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Preserving the vitality of precious resource

Wednesday, 02 March 2011

Sunil Saraf, Executive Director, Remi Elektrotechnik Ltd.

Preserving the viability of precious and scarce resource like blood is very important. The challenge starts from collection onwards. After a successful phlebotomy, the most important step is the safe collection of blood. The survival of blood cells in the blood bag depends on proper mixing of anti-coagulant with blood as this may not only prevent clotting but also provide nourishment to the blood cells for healthy life during storage.

As per a study from Samuel O. Sowemimo-Coker abrupt shaking and agitating of blood bag during mixing may cause fragile and older RBCs to lyse due to turbulent sheer stress created by fluid dynamics.

The important factors which can make the blood collection safe for donor and accurate for quality are as follows:

- Smooth and gentle mixing of blood with anti-coagulant
- Accuracy of volume collected
- Monitoring of flow rate
- Monitoring of time taken for the collection

Continuous research and technological up gradation in blood collection monitors have helped blood bankers in preserving the vitality of blood as well as in maintaining the quality of blood components more efficiently and effectively. Today, there are various product differentiations available in the market with advanced features such as:

- Advancement in data capturing, registration, and data storage to avoid human errors - These blood collection monitors have enhanced attachments like bar code readers, inbuilt memory to store multiple donor data, and online data registration and transfer.
- Various mode of smooth and uniform mixing of collected blood with anticoagulant - Most of the brands available in the market works on see-saw oscillation which leads to slow linear motion except one or two brands which works on circular oscillation, calling it a 3D mixing. There is no comparative referral study but apparently linear motion seems to be smoother causing lesser damage to the delicate blood cells.
- Microprocessor based controls - Most of the blood collection monitors available in the market offer basic features like monitoring of collection volume, automatic clamping, display of flow rate and time of collection, and audio-visual alarms but the accuracy and sensitivity of these controlling parameters increase due to more sophistication and fine balance of technology as we move toward premium Indian and imported brands.

Blood collection monitors market size is around 500 units per year which is divided into 60 percent for blood banks in private hospitals and charitable institutions and 40 percent for government hospital blood banks.

The market is led by few key players including Fenwal, REMI, and Terumo Penpol whereas new local players and some of the other imported brands being marketed by distributors in localized territories have not made a significant mark. Fenwal has always been a pioneer in bringing technologically advanced products into blood banking and this segment is not an exception.

New launch into this segment like Biomixer 330 with advanced features like blue tooth (wireless transfer of data) brings in new era of effort-free donor data management.



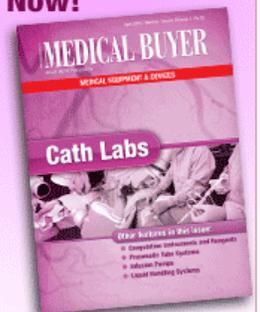
Sunil Saraf
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Zone-wise sales for blood collection monitors	
Zone	Unit-wise Market Share (in percent)
North	22
West	21
South	39
East	18



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