

## **EBA Master Class** **The Benefits of International Collaboration**

**Steve Morgan**  
**Co-Chair, EBA Benchmarking Group**



## Why Collaborate?

- We all have a common goal - to benefit patients
- Patients require access to safe and sufficient products, efficiently provided by blood services
- Collaboration can improve effectiveness and efficiency



## The Benefits of Collaboration

### The opportunity

- Significant parts of the international blood community do not compete for business
- There are rich seams of data and information that blood services can tap into
- Collaboration is potentially low risk and high value in this environment

## Levels of Collaboration

- Country (NHSBT)



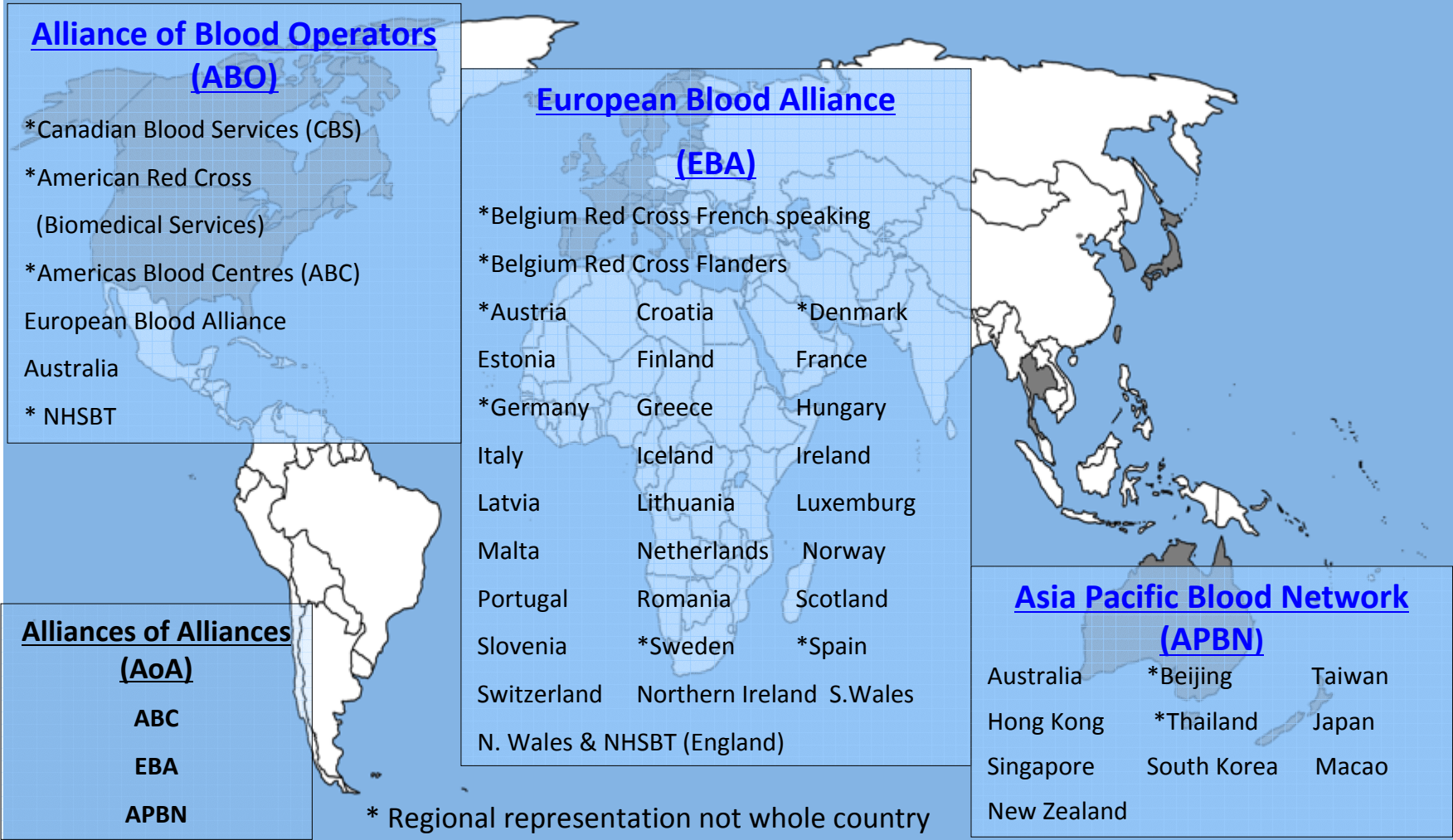
- Regional (EBA / APBN)



- Global (ABO / Alliance of Alliances)



# International Blood Networks: Levels of Collaboration



## Types of Collaboration – what have we seen?

- **Benchmarking**, establishing what Good Practice really looks like
- Knowledge exchange / consultations
- Group purchasing
- Policy influence
- Scanning
- International partner support



## Collaboration within EBA Helsinki, 2005



## Helsinki: the Vision in 2005

- ✓ EBA benchmarking
- ✓ EBA joint purchasing

Aim – to allow opportunity for EBA member performance improvement

The EBA Executive:

- Understood the wider benefits of knowledge exchange
- Recognised this would be a “leap of faith” for some





## Benchmarking



- Scorecards: data collection
- Workshops: data analysis and “drill down”
- Visits to see how the good practitioners do it
- Learning partnerships
- Network formation
- Putting something back
  - EBA Flying Squad visits

## Successes in EBA Benchmarking so far .....



✓ 7 years collection of Benchmarking data

✓ 6 Workshops held – significant consensus reached on factors underpinning good performance

✓ 5 Flying Squad visits completed – positive feedback received and significant opportunity for improvements identified



\* Estonia reports increased productivity \*

Processing +12.5%, Collection +8.5%, Testing +26%



✓ Peer to peer dialogue (facilitated by EBA BMG) enabling greater insights into best practice

## Joint Purchasing

### EBA Eurobloodpack

A “proof of principle” collaborative project...

