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ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2021 #18 **May 21, 2021**

INSIDE:

ADVANCE Study Seeks Additional Enrollees

This week, the blood centers participating in the Assessing Donor Variability And New Concepts in Eligibility (ADVANCE) study announced the need for participants who are between the ages of 18 and 39. The study is "evaluating alternatives to the FDA's blood donor deferral policy for men who have sex with men (MSM)…[it is] a first step in determining whether a different donor deferral can be used at blood centers nationwide while maintaining the safety of the blood supply. For this to be possible, a change would need to be made to the donor history questionnaire."

Vitalant, OneBlood, and American Red Cross are leading the pilot study funded by the U.S. Food and Drug Administration (FDA). The blood centers issued the call for individuals in the following communities to participate:

- Atlanta, Ga.;
- Memphis, Tenn.;
- Miami, Fla.;
- New Orleans and Baton Rouge, L.A.
- Orlando, Fla.;
- San Francisco, Calif.; and
- Washington D.C.

Study participants will "have a blood sample drawn for HIV testing and will answer different questions designed to determine individual HIV risk factors. The study will assess if the questions related to behavior are effective in distinguishing between men who have sex with men who have recently become infected with HIV and those who do not have HIV infection. The findings of this study will help determine the next steps that would be needed to modify the donor history questionnaire…To gather the necessary data the blood centers are partnering with LGBTQ+ Centers in Washington D.C., San Francisco, Orlando, New Orleans/Baton Rouge, Miami, Memphis, Los Angeles, and Atlanta. The study will enroll a total of 2,000 participants (250 – 300 from each area) who meet the study eligibility criteria. The data collected from the ADVANCE study will be submitted to the FDA who will review the findings and decide the next steps."

"The FDA is committed to considering alternatives to the time-based deferral currently in place for [MSM], that are based on scientific evidence supporting an

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ADVANCE STUDY Seeks Enrollees (continued from page 1)

effective individual risk assessment-based blood donor questionnaire," said Nicole Verdun, MD, director of the Office of Blood Research and Review at FDA's Center for Biologics Evaluation and Research, in the news release.

According to Brian Custer, PhD., vice president of Research and Scientific Programs with Vitalant Research Institute, "[t]he ADVANCE study is a first step in providing data that will help the FDA determine if a donor history questionnaire based on individual risk would be as effective as time-based deferral, in reducing the risk of HIV in the blood supply." Susan Stramer, PhD, vice president of Scientific Affairs, with American Red Cross Biomedical Services, added in the news release, [i]f the scientific evidence supports the use of the different questions it could mean gay and bisexual men who present to donate would be assessed based upon their own individual risk for HIV infection and not according to when their last sexual contact with another man occurred." Members of the LGBTQ+ community are "hopeful" the study results could potentially lead to a policy change in the U.S. regarding the current MSM deferral. "We are hopeful the ADVANCE study will conclude that state-of-the-art testing of the blood supply, combined with an individual risk assessment, will support a change to the blood donor deferral policy so that all men who have sex with men can be considered potential blood donors," said Denise Spivak, chief executive officer of CenterLink. OneBlood Chief Medical Officer Rita Reik, MD added, "[t]he ADVANCE study is groundbreaking because it's the first time a study is being conducted that could result in individual risk assessment for men who have sex with men to donate blood."

More information on the ADVANCE Study is available here.

(Source: ADVANCE Study News Release, 5/18/21) ♦

UK to Implement 'More' Individual Risk-based Approach Next Month

In December 2020, the United Kingdom (UK) announced changes to its blood donation deferral criteria that would impact men who have sex with other men (MSM) taking effect in the summer of 2021 as it moved to a more individualized risk. Recently, NHS Blood and Transplant (NHSBT) issued a news release outlining that on June 14th (World Blood Donor Day), changes would be implemented to the donor history questionnaire "form that people complete before they donate will for the first time ask the same questions of all donors about sexual behav[iors], focused mainly on the last three months. Donors will no longer be asked if they are a man who has had sex with another man. Instead, any individual who attends to give blood - regardless of gender - will be asked if they have had sex and, if so, about recent sexual behav[iors]. The process of giving blood will not change."

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The *ABC Newsletter* (ISSN #1092-0412) is published by America's Blood Centers® and distributed by e-mail.

ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood products and recognize the continuous need for a safe and robust blood supply. ABC exists to advocate for laws and regulations recognizing the essential role that independent blood centers play in the healthcare system; promote partnerships, policies and programs that increase awareness about the need for blood donation; and serve as a thought-leader in the advancement of evidence-based medical and scientific solutions related to health and safety.

America's Blood Centers
Chief Executive Officer: Kate Fry
Chief Medical Officer: Rita Reik
Editor: Mack Benton
Subscriptions Manager: Leslie Maundy
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Send subscription queries to
memberservices@americasblood.org
America's Blood Centers
1717 K St. NW, Suite 900, Washington, DC 20006
Phone: (202) 393-5725
Send news tips to newsletter@americasblood.org.

UK Revises MSM Deferral Policy (continued from page 2)

The revised policy allows individuals to donate "if they have had the same sexual partner for the last three months, or if they have a new sexual partner with whom they have not had anal sex, and there is no known recent exposure to an STI or recent use of PrEP or PEP. This will mean more men who have sex with men will be eligible to donate. Anyone who has had anal sex with a new partner or with multiple partners in the last three months will not be able to give blood right now but may be eligible in the future. Donors who have been recently treated for gonorrhea will be deferred. Anyone who has ever received treatment for syphilis will not be able to give blood."

UK Minister of Blood Donation Lord Bethell added in the news release, "[this] marks another significant step forward in our ambition to make blood donation policy fairer and more inclusive, allowing as many people as possible to make the life-saving decision to give blood safely. I want to thank members of the [For Assessment of Individuali[z]ed Risk] FAIR steering group, including LGBT[Q+] charities, who have been instrumental in enabling us to get to this moment. I encourage everyone who is able to: register to donate." Kat Smithson, Director of Policy at National AIDS Trust, noted "[f]rom June 14th more gay and bisexual men will be able to donate blood safely because of changes to eligibility based on a more individuali[z]ed assessment of risk. We participated in the FAIR steering group which made recommendations that led to these changes and we're delighted they're being brought in next month. We've long campaigned for an eligibility process that ensures more people can give blood safely, is fair, and is based on the latest science. This is only a first step in achieving a more inclusive approach and we now want to see other exclusionary criteria reviewed urgently to ensure donors are being asked questions that successfully identify higher risk, without unnecessarily excluding people or groups. The ongoing lifetime exclusion for anyone who has ever injected drugs is one example."

NHSBT Chief Nurse for Blood Donation Ella Poppitt reaffirmed the organization's commitment to safety while implementing the revised policy. "Patient safety is at the heart of everything we do. This change is about switching around how we assess the risk of exposure to a sexual infection, so it is more tailored to the individual. We screen all donations for evidence of significant infections before they are sent to hospitals. Donation testing goes hand in hand with donor selection to maintain the safety of the blood supply. All donors will now be asked about recent sexual behav[iors] which might have increased their risk of acquiring an infection. This means some donors might not be eligible on the day but may be eligible to donate in the future. Our priority is to make sure that donors are able to answer the pre-donation questions in a setting that makes them feel comfortable and safe. Staff are receiving training to make sure these more personal conversations are conducted with care and sensitivity and accurate information is captured. We are notifying donors of the changes so they can consider the new questions before their appointment and are able to re-schedule if they do not meet the changed criteria to give blood right now. We want donation to be a positive experience and we are looking forward to welcoming donors as we move forward with these changes."

The changes are a result of the FAIR Report which was published in December 2020 and examined the feasibility and implications for moving to a more individual risk-based approach for MSM deferrals. In the report's executive summary, it states "[t]he epidemiological review looks at the literature relating to higher risk sexual behav[iors] and markers of risk; observed data in current donors and risk factors, and survey data on behav[iors] and acceptability of questions in current donors. The behav[ioral] work include[es] focus groups and surveys of a range of stakeholders including donors, potential donors, staff, MSM, and patients, and [an] assessment of reproducibility, acceptability, and robustness of potential questions. The work also explored the concept of risk and how communication with current and new donors could ensure that donors understand the importance of donor selection in maintaining blood safety and protecting blood recipients from infection."

(Source: NHSBT News Release, 5/11/21) ♦

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INSIDE ABC

The programs and services described in the Inside ABC section are available to ABC member blood centers and their staff only, unless otherwise specified.

