

Insight ■ Comments from one of our valued clients about ■ Sigma Blood, our products and our services.

Subject: Chris Nare

Company: Blood Bank of Delmarva

Products: QC Manager™ and Platelet Manager™

Date: 12-301014

Blood Bank of Delmarva is a non-profit community service organization that provides blood and blood products to 16 hospitals on the Delmarva Peninsula. More than 79,000 blood donations are needed in this area each year for about 20,000 patients across the Delmarva Peninsula. Chris Nare is the Blood Bank of Delmarva Laboratory Director, and he participated in a phone interview to talk about the company's experience with Sigma Blood.

SELECTION: *"I'm a strong proponent of paperless technology and I discovered Platelet Manager and QC Manager at the annual AABB convention. We did considerable due diligence and heard great things from United Blood Systems - that was enough for me to move forward. It was easy to see that Sigma Blood had the products and services we needed."*

INSTALL: *"The installation and training is first rate. I give Sigma five stars!"*

UTILITY: *"The benefits are straightforward - better tracking leading to appropriate actions. We're experiencing far greater efficiency and Sigma's ability to personalize your system is real plus. And of course, it's good knowing your in full compliance."*

SUMMARY: *"I truly believe the most important advantage of working with Sigma Blood is safety, security and the reduction of errors. In our business, the cost of an error can be substantial. It can ruin your reputation and put you out of business. Sigma Blood is our partner in making sure the Blood Bank of Delmarva is a valuable resource for the community it serves."*

"I think Sigma Blood is a great company with outstanding products and services."



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