2006-10: Common BAT and TAT Specifications

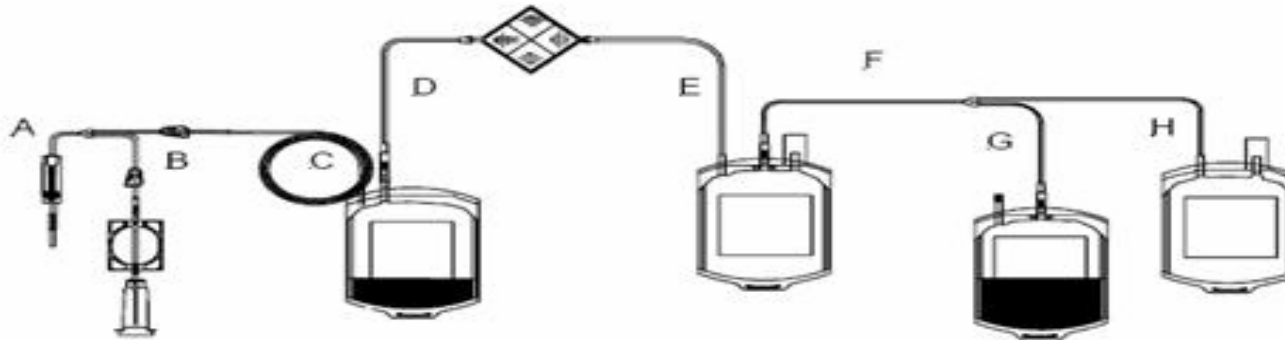
2011-13: Tender and Contract Award

### **THE BENEFITS**

- ✓ Financial savings (unexpectedly large)
- ✓ Joint supplier audits and product validation
- ✓ Common defect / quality monitoring systems
- ✓ Improved industry “scanning” and a network of “experts”

**Plus...the concept of beneficiaries emerged**

Figure 1 - Standard Top and Top Collection System for whole blood filtration



<i>Dimensions (post sterilisation)</i>		
<i>Tube</i>	<i>Length mm</i>	<i>Tolerance (±) mm</i>
A + C	1000	100
A	300	50
B	220	50
D	D + E = manufacturer defined E = minimum 500	-
E		-
F	450	50
G	350	50
H	350	50

<i>Volumes</i>		
<i>Detail</i>	<i>Specification</i>	<i>Tolerance (±)</i>
Volume of anticoagulant in primary pack	66.5 ml	10%
Volume of additive in SAG-M pack or equivalent licensed OAS	105 ml	10%

## Joint Purchasing

### Next steps...

2013/16 Eurobloodpack Beneficiaries

2013/14 EuroApheresis (Platelet Harnesses & Equipment)

2014/15 3<sup>rd</sup> EuroProject

2015/16 momentum established - review feasibility of an EBA Group  
Purchasing Organisation

(10 years after Helsinki)

## Policy Influence



### **EBA**

2004 EU Directives on Blood, and Tissues and Cells

2013 EU Regulations on In Vitro Diagnostic Devices

2014/15 New EU Directives on Blood, and Tissues and Cells

### **ABO**

Risk-Based Decision Making Group

Harmonisation efforts

## Horizon Scanning

### **EBA**

Infectious Diseases

Global markets – blood packs and apheresis

### **ABO**

Annual Horizon Scanning Report

## International Partner Support

### **EBA**

Slovenia - Sanquin

Belgium Flanders – Sanquin

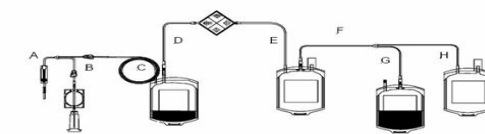
NHSBT – Sanquin (Olympics)



## Types of Collaboration – what have we seen?

- Benchmarking, establishing what Good Practice really looks like
- Knowledge exchange and consultations
- Group purchasing
- Policy influence
- Horizon Scanning
- International partner support

Figure 1 - Standard Top and Top Collection System for whole blood filtration



Tube	Dimensions (post sterilisation)	
	Length, mm	Tolerance (±) mm
A + C	500	±100
A	300	±50
B	250	±50
D	D + E = manufacturer defined	-
E	E = minimum 520	±50
F	450	±50
G	350	±50
H	350	±50

Detail	Volumes	
	Specification	Tolerance (±)
Volume of anticoagulant in primary pack	66.5 ml	±10%
Volume of additive in SAG-M pack or equivalent licensed OAS	105 ml	±10%

## Enablers for Collaboration

- ✓ Excellent communication
- ✓ Building consensus
- ✓ Involving the right people, with different skills and backgrounds
- ✓ Maintaining respect for confidentiality
- ✓ Willingness to try new things
- ✓ Leadership

## Benefits of Collaboration

- ✓ The international blood scene could look very different in 20 years' time
- ✓ We've only touched the surface of what's achievable
- ✓ Collaboration needs to be outcome-focused, aimed at carefully selected targets
- ✓ Resources are finite, and working collaboratively can ensure that more is done with less...

...and patients benefit



Any Questions?