2021 ABC Summer Meeting Will Be In-Person

America's Blood Centers (ABC) announced this week that the 2021 Medical Directors Workshop and Summer Summit will take place in-person in Cleveland, Ohio August 4th-6th. ABC is working with its event location partner to ensure the safety and well-being of all attendees is prioritized in accordance with local, state, and national guidelines. Additionally, understanding that travel may not be possible for all, ABC is evaluating options to maximize participation. More information and updates will be provided as it becomes available.

ADRP's New Website Now Live

ADRP, an International Division of America's Blood Centers (ABC) is excited to announce that its new website is live. Users can experience a fresh design and have access to new tools for improved interaction with both their peers and the organization. Additional features include:

- streamlined navigation to most visited pages and easy access to tools such as webinar recordings;
- a new community platform for posting questions, sharing resources, and connecting with other ADRP subscribers; and
- expanded public awareness resources, ensuring a more unified voice for the blood community.

All users are encouraged to provide feedback.

PEOPLE

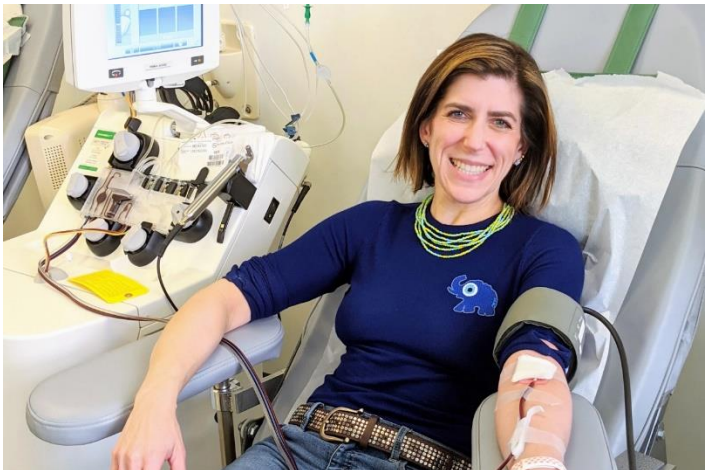

Photo courtesy of FORTUNE

Diana Berrent has been recognized by *FORTUNE* as one of the "World's 50 Greatest Leaders." She is the founder of Survivor Corps, a partner in "The Fight Is In Us" campaign, which called attention to the need for individuals who had recovered from COVID-19 to donate convalescent plasma. Ms. Berrent is also a supporter antibody therapies to combat COVID-19. According to *FORTUNE*, the recognition stems from her efforts to assist during the COVID-19 pandemic. "From the moment she came down with COVID-19 in early March 2020, [Ms.] Berrent has been out front in America's pandemic. Stricken with what was then an especially scary, stigmatized, and unknown disease, the Port Washington, N.Y., photographer went public with her case, penning a daily Coronavirus Diary for the *New York Post* in an effort to demystify and advance understanding of the disease. The same

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PEOPLE (continued from page 4)

impulse led her, while still in isolation, to start Survivor Corps, a Facebook page that has since swelled into a community of more than 165,000 people who have experienced COVID. The organization, which [Ms.] Berrent started mainly to mobilize plasma donations, has morphed into something much broader. Part support group, part ready pool of research subjects, part nimble participant in pandemic response, Survivor Corps, which has partners across the health system, is now involved in activities as wide-ranging as connecting patients to critical antibody treatments, supporting clinical studies, and developing diagnostic standards for "long" COVID. Many companies have approached Berrent, looking to monetize the data of Survivor Corps' members, an offer she always refuses. As she sees it, Survivor Corps is writing the playbook for a new collaborative era of "citizen science." Key to it, she says, is transparency, equity, and empowering patients."

(Source:*FORTUNE*, World's 50 Greatest Leaders, 5/17/21) ♦

MEMBER NEWS

The Communicator Awards recently recognized **OneBlood** with an award in the Online Video Category for Individual Causes and Awareness for it's The Perfect Match sickle cell disease show. OneBlood also received an Award of Distinction which is presented to projects that exceed industry standards in quality and achievement. According to The Communicator Awards, the organization receives "almost 5,000 entries from companies, agencies, studios, and boutique shops of all sizes, making it, globally, one of the largest awards shows of its kind…The Communicator Awards honors work that transcends craft—work that made a lasting impact, and provides an equal chance of winning to all entrants regardless of company or agency size and project budget. If your work moved people, we want to give it a chance to take home a Communicator."

