



PREANALYTIC PULSE

Ensuring a Successful Implementation

Introducing new technology or new products to the laboratory can at times be a daunting task. Greiner Bio-One's Custom Conversion Program can initiate a smooth transition to our VACUETTE® Blood Collection products. The Custom Conversion Program provides a pre-evaluation prior to any conversion, a cost calculator to realistically estimate evaluation costs, and suggestions for developing an evaluation protocol. This Program along with assistance we can provide in developing a training plan, on-site support during the training process, educational materials for use on an ongoing basis, and an observation checklist to assess training effectiveness and ensure competency make implementation success easily obtainable.

Greiner Bio-One can assist you throughout the implementation process as detailed below.

	Personnel Involved	Documentation	Process
Planning	Greiner Bio-One Account Manager Greiner Bio-One Implementation Specialist(s) Laboratory Administration Nurse Educator(s) Materials Management	Greiner Custom Conversion Program Implementation Checklist	Following the decision to convert to VACUETTE® products, the Account Manager will work with the site to determine the timelines and resources necessary for product implementation. This will involve identifying how many people will require training, assembling a team to conduct the in-services and arranging for product and materials for use during training. This will also involve working with Materials Management to transition inventory and ensure adequate supplies are made available.
Training	Greiner Bio-One Account Manager Greiner Bio-One Implementation Specialist(s) Laboratory Administration Nurse Educator(s)	Instructions for Use Supporting Product Literature	With the training schedule defined, appropriate personnel are trained on product usage. This may involve a train-the-trainer approach or rotating small groups from various shifts in the departments involved in blood collection through a brief training session over the course of a few days.
Procedures	Laboratory Administration	Standard Operating Procedure or Work Instruction	Procedures must be written or revised to incorporate new products.
Competency	Laboratory Administration Trained Personnel	Observation Checklist Personnel Training Records	Competency must be assessed to determine how well training was understood and retained. This may involve direct observation or written assessment. Greiner Implementation Specialists can help to assess technique during the training process.

	Personnel Involved	Documentation	Process
Ongoing Training & Assessment	Personnel involved in blood collection	DVDs Symposia Educational/Product Literature Observation Checklist Training Records	Over time, there is a tendency to let technique slip and bad habits can arise. It is important that ongoing training and periodic assessment be conducted to ensure that procedures are adhered to and personnel maintain proper technique. Greiner Bio-One can provide product information and additional in-servicing as required.

Example of Observation Checklist for Product In-Service

Direct Observation Checklist – Blood Collection Equipment		
Employee:	Date:	
Observe for the following:	Yes	No
1. Equipment properly unwrapped and assembled?		
2. Site adequately prepared?		
3. Collection technique according to manufacturer Instructions for Use (or facility standard operating procedure)?		
4. Safety mechanism appropriately activated?		
5. Equipment disposed per facility requirements?		
6. Competent to utilize device?		
Observed by:	Number of observations:	
Observer signature:	Date:	
Employee signature:	Date:	

CLSI. Training and Competence Assessment; Approved Guideline-Third Edition. CLSI document GP21-A3. Wayne, PA: Clinical and Laboratory Standards Institute; 2009.