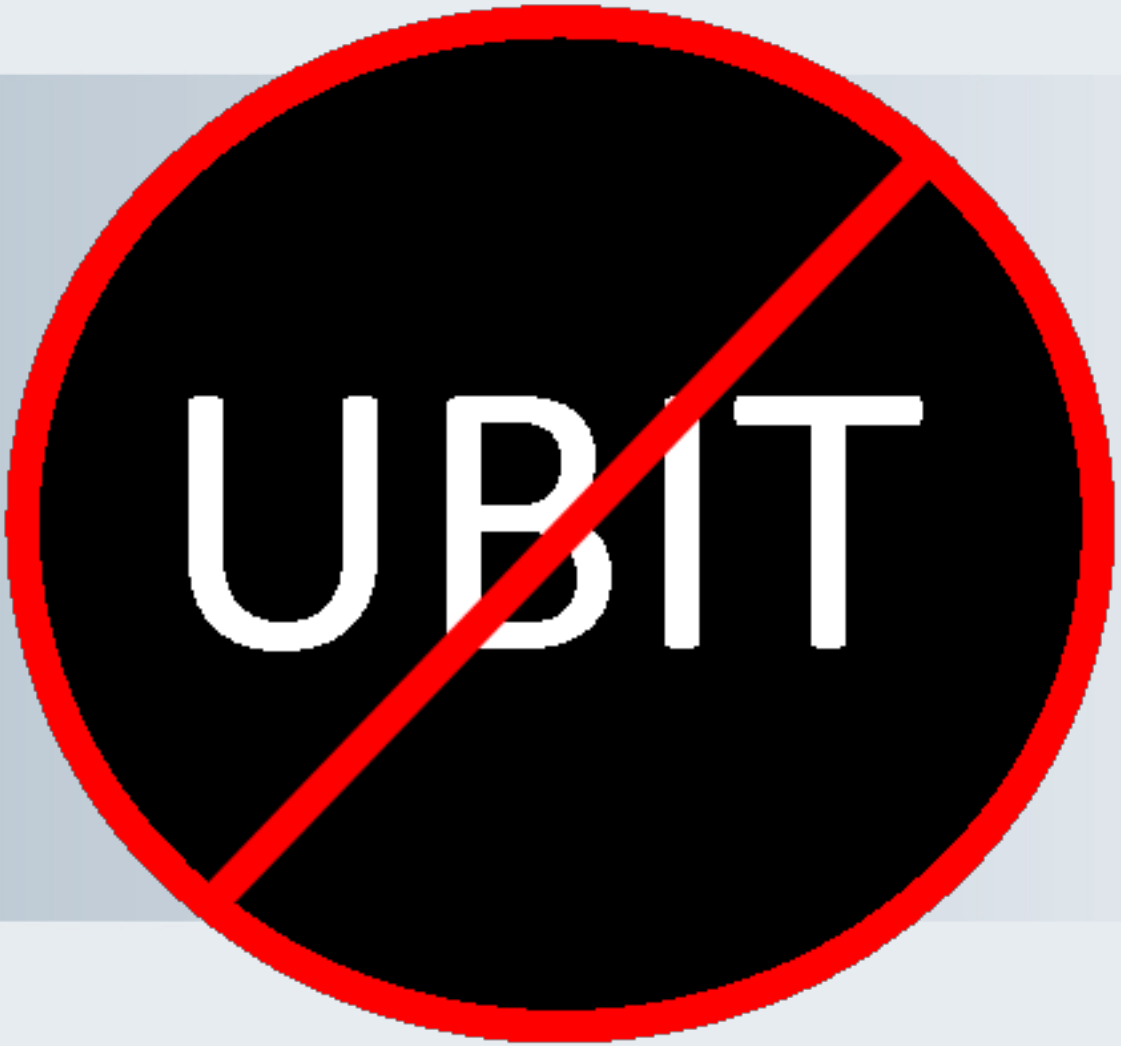
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FDA Freezing Requirements





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CFR Hemoglobin Changes





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Efficiency





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Commitment to Supporting Patients

"The generosity of blood donors has not only kept me alive, but has given me a life."





Ragnar

Forrest Mounts

Lives with a rare immune deficiency

Diagnosed at age 19

IVIG dependent

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