(OneBlood Announcement, 5/18/21) ♦

GLOBAL NEWS

An independent panel established by the World Health Organization (WHO) published their findings and recommendations on the global preparedness and response efforts to the COVID-19 pandemic in a report titled "COVID-19: Make it the Last Pandemic." In the report, the Independent Panel for Pandemic Preparedness & Response describes the "gaps and failings" that turned the COVID-19 outbreak into a pandemic. "[The findings] demonstrat[e] that the current system—at both national and international levels—was not adequate to protect people from COVID-19. The time it took from the reporting of a cluster of cases of pneumonia of unknown origin in mid-late December 2019 to a Public Health Emergency of International Concern being declared was too long. February 2020 was also a lost month when many more countries could have taken steps to contain the spread of SARS-CoV-2 and forestall the global health, social, and economic catastrophe that continues its grip. The Panel finds that the system as it stands now is clearly unfit to prevent another novel and highly infectious pathogen, which could emerge at any time, from developing into a pandemic." Specific gaps included:

- a lack of coordinated global leadership;
- underfunded preparedness and slow response funding; and
- the WHO being "underpowered" by member states to meet the demands of response efforts.

Recommendations provided by the panel are:

- "[e]levate pandemic preparedness and response to the highest level of political leadership;
- [s]trengthen the independence, authority, and financing of WHO;

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GLOBAL NEWS (continued from page 5)

- [i]nvest in preparedness now to prevent the next crisis;
- [establish] a new agile and rapid surveillance information and alert system;
- [e]stablish a pre-negotiated platform for tools and supplies;
- [r]aise new international financing for pandemic preparedness and response; and
- [ensure] National Pandemic coordinators have a direct line to Head of State or Government.

A summary of the report and additional resources are also available here.

(Source: Independent Panel for Pandemic Preparedness & Response News Release, 5/12/21)

The WHO announced that it has formed a new global hub for pandemic and epidemic intelligence, data, surveillance, and analytics innovation with the Federal Republic of Germany. According to an agency news release, the new hub will be headquartered in Berlin and "will lead innovations in data analytics across the largest network of global data to predict, prevent, detect, prepare for, and respond to pandemic and epidemic risks worldwide." WHO Director-General Tedros Adhanom Ghebreyesus, PhD added, "[o]ne of the lessons of COVID-19 is that the world needs a significant leap forward in data analysis to help leaders make informed public health decisions. This requires harnessing the potential of advanced technologies such as artificial intelligence, combining diverse data sources, and collaborating across multiple disciplines. Better data and better analytics will lead to better decisions." Jens Spahn, German Minister of Health, stated, "[w]e need to identify pandemic and epidemic risks as quickly as possible, wherever they occur in the world. For that aim, we need to strengthen the global early warning surveillance system with improved collection of health-related data and inter-disciplinary risk analysis. Germany has consistently been committed to support WHO's work in preparing for and responding to health emergencies, and the WHO Hub is a concrete initiative that will make the world safer." According to the release, "[w]orking with partners globally, the WHO Hub will drive a scale-up in innovation for existing forecasting and early warning capacities in WHO and Member States. At the same time, the WHO Hub will accelerate global collaborations across public and private sector organizations, academia, and international partner networks. It will help them to collaborate and co-create the necessary tools for managing and analyzing data for early warning surveillance. It will also promote greater access to data and information."

(Source: WHO News Release, 5/5/21)

COMPANY NEWS

BioMarin Pharmaceutical Inc. reported findings from five years of clinical data in its ongoing phase I/II clinical trial of its investigational gene therapy for adults with severe hemophilia A. The highlights include that "[f]ive-year and four-year post-treatment follow-up of the cohorts shows a sustained treatment benefit of valoctocogene roxaparvovec. All participants in both cohorts remain off prophylactic Factor VIII treatment. Mean cumulative annualized bleed rates (ABR) remain less than one in the 6e13 vg/kg cohort and substantially below pre-treatment baseline levels; the mean ABR in year five for the 6e13 vg/kg cohort was 0.7 with an ABR reduction of 95 percent and Factor VIII use reduction of 96 percent through five years, compared to pre-infusion. The mean ABR in year four for the 4e13 vg/kg cohort was 1.7 with a mean cumulative ABR reduction of 92 percent and Factor VIII use reduction of 95 percent through four years, compared to pre-infusion. Factor VIII activity levels declined commensurate with the most recent years' observations and continue to remain in a range to provide hemostatic efficacy." Professor Michael Laffan, faculty of Medicine, Department of Immunology and Inflammation at Imperial College London, Director of the Hammersmith Hospital H[e]mophilia Cent[er], and Chief Investigator for the valoctocogene roxaparvovec Phase 1/2 study added, "[t]he latest data update in this ongoing study represents the longest duration

