

Sale or Return

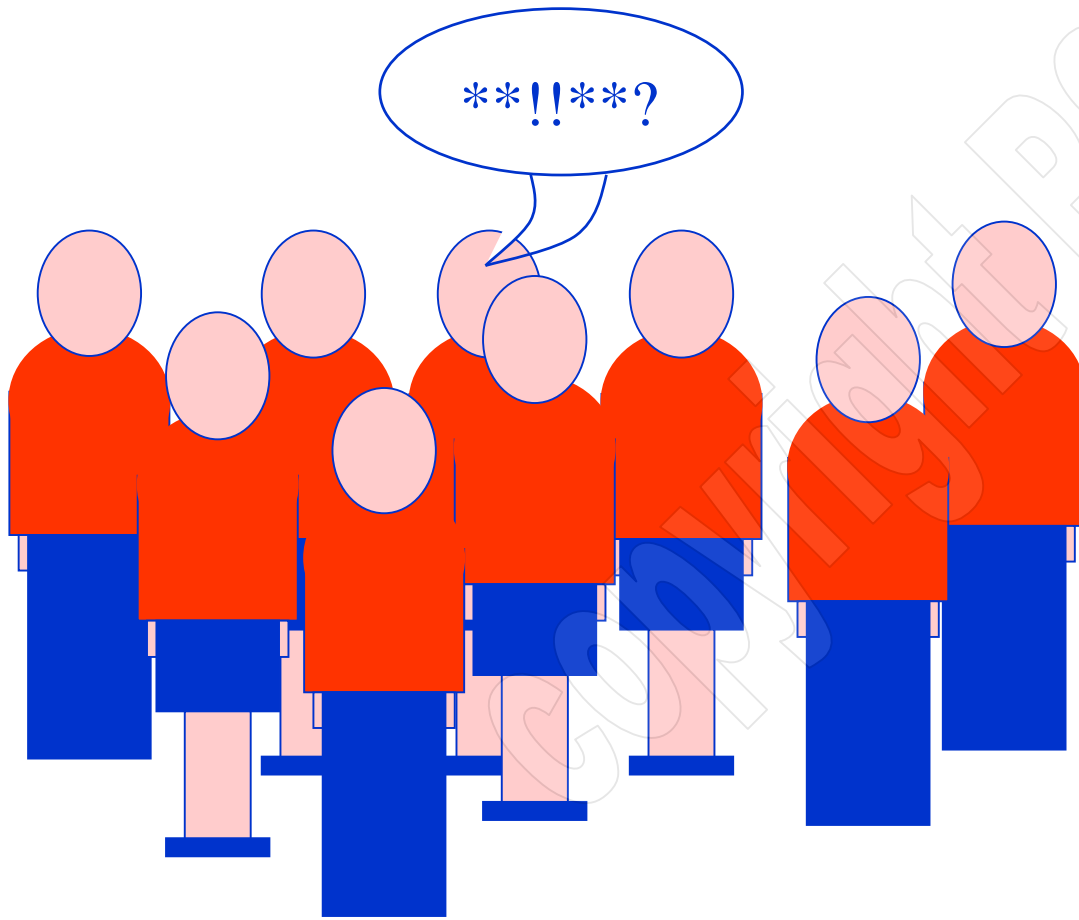
Identify the most appropriate way for encouraging the use of group AB Pos and AB Neg and group B. Is sale or return the best approach or is there another way?

Presented by

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Bitesize Group - Iterative Exchange



Hospital representatives -
Stephan Bates (TLM)
Tracy Clarke (TP)
Terrence Haines (TLM)
Jot Hyare (TLM)
Jane Leftley (TLM)
Paul Tee (TLM)

Welsh Blood Service -
Joan Jones

I sorted at least 100 e-mails
over an 8 month period.

What we discussed and rejected

- X** Changing the donor award scheme -
This has been explored fully by NBS Marketing and the present scheme is the fairest and easiest to administer
- X** Forced Issue
- X** Graduated costs -
Within the group there was a fear that cost incentives may complicate/interfere with the decisions around appropriate use. Plus there was an acknowledgement that because the blood services are non-profit making the cost of an incentive in one area would have to be paid for in another

Recommendations to the BSMS Steering Group

- Re-emphasise there is no stigma in allowing groups AB Pos, AB Neg and B to expire (if they are being stocked appropriately.)
- Re -emphasise that the wastage figures are a tool.
- Re -emphasise the group specific message.
- Re -advertise the sale or return option for ABs
- Decide which groups to include/exclude from the wastage figures.
- Consider the appropriateness of reducing collection of ABs and Bs

Recommendations to the BSMS Steering Group

- Should we call-up specific platelet donors in response to a short term increase in demand.
- Should more detailed information be extracted about mismatched units.
- Should we find out if AB and B usage is within expected/acceptable limits.
- Investigate if there a link between the delivery pattern and increased/reduced AB and B red cell wastage.
- **Introduce a 12-month trial for the sale or return of Bs**
- **Review sale or returns at the end of the 12 months**

