

# Anemia Management Consulting Service

Reducing the risk of perioperative transfusions by identifying and correcting preoperative anemia

Better blood management can help reduce costs and improve patient outcomes. Preoperative anemia is the most important predictor of perioperative transfusions for patients having surgery.<sup>1</sup> Our Anemia Management Consulting Service can help you improve your transfusion practices by assessing how your facility currently identifies and treats anemic patients preoperatively and then working with you to institute and adopt evidence-based guidelines and clinical best practices.

## Evidence-based anemia management

The causes of anemia are diverse, and are commonly related to blood loss, decreased red blood cell (RBC) production or increased RBC destruction. Patients admitted with anemia have increased transfusion rates, higher incidences of hospital acquired infection and longer lengths of stay. This is why it is important to understand current anemia triggers and assess the transfusion practice behaviors around anemia by engaging clinical and administrative staff before implementing guidelines.

## Project leadership and program activities

To help facilitate your success, we offer a range of project leadership and program activities designed to support your individual program needs. Our project leadership team will guide you in establishing structure and workflow to your blood management program to ensure its success and sustainability.

Our program activities have been developed to help you understand how your facility currently identifies and treats anemic patients preoperatively by engaging clinical and administrative staff and using data from IMPACT® Online. Partnering with your team, we can help to determine if your program should be incorporated into an existing service or assist in the development of a new program.

Additionally, we provide educational support regarding anemia — including tools for treatment, referral, communication, patient education, etc. — and develop metrics and measurements for success. We can also design a monitoring plan, as well as continuous improvement processes, including development of internal materials. Helping your organization implement and sustain change through reinforcement and measurement of outcomes is our number one goal.

## 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 programs.

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



# Our Anemia Management Consulting Service works with you to:

- Understand your current anemia-related transfusion metrics using data from IMPACT Online
- Assess how your facility presently identifies and treats anemic patients preoperatively
- Assist your Champion with identifying key stakeholders for driving the anemia management program
- Partner with your clinical and administrative leaders to determine if the program should be incorporated into an existing service or assist in the development of a new program
- Provide educational support about anemia, including tools for treatment, referrals, communication and patient education
- Assist with communication between your anemia management service, referring doctors, the pharmacy and pre-admission testing
- 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> Salido, JA et al. *J Bone Joint Surg Am* 2002; 84:216-220.