

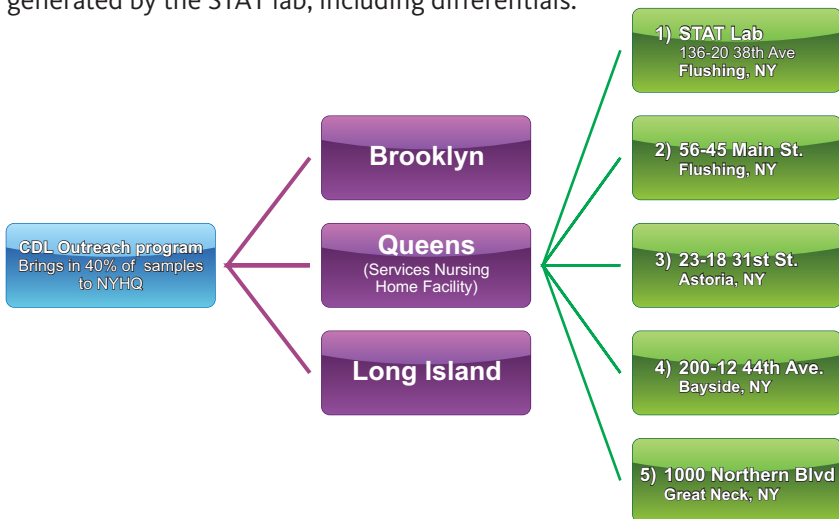
Summer 2010

sysmex news

Working Smarter, Not Harder at New York Hospital Queens

New York Hospital Queens is a part of the New York-Presbyterian Healthcare System. Located in the heart of Queens in Flushing, NY, it is a 519-bed teaching hospital in an ethnically diverse community representing Chinese, Korean, Taiwanese, Indian and Russian cultures. In 2007, they launched a \$200 million Major Modernization Program. This aggressive project has added a new west wing that includes 80 much-needed additional beds, new ambulatory surgery facilities, interventional procedure rooms, a new main lobby and other enhancements.

This busy hospital laboratory performs more than 2.3 million tests a year, of which 55% are samples resulting from an active outreach program that has 4 representatives who call on doctor offices. There are five drawing locations, one of which is equipped with a STAT lab that performs basic metabolic studies, PTs, PTTs and CBCs with diffs with a 45-minute turnaround time. The STAT Lab is connected to the core laboratory via the Sysmex WAM which is scalable for multi-system, multi-site and multi-LIS integration. It operates under the same decision rules as the core lab so if questions arise, Alfonso Ziccardi MT (ASCP), Assistant Laboratory Operations Manager, can see all the results generated by the STAT lab, including differentials.



President's Message



This issue of Sysmex News includes our front page article "Working Smarter, Not Harder at New York Hospital Queens," which tells the story of a major modernization program at a 580-bed teaching hospital. Faced with the driving factors of additional beds and facilities, 1,000 daily hematology samples and 1,600 monthly hemoglobin A1cs, they saw their situation as an opportunity rather than as a set of obstacles. Their solution was to acquire the Sysmex Lavender Top Management® / Intelligent Automation™ system, composed of an HST-N/A1c automation line. This system is now making the difference between success and 'getting by'.

Like other integrated health networks encompassed with costs and labor pressures, New York Hospital Queens's laboratory managers sought creative ways to minimize "test-tube touch points" while maximizing the numbers of tests and information available from each tube across their enterprise. As part of their strategy and decision criteria to acquire a new hematology solution, they also focused on standardization of sample and data management.

What does this focus mean for New York Hospital Queens? Or, for any hospital or integrated health network that chooses this laboratory strategy? By standardizing instrument platforms, information integration and advanced technologies, hospitals or integrated health networks can achieve unexpected levels of optimization for laboratory operations that literally transform their productivity.

In the August 1, 2010 issue of *U.S. News & World Report*, medical writer Catherine Arnst gives focus to Cleveland Clinic's team efforts to re-engineer its care by bringing the best practices of manufacturing to the hospital setting. Interestingly, the 50-person team, whose focus was solely on "continuous improvement", is composed of engineers with experience far removed from healthcare. This "unusual effort" by Cleveland Clinic has led to the development of 25 centers organized around diseases or organ systems rather than specialties, resulting in unparalleled, coordinated care.

President's Message (continued on page 2)

President's Message (continued)

As a manufacturer, Sysmex's approach to advancing healthcare from a forward-looking perspective really isn't much different than that of the Cleveland Clinic. We at Sysmex continue to ask the questions, "How is the clinical laboratory going to evolve over the years to come, and what can we do to shape and support that development?"

We start by listening to the clinical laboratory professionals who deliver hundreds of thousands of diagnostic tests daily to the nation's physicians. We consider industry-altering factors such as reduced staffing, restricted healthcare dollars and regulatory compliance. We acknowledge the power of IT and its impact on healthcare delivery. We closely hold and follow our corporate consciousness and embrace our responsibilities to our stakeholders, including our communities, and our environment.

