

Your **Power** for Health


greiner bio-one



Power of Planning

VACUETTE® Blood Collection Tube
Implementation Program

Implementing Change

Greiner Bio-One will develop a customized implementation plan designed to make the conversion to VACUETTE® Blood Collection Tubes seamless. Our team of Account Managers, Product Specialists and Technical Support Staff will work behind the scenes, as well as on site, to ensure that the conversion goes smoothly.

Go Live Date

It is important that a 'go live' date be established so all activities can be focused on meeting that timeframe. Some of these activities include developing inventory management plans, making centrifugation/instrumentation adjustments (if necessary) and creating customized conversion literature. On-site training resources should be scheduled as close to new product arrival in the facility as possible.

Laboratory Workflow

Knowing as much as possible about the customer site and the daily laboratory workflow allows Greiner Bio-One to proactively plan for the conversion to VACUETTE® Tubes. This includes a review of laboratory automation, instrumentation and centrifuges in use in the laboratory and outpatient/outreach sites. The Account Manager can then work cooperatively with each customer site and the affiliated instrument service personnel to ensure the transition proceeds well.

Announcing the Conversion

Announcing the product change should be done through the facility's internal processes. Greiner Bio-One will provide a template that can be customized and forwarded to everyone that may be impacted by the change. The template includes some of the reasons for converting to the VACUETTE® brand of blood collection tubes.

- VACUETTE® Tubes are made of high quality PET plastic, which allows for a highly transparent, virtually unbreakable tube minimizing risk of sharps injury.
- All VACUETTE® Tubes have safety caps and recessed stoppers to minimize potential exposure to biohazardous fluids.
- Caps are color-coded and include color-coded rings for easy identification of tube type.
- VACUETTE® Tubes are available in a variety of sizes and draw volumes to make transition seamless.
- All labels have optimal fill marks to easily identify that sufficient blood has been collected reducing the incidence of redraws.
- Greiner Bio-One manufactures quality products in accordance with ISO, FDA and CLSI standards and guidelines.

Customized Training Material

Literature communicating the product change in a visual manner can be created at no charge to the customer and can be formatted to include only the blood collection tubes that will be used at the facility. This literature is provided in both hardcopy format, which can be posted in various locations as deemed appropriate, and a PDF format for electronic transmission. The facility's name and logo are included along with the phone number of the laboratory to address any questions that might arise.

On-Site Training

Depending on the size and scope of the conversion project, appropriate resources will be assigned to help educate staff about the new product. In addition to providing training, additional sample quality practices can be reviewed to include:

- Changes in cap configuration
- Fill level indicators on the label, particularly with regard to the sodium citrate coagulation tube
- Proper order of draw
- Proper mixing/handling techniques in accordance with the VACUETTE® Instructions for Use
- Brief review of good phlebotomy techniques

VACUETTE® Tube Conversion Guide 
Venous Blood Collection Tubes

VACUETTE® Cap Type/Color	Additive	Number of Inversions	Testing Disciplines	Previous Cap Type/Color
	No-Additive	5-10	Dissect tube Transport/Storage Immunohematology Viral Markers	 
	Sodium Citrate* 3.2% (0.109 M) 3.8% (0.129 M)	4	Coagulation	 
	Clot Activator**	5-10	Chemistry Immunohematology Immunohematology Viral Markers	 
 	Clot Activator w/Gel**	5-10	Chemistry Immunohematology TDMs	 
	Lithium Heparin w/Gel	5-10	Chemistry Immunohematology	 
 	Sodium Heparin Lithium Heparin	5-10	Chemistry Immunohematology	 
	K ₂ EDTA K ₂ EDTA	8-10	Hematology Immunohematology Molecular Diagnostics Viral Markers	 
 	K ₂ EDTA Gel	8-10	Molecular Diagnostics	
	K ₂ EDTA	8-10	Hematology Immunohematology	 
	Potassium Oxalate Sodium Fluoride	5-10	Glycolytic Inhibitor Glucose and Lactate	 
	Sodium Heparin	5-10	Trace Elements	

INUSE INDICATORS

 yellow - Gel Separation  black - Standard Draw  green - Sodium Heparin  white - Pediatric Draw

*If a winged blood collection set is used AND the coagulation specimen is drawn first, a discard tube is recommended to be drawn prior to this tube to ensure the proper anticoagulant-to-blood ratio.
**For complete clotting, 30 minutes minimum clotting time is required. Incomplete or delayed mixing may result in delayed clotting.

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VACUETTE®
More than blood

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Training Records

Sign-in sheets will be provided by Greiner Bio-One (unless the facility prefers to use their own) to document participation in the in-service. Completed sign-in sheets will be provided to the laboratory at the conclusion of the in-service to serve as a record of product training.

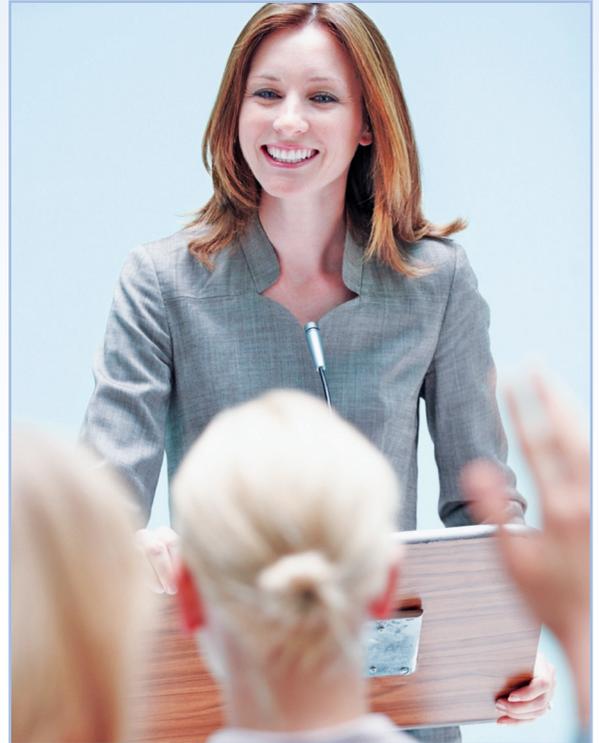
Inventory Management

The Greiner Bio-One Account Manager will work with the facility's Material Management Department and the Distribution Representative to develop a product conversion plan with minimal waste of existing inventories. This plan may include return of unopened cases to the distributor or reallocation of existing inventory for consumption within the network.

Shared Goals

A seamless tube conversion is our mutual goal.

Thank you for choosing Greiner Bio-One to be your blood collection tube vendor. We will do everything possible to support your organization's preanalytical needs.



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