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COMPANY NEWS (continued from page 6)

of clinical experience for any gene therapy in hemophilia A and demonstrates hemostatic control with valoctocogene roxaparvovec out to five years in the majority of patients in this study. With this prolonged period of observation, we gain further insight about the long-term relationship between Factor VIII expression following a single infusion of gene therapy, and the low levels of bleeds in the absence of prophylactic therapy. As a treating physician and the physician who dosed these study participants some five or more years ago, I am heartened that most of these patients have been free from bleeds and the burden of regular infusions for such a long period of time in the ongoing research into valoctocogene roxaparvovec." Additionally, BioMarin stated in the news release that, "safety profile of valoctocogene roxaparvovec in the Phase 1/2 study remains consistent with previously reported data with no delayed-onset treatment related adverse events. All participants continue to remain off corticosteroids since the first year. No participants developed inhibitors to Factor VIII, and no participants withdrew from the study. No participants have developed thrombotic events… In Europe, BioMarin plans to submit a Marketing Authorization Application (MAA) for valoctocogene roxaparvovec for the treatment of severe hemophilia A with one-year results from the Phase 3 GENEr8-1 study to the European Medicines Agency (EMA) in June 2021 based on positive feedback from EMA earlier this year. In the United States, BioMarin plans to submit two-year follow-up safety and efficacy data on all study participants from the GENEr8-1 study in response to FDA's request for these data to support their benefit-risk assessment of valoctocogene roxaparvovec. BioMarin is targeting a Biologics License Application (BLA) submission in the second quarter of 2022 assuming favorable study results, followed by an expected six-month review procedure by the FDA."

(Source: BioMarin Pharmaceutical Inc. News Release, 5/19/2!)

Roche Diagnostics, a division of Hoffmann-La Roche Limited, is partnering with Canadian Blood Services "to support" a seroprevalence study examining the immune response to SARS-CoV-2 by measuring vaccine generated antibody levels versus natural infection. "Roche Diagnostics Canada values the collaboration with Canadian Blood Services, which includes the use of our Elecsys® Anti-SARS-CoV-2-S and Elecsys® Anti-SARS-CoV-2 serology tests and showcase Roche's increasing contribution to the fight against the pandemic," said Michele D'Elia, director of Medical and Scientific Affairs at Roche Diagnostics in a company news release. "We are very pleased with Canadian Blood Services' decision to trust the innovation and quality of our testing solutions and we trust their seroprevalence study will obtain results that can be translated into positive outcomes for Canadians." The study specifically aims to "obtain more data to inform the public health officials across the country, through the CITF, in the following areas:

- [i]mmunity in Canadians by measuring the level of antibodies developed by COVID-19 vaccines and natural infection;
- [s]eroprevalence of the virus in younger populations;
- [s]eroprevalence rates in Canadians (Disparity in seroprevalence rates; Relation between socioeconomic factors and seroprevalence rates);
- [v]accination strategies, such as which populations should be prioritized to receive the vaccine; [and]
- [s]peed of propagation of the virus."

Canadian Blood Services Associate Director of Epidemiology & Surveillance Sheila O'Brien, PhD added in the news release, "Canadian Blood Services has been able to respond with agility in the constantly changing context of the COVID-19 pandemic. This partnership is an important next step in our ongoing commitment to provide serosurveillance data."

(Source: Roche Diagnostics News Release, 5/18/21)

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COMPANY NEWS (continued from page 7)

Cerus Corp. announced a partnership with Canadian Blood Services to use Cerus' INTERCEPT Blood System to provide pathogen reduced platelets. "[This] announcement is a significant milestone for Cerus as we enter the Canadian market," said Cerus Vice President of Commercial Operations for Europe, the Middle East, and Africa Christian Boutemy in a news release. "We are proud to partner with Canadian Blood Services to introduce pathogen inactivated platelets in Canada. For nearly 30 years, Cerus has been dedicated to safeguarding the blood supply around the globe. We are pleased that Canadian Blood Services is taking this step to bring INTERCEPT to Canadians. We look forward to supporting them as they scale up production of pathogen inactivated platelets for patients throughout the region." Canadian Blood Services Chief Executive Officer Graham Sher, MD, PhD added, "[a]s an organization, we are committed to ensuring high quality blood components and to minimizing the risk of transfusion-transmitted infections. The INTERCEPT Blood System allows us to deliver on this goal. Our aim is to drive full adoption of pathogen reduced platelets once INTERCEPT is deployed across all of our production sites." Canadian Blood Services is the blood provider for all Canadian provinces and territories excluding Quebec.

