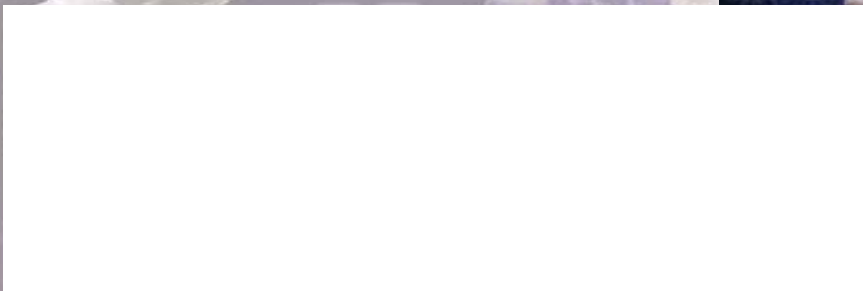
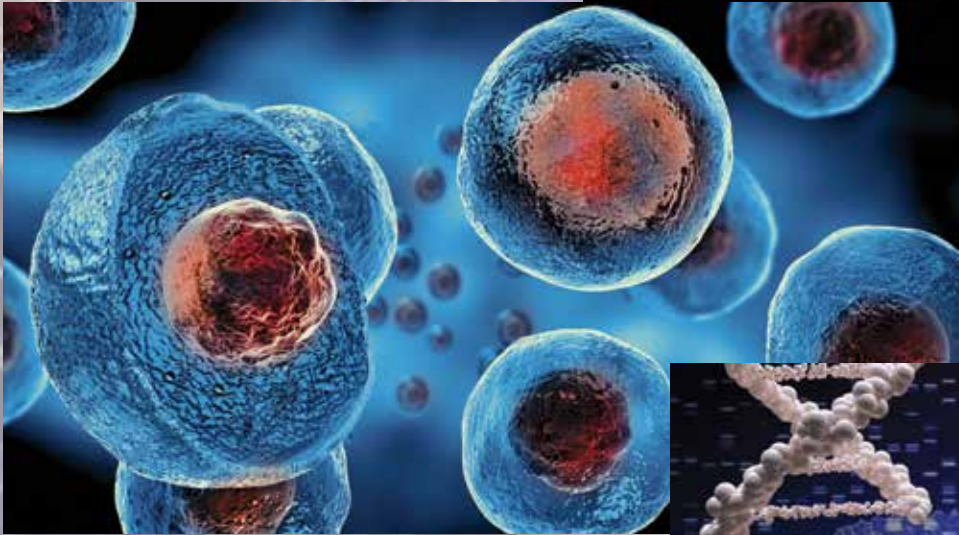
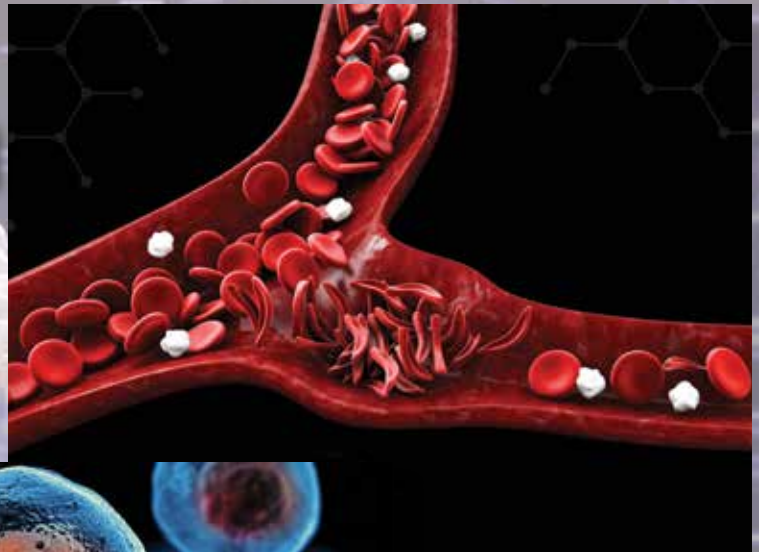


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The Evolution of Pediatric Biotherapies



AABB Corporate Partner Spotlight: Ortho Clinical Diagnostics

In service for more than 80 years, Ortho Clinical Diagnostics is one of the world's largest producers of in vitro diagnostic devices (IVD). According to Andrew Corkum, vice president, global head of the transfusion medicine business unit,

Ortho's singular focus on IVD allows the company to better understand and predict the needs of blood banks and clinical labs, with a focus on those that are understaffed, under-resourced and under constant pressure to deliver faster and more accurate results.

