

Dear Valued Hospital Partner,

At Gulf Coast Blood, our mission is to ensure a safe, reliable, and sustainable blood supply for every patient who depends on us. As healthcare continues to evolve, so must the way we collectively manage one of our most critical and limited resources. Through collaboration with our hospital partners, we are launching a regional initiative designed to strengthen blood inventory management, improve product availability, and enhance patient care across our region.

Over the next 30 days, members of our Blood Supply Chain Operations (BSCO) team will begin meeting with each of our hospital partners to introduce our Optimal Inventory Level Strategy. This collaborative initiative is designed to align blood inventory with your facility's transfusion needs, reduce product waste and associated costs, and ensure the right products are available when and where they are needed most to ensure patient safety and community health.

We look forward to partnering with your team to develop an inventory strategy that supports both operational efficiency and exceptional patient care

I. What is the Optimal Inventory Level Strategy?

The Optimal Inventory Level Strategy is a data-driven approach that establishes recommended inventory levels for each hospital based on its unique patient population, utilization patterns, and operational needs.

Recommended inventory levels are developed using several key factors, including:

- Historical blood utilization by ABO/Rh
- Hospital-specific demand patterns
- Trauma designation and clinical service lines
- Seasonal demand fluctuations
- Emergency preparedness requirements
- Product shelf life and days on hand
- Delivery frequency and geographic location
- Safety stock requirements

Rather than using a "one-size-fits-all" approach, each hospital's inventory strategy will be tailored to its specific clinical environment while promoting responsible stewardship of the regional blood supply.

II. What is Regional Inventory Rebalancing?

Regional Inventory Rebalancing is Gulf Coast Blood's long-term strategy to modernize blood supply chain operations through stronger collaboration, improved forecasting, and enhanced inventory visibility across our healthcare network.

The initiative is designed to:

- Improve blood product availability for patients
- Reduce product expiration and unnecessary inventory
- Enhance communication during periods of fluctuating supply
- Improve inventory visibility through data and analytics
- Support Patient Blood Management (PBM) initiatives
- Strengthen regional preparedness for mass transfusion events, disasters, and other emergencies

III. What to Expect

Over the coming weeks, members of our Inventory Management and Client Services Operations teams will contact your laboratory and transfusion service leadership to schedule a collaborative inventory review.

During these meetings, we will:

- Review your current blood inventory management practices
- Evaluate historical utilization and ordering trends
- Discuss existing inventory goals and replenishment practices
- Review recommended optimal inventory levels
- Identify opportunities to improve product availability while reducing waste
- Discuss strategies that enhance both operational efficiency and patient readiness
- Prepare to onboard a new platform that will allow inventory visibility

These discussions are intended to be collaborative and consultative. We recognize that every hospital operates differently, and our objective is to work alongside your team to develop inventory strategies that support your clinical needs while strengthening our regional blood supply.

IV. Our Commitment

Implementing an optimal inventory strategy is not about reducing access to blood products. It is about ensuring that the right blood products are available at the right place, at the right time, for the patients who need them most.

We sincerely appreciate your continued partnership and your unwavering commitment to patient care. We look forward to collaborating with your team as we implement this important regional initiative.

Thank you for your partnership and for the trust you place in Gulf Coast Blood.

Sincerely,

Marc Lewis

Vice President, Blood Supply Chain Operations
Gulf Coast Blood