(Source: Cerus Corp. News Release, 5/17/21)

Upcoming ABC Webinars – Don't Miss Out!

- **ABC Webinar (sponsored by WellSky): Blood Product Manufacturing: "Driving Efficiencies by Automating Exception Processes"** – June 2nd from 2 – 3 p.m. (EDT). Registration open to all.
- **ABC SMT Journal Club Webinar** – July 26th from 3 – 4 p.m. (EDT). More details coming soon.

ABC Calendar of Events

ABC offers a variety of meetings, workshops and virtual opportunities for education and networking as well as participation in ABC business. The calendar of events includes annual and summer meetings, board meetings, workshops, and webinars, and details will be updated as confirmed. We look forward to your support and participation!

CALENDAR

Note to subscribers: *Submissions for a free listing in this calendar (published weekly) are welcome. Send information to newsletter@americasblood.org or by fax to (202) 899-2621. (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)*

2021

June 9-10. **South Central Association of Blood Banks (SCABB) Advanced Immunohematology and Molecular Symposium (AIMS℠), a Hybrid Event, Orlando, Fla. or Virtual.** More details available here.

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CALENDAR (continued from page 8)

June 11-12. **South Central Association of Blood Banks (SCABB) Annual Meeting & Exhibit Show (ENGAGE), a Hybrid Event, Orlando, Fla. or Virtual.** More details available here.

Aug. 4. **ABC Medical Directors Workshop, Cleveland, Ohio.** More details coming soon.

Aug. 5-6. **ABC Summer Summit, Cleveland, Ohio.** More details coming soon.

Aug. 17-19. **2021 ADRP Conference, Kansas City, Mo.** Registration is open. More details available here.

Sept. 15-17. **4th European Conference on Donor Health and Management, Hamburg, Germany.** Registration is open. More details available here.

Sept. 22. **11th Anniversary Symposium on Red Cell Genotyping 2021: The New Normal, Bethesda, MD (Hybrid)**. For more information click here or contact Natasha Leon.

Oct. 16-19. **AABB Annual Meeting.** More details available here.

CLASSIFIED ADVERTISING

Classified advertisements, including notices of positions available and wanted, are published free of charge for a maximum of three weeks per position per calendar year for ABC institutional members. There are charges for non-members: $139 per placement for *ABC Newsletter* subscribers and $279 for non-subscribers. A six (6) percent processing fee will be applied to all credit card payments. Notices ordinarily are limited to 150 words. To place an ad, e-mail: newsletter@americasblood.org

POSITIONS

Reference Laboratory Technologist. ImpactLife is offering a full time (Mon-Fri 4pm-12am, with on-call rotation) opportunity to join our team in the St. Louis, MO area. This individual will perform antibody testing, antigen typing, and provide consultation to hospital staff as needed. Must possess MT/MLS certification w/ ASCP or equivalent, SBB a plus. Three year's Blood Banking experience in the past five years is preferred. MLT applicants holing an associate degree with two to three year's blood bank experience are encouraged to apply. We offer an opportunity to be a part of a dedicated team that makes us a recognized leader in the blood center industry, an environment that makes work/life balance a priority with a generous paid time off account, a fantastic benefit package and a competitive salary. Please check out our website for more information and to apply: https://www.bloodcenter.org/join/.

Blood Donor Collections Manager - Blood Donor Center (Massachusetts General Hospital, Harvard Medical School). The Massachusetts General Hospital Blood Donor Center is currently hiring a Collections Manager. The Donor Collections Manager is responsible for the organization and management of Donor Service In-House collection facilities, the Blood Donor Mobile Units and the Component Processing Laboratory, as well as, the implementation of policies and procedures, staffing and evaluation of all staff. The Donor Collections Manager has a primary reporting relationship to the Medical Director and a secondary reporting relationship to the Director of Operations, Lab and Molecular Medicine. The Donor Collections Manager is functionally responsible for coordinating clinical, educational, and administrative activities of the Blood Donor Center, Blood Donor Mobile Units, Apheresis Collections and the Component Processing Lab. The Donor Collections Manager is an extension of the Medical Director and works to ensure competent, compassionate care to the donors, and to their families. The Standards of Practice of the AABB and the Philosophy of the Blood Donor Center form the basis of such care. The ideal candidate will have three to five years of supervisory experience in blood collection and a bachelor's degree. To view the complete job posting and apply, please click here. Interested candidates can also contact Elana Greenfield at: egreenfield1@mgh.harvard.edu.

