

Transforming Blood Availability with Grifols Blood Typing Manager

Thanks to **Grifols Blood Typing Manager**, we've revolutionized how blood is accessed, processed, and delivered—making it **faster, more affordable, and more efficient** than ever before!

TYPING



Health System

Tanner Medical Center/
Carrollton

Tanner Medical Center/
East Alabama

Tanner Medical Center/Villa Rica
Higgins General Hospital
Willowbrooke at Tanner

Transfusion Services

Volumes 2024:

☰ **Type & Screens:** 7,105

🩸 **Antibody Identifications:** 395

🩸 **Cord Blood Evaluations:** 386

🩸 **DATs:** 161

🏠 **Emergency Department
Visits:** 375,510

🏥 **Admissions:** 63,649

🩸 **Inpatient Surgeries:** 15,571

🩸 **Births:** 8,689

Speed & In-House Efficiency

Before implementing Blood Typing Manager, Tanner Health System, a 5 hospital system with sites in Georgia and Alabama, sent large numbers of samples to the local Immunohematology reference laboratory. This resulted in delays of 15-24 hours in receiving final results for the patient. With the capability of BTM to provide hospitals in the network to share test results and images of gel cards, Tanner was able to redesign its workflow, sending specimens to an in-house reference site, where samples could be processed more quickly resulting in a significant reduction in time. By reducing the time to result of antibody workup to as little as 2-3 hours, Tanner was able to provide quicker diagnosis, faster treatment decisions, and improve patient care.

Massive Cost Savings & Increased Revenue

Grifols Blood Typing Manager has eliminated major financial burdens, while also generating new revenue streams.

Cost savings:

- \$65 transportation fee
- \$1,200 stat fee
- \$600 average workup fee

Revenue increase:

- Over \$10,000 gained in just 6 months

With these financial improvements, hospitals and clinics can redirect resources toward direct patient care, while increasing sustainability and operational efficiency.

Streamlined Efficiency: 73% Fewer Samples Sent to Reference Labs

By processing samples on-site, Tanner has reduced reliance on reference labs by a staggering 73% — boosting reliability, turnaround time, and overall self-sufficiency in blood management. This improvement cuts delays, ensures faster results, and strengthens operational independence.

Seamless Collaboration Between Hospitals

When smaller hospitals send samples to the flagship hospital, the flagship team can preview results on Blood Typing Manager even before the sample arrives — allowing them to jump start the workup process and further reduce wait times. This proactive approach ensures greater efficiency, faster patient care, and improved coordination across hospitals.

This groundbreaking advancement sets a new standard in precision, affordability, and accessibility — proving that innovation in blood typing saves time, cuts costs, boosts revenue, and saves lives.

GRIFOLS

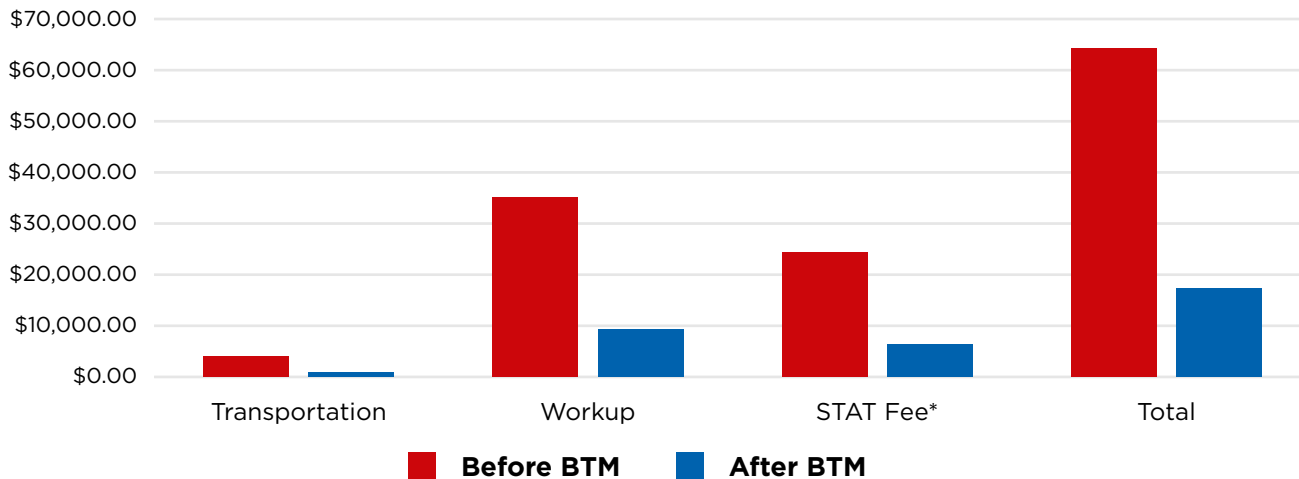
www.diagnostic.grifols.com

Costs Before and After BTM Implementation

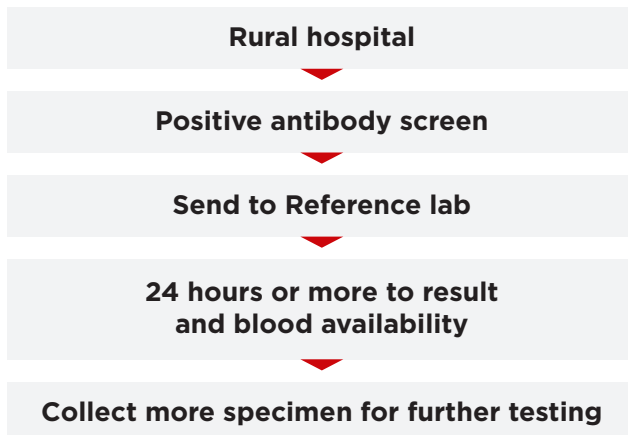
	Before BTM	After BTM
Transportation	\$3,900.00	\$1,040.00
Workup	\$36,000.00	\$9,600.00
STAT Fee*	\$23,976.00	\$6,394.00
Total	\$63,876.00	\$17,034.00

*Based on 1/3 of samples being STAT

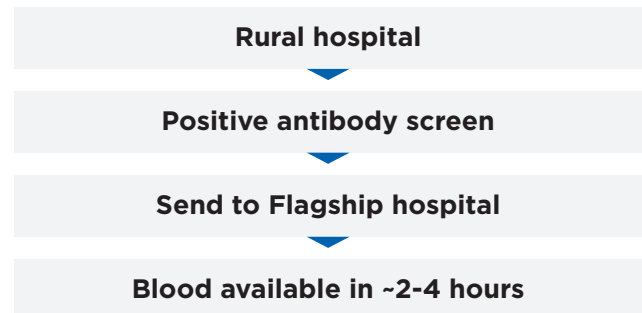
Based on 60 samples annually and reduction of 73% with implementation of BTM



Workflow Before and After BTM Implementation



Before BTM, positive antibody screens sent to Reference lab. Sometimes their work up required that the patient be called back for more specimen to be collected. Blood availability was >24 hours.



With BTM implementation, positive antibody screens could be sent to Carrollton; no additional sample typically required, and with Carrollton staff able to see workup and previous results in BTM, work could start immediately, resulting in same day blood availability.