



To: Transfusion Service Facilities  
From: Your Blood Institute, Client Relations and Contracting  
Date: June 30, 2021  
Subject: 2021-26 Hospital Agreement and Fee Schedule

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An updated Agreement between your hospital and the Oklahoma Blood Institute, together with a 2021-22 Product & Services Fee Schedule, is enclosed. Both documents have an effective date of August 1, 2021. Please sign the Agreement and Business Associate Agreement (BAA) and return to OBI (scan/email to [becky.heister@obi.org](mailto:becky.heister@obi.org)) by July 31, 2021. We will return a countersigned copy for your files.

We understand the budget pressures you are currently facing and we continue to work to control our portion of medical costs. Your Blood Institute is able to hold blood product, reference testing, and clinical services fee increases to 2% this year. This is in spite of the fact that we are facing increased collection and distribution costs as a result of the changing blood collection environment and significant increases in vendor costs to provide these services.

Some changes to the Agreement have been made to better serve hospitals and protect the blood supply:

- Transfusion Records (Paragraph 5). The OBI provided blood administration record, Bag Tag, documenting the transfusion does not need to be returned to OBI.
  - The Transfusion Service facility will be solely responsible for maintaining all documentation involved in the blood administration process to include, physician order, patient consent, vital signs, and transfusion reactions. This must be documented in the blood administration and/or transfusion reaction written process.
- Delivery and Storage (Paragraph 6). Temperature charts are no longer required to be sent to the OBI Reference Laboratory weekly.
  - The Transfusion Service facility must monitor and review on-site blood product storage device, have a written plan for alarm maintenance, and a corrective action plan for alarm activation.
- Peer Review (Paragraph 7). The following activities can be assessed by OBI's Transfusion Review Committee for Transfusion Service facilities that do not have a Transfusion Review Committee. A report can be provided upon request.
  - Transfusion audit of transfused products
  - Report of suspected transfusion reactions
  - Review of Crossmatch/Transfusion ratio reports
  - Review of Consignee Notifications
- Term (Paragraph 14). The term of the Agreement is for 5 years, and automatically renews year to year unless either party provides notice of termination at least 30 days before expiration.



- Transportation Fees (see Fee Schedule 2.0). Transfusion Service Clients will be charged the following fees for transportation required for specimen pickup and product delivery:
  - L35 – Specimen Transportation fee
    - Charged for all specimen pickups
    - Pre-determined price based on round trip mileage
  - L33 – Non Routine Product Delivery fee
    - Delivery of any product that is ordered ASAP or STAT
    - Pre-determined price based on round trip mileage
  - L30 – Component Prep fee
    - Charged when a blood administration record, bag tag, is attached to blood products for transfusion.
    - Also charged when red cells used for emergency release are prepared, bag tag attached, prior to transportation to the Transfusion Service facility.
  
- Credit/Return Policy (Paragraph 23/Schedule 23.0). This policy has been updated to include Large Volume Delayed Sampling (LVDS) for platelets. As previously communicated, in order to meet the new FDA requirements for platelets, OBI will begin distributing LVDS Platelets effective August 1, 2021. Despite many other centers no longer accepting platelet returns, we will continue to accept returns of platelet products, however the LVDS fee will be non-refundable.

Thank you for continuing to engage in this life-saving partnership with OBI. If you have comments, questions, or concerns about the blood supply, pricing, contracts or other topics in blood banking, please contact us. We welcome the opportunity to be of service.

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