Manager, Immunohematology Reference Laboratory (QualTex Laboratories - San Antonio, Texas). Exciting opportunity to work for QualTex Laboratories as a Manager, Immunohematology Reference Laboratory. This position manages the IRL for our organization which boasts a 3 shift, 7 day per week operation that serves multiple clients. Requirements are: Bachelor's degree in an area of applied science. Six years of Immunohematology Reference Laboratory Experience or Blood Bank experience. Two years of leadership experience. MT/MLS certification from an accredited body. If you are ready to take the next step in your career and manage a high performing group of blood bankers, please use the link below to find out more and apply. QualTex Laboratories offers competitive salary and benefit package, Paid Time Off, Paid Holidays, 401(k) plan, and other benefits. Please click here to apply.

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POSITIONS (continued from page 9)

Donor Services Performance Operations Manager (Oklahoma City, Okla.). The Donor Services Performance Manager will focus on the staff performance of key metrics for the Oklahoma City mobile operations. The manager will implement programs to ensure individuals achieve goal for key metrics. He/She will ensure staff compliance of all standard operating procedures. Qualifications: Bachelor's degree or equivalent work experience, three years supervisor or management experience sales related experience, strong spoken and written communication skills, ability to track and trend data and implement appropriate action based on analysis, diplomatic interpersonal style with excellent conflict resolution techniques, and goal achievement driven. Salary Range: Competitive salary to include excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, tuition reimbursement and holiday pay. How to apply: http://obi.org/careers/.

Director Cellular Life Solutions (CLS). Reporting to the Chief Medical Officer, this position is responsible for effectively developing and managing all operational, quality management and business development aspects of cellular and gene therapy activities at The Blood Center. This includes operational and quality management of Cellular Life Solutions' Medical Apheresis Center, which collects peripheral blood stem cells, as well as a variety of allogeneic and autologous cells for clinical treatment and research. Responsibilities: Develop and implement strategic goals and operations for Cellular Life Solutions' products and services. Direct supervision of CLS and staff, and ensuring staff is properly trained to perform duties adequately and maintain staffing levels. Cultivate and maintain a high-profile relationship with NMDP, accrediting agencies and institutions and related professional organizations (such as AABB, America's Blood Centers, American Society for Apheresis, Standards Coordinating Body, Blood Centers of America, Be The Match Biotherapies); including other state and regional Donor Centers, Blood Centers, academic and research hospitals, and laboratories within and outside our region. Bachelor's degree from an accredited college or university; business, medical science or related field is preferred, with a minimum of five years of previous job-related experience or training to include management experience in a regulated environment. Please click here to view the full job description and apply.

Outside Sales Representative/Event Planner (Lawton, Okla.). Outside sales representatives must develop new partnerships with targeted decision makers in community organizations, educational and religious institutions, and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing and promoting blood donation events; assessing, developing, and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base, and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: http://obi.org/careers/.

Outside Sales Representative/Event Planner (Ardmore, Okla.). Outside sales representatives must develop new partnerships with targeted decision makers in community organizations, educational and religious institutions, and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing and promoting blood donation events; assessing, developing, and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base, and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: http://obi.org/careers/.

Sr Director Inventory Distribution (Tempe, AZ). Vitalant is a nonprofit organization that collects blood from volunteer donors and provides blood, blood products and

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POSITIONS (continued from page 10)

services across the United States. Under minimal direction, this position is responsible for managing and coordinating hospital services activities, overseeing the function to assure the team culture supports the procedures and systems which meets the Vitalant customer promise while maintaining Current Good Manufacturing Practice (cGMP) regulations are followed for the department including SOPs, training, and competency, and error management. Assists with the development and implementation of organizational strategies to achieve core corporate goals aligning with the strategic initiatives of the organization. Bachelor's degree required. Knowledge of inventory management and principles and computer inventory control systems required. Knowledge of blood center products required. Eight years of related experience required. To include: Five years supervisory experience. Click here to apply.