

# CareForum 2022

The WellSky® Conference

Growing collections to capture, process and list more clinical units, while also expanding the use of starting materials to drive research and new therapy development

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# LifeSouth Community Blood Centers

# LifeSouth

- LifeSouth is a non-profit community blood bank serving over 130 hospitals
- Founded in 1974
- Headquarters in Gainesville, FL
- 40+ locations throughout Florida, Georgia, and Alabama
- Expanded to support the mission of cord blood through partnership with UF Health Shands

*Mission: To provide a safe blood supply that meets or exceeds the needs in each community we serve, and to provide a variety of services in support of ongoing and emerging blood and transfusion-related activities.*

# Timeline of the Cord Blood Program

- **1997** - established cord blood program
- **2008** - Received HRSA contract to bank eligible cord blood units (CBUs) and list on public registry
- **2012** - Received FDA license for clinical CBUs
- Began increasing research platforms to support clinical.
  - Ramped up in 2018 with the addition of isolating cells
    - Cord blood derived CD34 cells
      - Have expanded to other primary cells as well as other cell sources
- **2020** - Creation of StemVivo for research

# Challenges

- Covid19
  - Hospital restrictions
  - Limited public access and leisure activities led to a decrease in public awareness for the importance of cord blood donation
- Staffing
  - Hiring and retention
  - Keeping up with growing industry
    - Current staff stretched thin, including focusing too much on manual processes
- Supply chain issues
  - Supply manufacturers unable to receive parts to maintain orders
  - Shipping issues including delayed or missing packages
  - Technology sunset

# Meeting Demand

- LifeSouth has made it a priority to expand and grow the Cord Blood Program
  - **2020** - Added several new hospital partners:
  - **2022** –
    - Onboarded: UAB in Birmingham, AL and South Georgia Medical Center in Valdosta, GA
    - Anticipate three additional sites to begin by the end of Q3 2022
    - Collections projected to increase at least 30%
      - Greater collections allows for greater opportunity for banking or research use
- To keep up with the growth, we need technical solutions

# Software to Support Continued Growth

# Reallocate Resources

Focus on processing and listing units rather than manual and labor-intensive processes.

- Quicker data entry
- Automated process to eliminate duplicate work
  - Less time spent on data entry and more time allowed for other tasks
  - More resources can be used on expanding collection sites and sustaining supply and demand



# Support Continued Growth

More time can be invested in:

- Creating awareness within the communities we serve
- Developing relationships with potential collection sites, researchers and customers
- Educating physicians around the benefits of cord blood as a source to drive renewed consideration and utilization
- Maintaining relationships with current collection sites and collectors
- Developing a robust marketing and outreach program and technologies
- Increasing processing and manufacturing to meet demands
- Expanding product development
- Analyzing processes improvement

# Access to Real Time Data

- Our current process is time and labor intensive
- WellSky will allow us to update real time vs our current manual process of gathering documents (lab results, processing records, etc.) and updating various logs.
- Eliminate disposition discrepancies between logs. (example one log indicates a unit is available while another indicates it has been discarded).
- Eliminate potential of discarding or offering incorrect unit
  - Ex: offer a unit for fresh research that is already discarded or already offered to another research company

Increase Efficiencies and Reduce  
Errors

# Decrease Documentation Errors

- Automated system will catch errors as they occur
- Ability to have donor questionnaire; don't need to rely on waiting on paperwork
- Taking less time to enter tedious data
  - less rushing
- Elimination of duplicate work to also eliminate unit discrepancies

# Spend More Time on Processing and Manufacturing

Processing clinical units typically takes about 2.5 hours and isolation takes about 4 hours per unit. Clinical units must be frozen within 48 hours of collection. With less time spent on data entry, processing and manufacturing can start earlier.

- Less rushing to decrease processing errors
- More staff dedicated to processing and manufacturing for the day
  - Ability to complete multiple tasks in the same day

# On-Demand Reporting for Real Time Metrics

# Less Time Spent on Compiling Reports

- Manual process require staff to combine data from multiple spreadsheets
  - Time intensive
  - High potential for inadvertently missed or duplicate data
- Time restraints may cause incomplete data reports
- Require less prep for internal meetings

WellSky allows for data to be compiled easily and quickly

# Process for pulling metrics so that data integrity is consistent and accurate

- A major goal for implementing a technology solution is to allow our organization to create automated process around manual reporting.
  - Consistent and accurate regardless of who is pulling the data
  - Maintain data integrity
  - Eliminate misinterpretation of data based on the data given



# Metrics & Decisions

- Identify trends
  - Process improvements can be identified and implemented faster
- Ability to quickly include data closer to current date than using the manual process as some data may still be incomplete

WellSky will allow our organization to make decisions and implement change  
timelier

# Adaptability

# Cellular Therapies is Growing Quickly

- We are continually receiving requests for new products that support the clinical mission
  - WellSky is able to integrate with other programs as well as adapt to new or changing processes
    - This will allow quicker and easier release of new or changing internal SOPs

# Wide donor base

Blood banks like LifeSouth can recruit different donors based on need

- Research is continuing to grow
  - Requests for specific donor ages and types including those with positive infectious disease

# Summary

- LifeSouth is growing as an organization alongside the growth of the cellular therapy field
  - Resources are limited making it difficult to keep up
    - Staffing issues
    - Supply chain issues
- WellSky was determined to be the solution to the challenges we have faced
- WellSky set above others due to their ability to integrate to other systems and adapt to our current and future needs

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# Thank you.

**Contact us:**

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