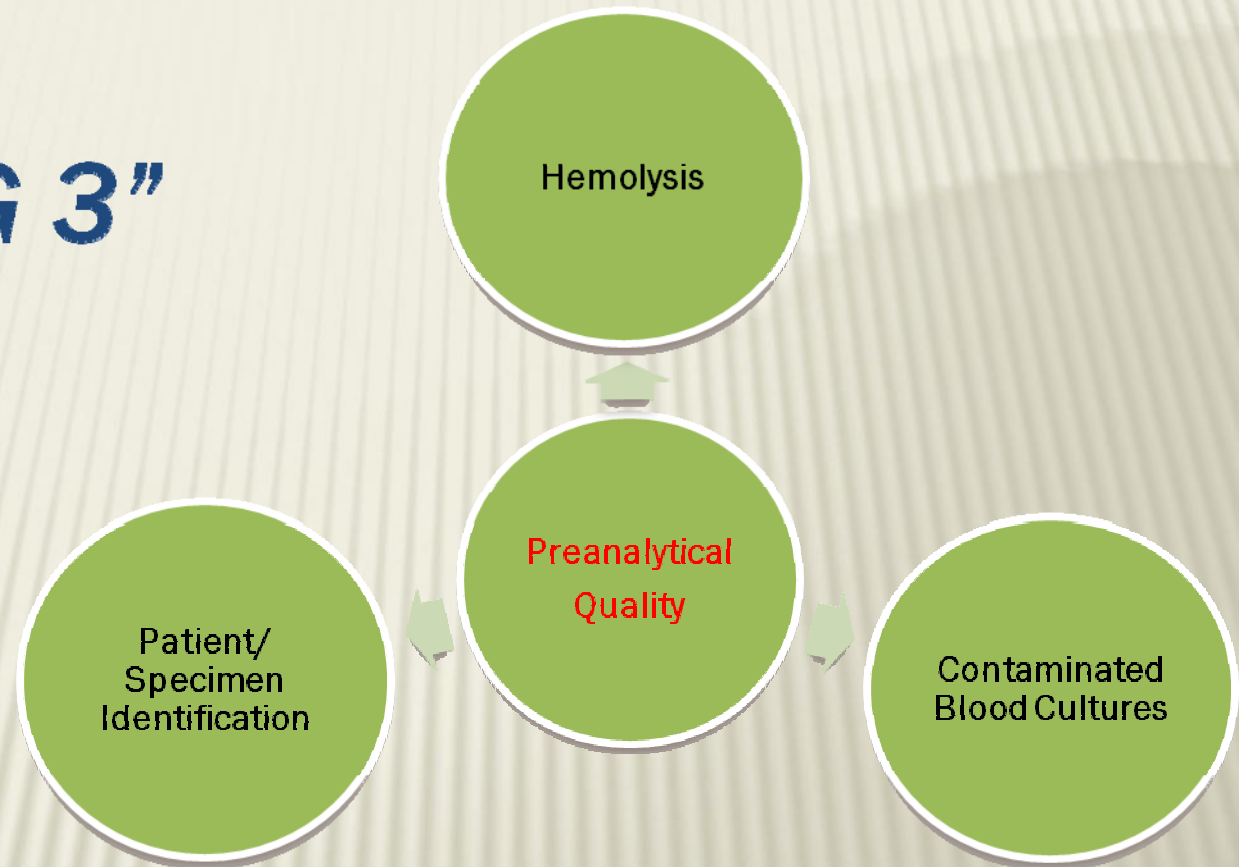


ATTACKING THE PREANALYTICAL

“BIG 3”



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PREANALYTICAL BENCHMARKS

Specimen
Rejection

\$200,000/year*



PREANALYTICAL BENCHMARKS

Specimen
Rejection

0.45% / 0.25% / 0.83% / 1.52%

1.42% (decentralized) vs
0.045% (centralized)