"Along with our customers, we never forget how high the stakes are, which is why we work every day to deliver accurate test results, easy-to-use technology and continuous collaboration to ensure our customers achieve the most important measure of success — exceptional patient care," said Corkum. Seventy percent of medical decisions are based on diagnostics, and the mission to improve and save patients' lives is Ortho's driving force, he added.

Ortho offers products in three main areas:

- **Transfusion Medicine:** Ortho produces automated and semi-automated testing products, lab workflow management products and a testing menu product, all of which aim to help labs and



blood banks deliver safe and timely transfusions and uninterrupted access to safe blood and plasma.

- **Donor Testing:** Ortho partners with donor testing centers and labs in an effort to ensure safe blood products through ABO testing, antibody screening and infectious disease immunoassay screening.
- **Clinical Laboratories:** Ortho delivers products to help clinical labs avoid re-runs and re-draws to expedite patient diagnosis and treatment and include integrated systems that combine assays, automated processing and workflow tools.

Advancing Testing

"With more than 800,000 patients worldwide impacted by Ortho's tests each day, we are constantly innovating to help our customers do more with less," said Corkum. Ortho's goal is to respond quickly to new

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threats, according to Corkum. “For example, as data security issues were on the rise, we rose to the challenge with one of the only analyzers with artificial intelligence, machine-based learning antivirus technology and 60% faster antivirus screening, so patients’ data is protected across their network and beyond.”

Ortho also provides science and educational offerings at the global and regional level, including more than 20 webinars each year, many of which offer PACE credits to viewers, a podcast every month and a collection of white papers on topics of interest and areas of change in the industry.

Ortho’s innovations include launching the first product to determine Rh-positive and Rh-negative blood type, developing the first tests to detect HIV and hepatitis C antibodies, introducing patented dry-slide technology and marketing the first Food and Drug Administration-authorized high-volume COVID-19 antibody and antigen tests.

“Protecting the environment and advancing sustainability go hand-in-hand with Ortho’s mission to improve and save lives with diagnostics,” said Corkum. “Ortho continually innovates to incorporate environmentally responsible practices into its product manufacturing and packaging to help laboratories and blood banks reduce their environmental footprint.” Ortho has committed to several energy efficiency, waste management and consumption initiatives. These include recycling one million pounds of polystyrene per year from slide manufacturing, donating thousands of pounds of sheet paper and plastic liners to school arts-and-crafts programs and achieving zero waste-to-landfill status at the company’s Pencoed site in the United Kingdom.

Supporting the Community

“Ortho is part of the community—working shoulder to shoulder to deliver excellence and advance the field,” Corkum said. “We take a customer-centric approach to everything we do. We are working to understand every lab’s unique needs, challenges and goals and help each lab find the right solutions.”

The company became interested in AABB’s Corporate Partners program because, “as one of the world’s largest pure-play IVD companies, Ortho is 100% invested in its customers’ success,” said Corkum. “At Ortho, we applaud AABB’s community, mission and vision and believe that by connecting with others in the blood and biotherapies field, we can help advance quality patient care.”

Corkum said Ortho is particularly interested in connecting with members of AABB. “AABB members are an important network of forward-thinking leaders and decision makers in the field,” he said. “This is an important audience for Ortho because we provide hospitals, hospital networks, clinical laboratories and blood banks around the world with innovative technology and tools to ensure test results are fast, accurate and reliable. With AABB’s deep knowledge and dedication to the field, together we can continue to improve and save patients’ lives every day, which is Ortho’s driving force.” ■