PREANALYTICAL BENCHMARKS

Specimen
Rejection

Hemolysis	18.1%	59.6%	46%
Clotted	13.4%	12%	1.6%
QNS	16%	11.4%	4.1%



PREANALYTICAL BENCHMARKS

Hemolysis

Leads to
recollection

Leads to
inaccurate
results



PREANALYTICAL BENCHMARKS

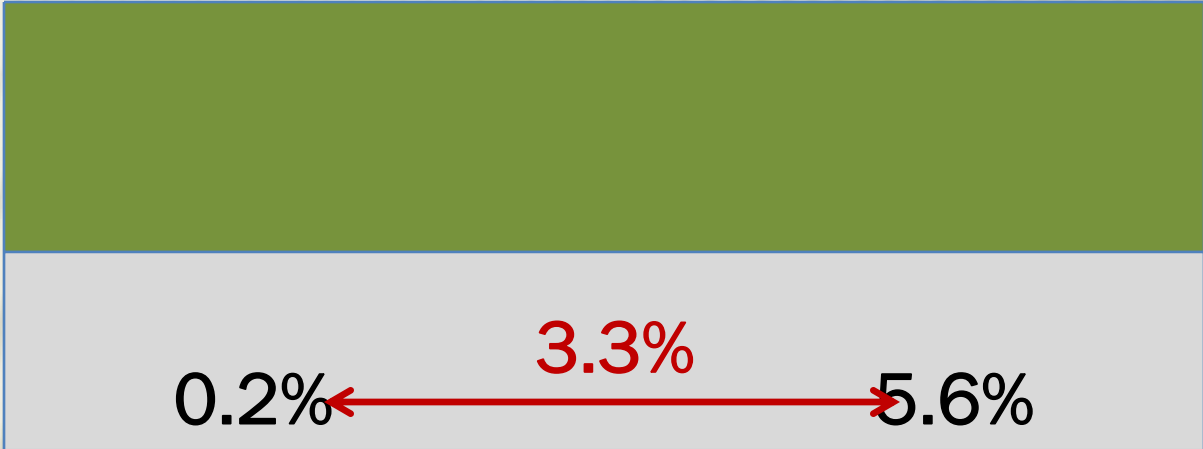
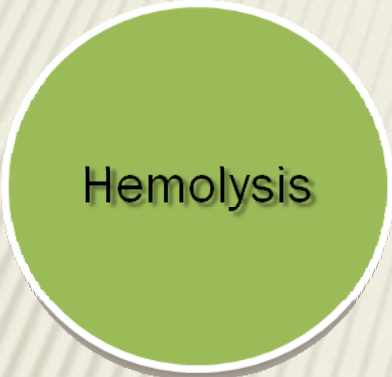
Hemolysis

\$556/day*

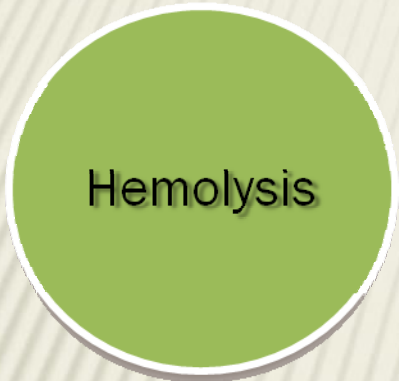
*ED hemolysis only



PREANALYTICAL BENCHMARKS



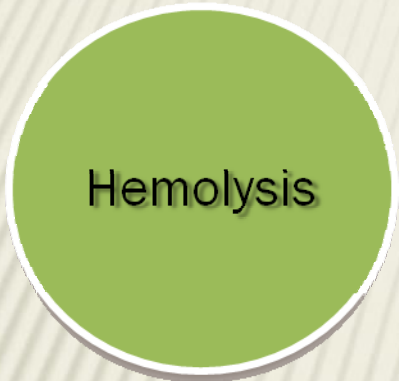
PREANALYTICAL BENCHMARKS



2.9%	10.7%
1.6	12.4
0.7%	18.1%
31.6%	49.9%
n/a	13%
n/a	5.8%
n/a	19.8%
n/a	12.3%



PREANALYTICAL BENCHMARKS



3.8%	13.8%
<1%	20%
0.3%	5.6%
6.8%	24%
3%	25%
2%	14%
(not compared)	12.8 / 7.2%



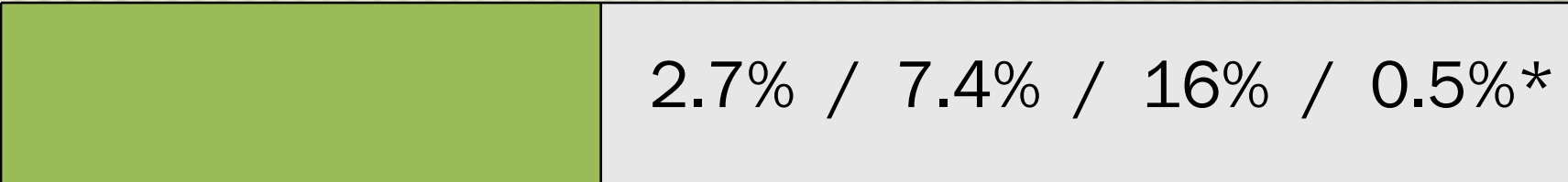
PREANALYTICAL BENCHMARKS

	\$200-400 million/year
	\$165,000*
	25,000 containers: \$2700
	72,000 containers: \$8000
	120,000 containers: \$15,000



PREANALYTICAL BENCHMARKS

Patient/
Specimen
Identification



PREANALYTICAL BENCHMARKS

Patient/
Specimen
Identification

	0.1% / 5.8%** / 6.7%**
	1% / 1.1%
	6.5%
	55/1,000,000 billable tests



PREANALYTICAL BENCHMARKS

Patient/
Specimen
Identification

	0.36%
	0.037%
	0.13
	0.5%
	16%* / 23%**



PREANALYTICAL BENCHMARKS

Blood Culture
Contamination

**\$5000 in unnecessary antibiotics
and lab tests**

Increased LOS by 4.5 days

PREANALYTICAL BENCHMARKS

Blood Culture Contamination

3%	1.2%	8.4%
	1.0%	4.8%
	2.2%	3.9%
	1.7%	7.4%
	3.1%	7.4%
	2.8%	4.2%