This is why Sysmex America's Lavender Top Management® / Intelligent Automation™ solution has met the needs of New York Hospital Queens, resulting in unparalleled optimization for its clinical laboratory. This is why Kaiser Permanente Medical Group Regional Laboratory's intelligent automation specimen speedway can process up to 10,000 CBC's per day. This is why the Cleveland Clinic's clinical laboratory benefits from a paperless hematology environment.

The above *U.S. News & World Report* article reflects on the word *Kaizen*, which is the Japanese word for "making things better". We trust that as a company, we have made things better for our customers as they continue to make things better for the physicians and patients whom they serve. At Sysmex, *we believe the possibilities!*

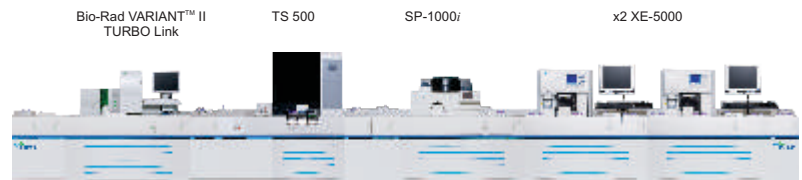


John Kershaw

President & CEO, Sysmex America, Inc.

(continued from cover)

The Hematology department processes 1,000 samples a day and 1,600 Hemoglobin A1c's a month. Not surprisingly, they recently went "live" with a Sysmex HST-N line which includes two XE-Series automated hematology analyzers, one SP-1000i automated slide maker/stainer, Sysmex WAM™ Decision Support Software, a Bio-Rad VARIANT™ II TURBO Link Hemoglobin Testing System for hemoglobin A1c testing, a CellaVision analyzer for differentials and a TS-500 Tube Sorter/archiver. The entire line is now managed by 2 technologists with one technologist dedicated to differentials and no one dedicated to batch running HbA1c tests. It's become the ultimate automation solution in efficiency, standardization and staff utilization.



Sysmex Lavender Top Management® /Intelligent Automation™ System

Orchestrating and overseeing this transition to a Sysmex HST-N line and Lavender Top Management®, which can analyze > than 90% of reimbursed lavender top samples and 100% of pre- and post-analytic sample handling, is Al. A veteran at taking hematology labs to the highest level of automation, Al reports that the laboratory is now auto-verifying 85% to 90% of both CBCs and HbA1c results. According to Grace Consiglio, MPA, MT, Laboratory Operations Manager "We used to have to batch HbA1c tests on a free-standing Variant D10 System and would only run them Monday through Fridays. If you missed the Friday run, the physician may not have gotten the results until Tuesday. Now we run them 24/7 with a turnaround time of about 10 minutes." Al expects an increase in requests for HbA1c tests because an international committee has recommended HbA1c as the standard for monitoring diabetes.



When Al joined the laboratory at the New York Queens Hospital, he initiated the project to upgrade the existing hematology instrumentation to the new Sysmex platform.

Alfonso Zacardi MT(ASCP)SH

Asst. Lab Operations Manager for AP/CP/Safety Officer

The opportunity to implement decision rules would take standardization all the way to the differential level. An advocate of rules-based decision-making and auto-verification, he believes that true laboratory standardization is achieved by applying the same decision-making rules across the system.

The CellaVision has turned into a multi-function station. For differentials, the system presents all 100 cells and their classifications to the technologist on a single screen with walkaway processing of 35-60 slides/hour. The technologist can either agree or disagree with any of the classifications. There are 18 white cell classes and 6 RBC morphology measurements, so the staff needs only to identify any other abnormal RBCs or platelet morphology abnormalities. Images can be shared electronically via e-mail.



Grace sees a huge advantage in using the CellaVision for teaching. “You can bring up a cell on the screen and discuss its characteristics without having to look through a microscope,” she says. “This has helped us standardize the manual differential by reducing the variability between

Grace Consiglio MPA,
MT Laboratory Operations Manager for AP/CP

technologists.” The CellaVision has an on-board atlas that can be supplemented by the laboratory, and there is a teaching and testing in-service program.

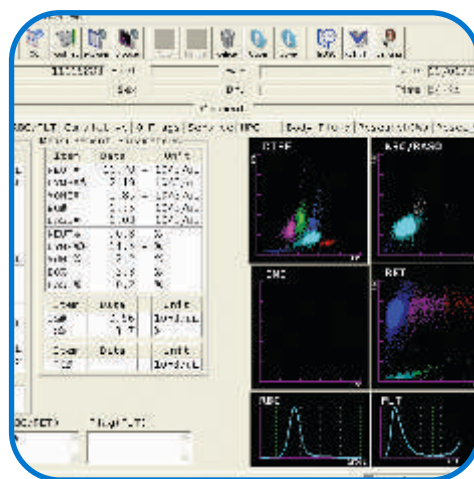
This hematology laboratory has many veteran technologists, but there was no question about staff acceptance of the new automated line. Al attributes this to the way in which the staff was trained. Initial training involved learning how to operate each analyzer to gain a full understanding of the technology embedded in each and the capabilities it provided.



Once that was done, Al began training staff on the Sysmex WAM software. The laboratory is often visited by approximately two hospitals a month that want to see the automation in action. According to Al, “Not only did we have no problems with staff learning or acceptance, they are now quite proud of what they have accomplished.”

“If visitors are not familiar with Sysmex technology, they can be a little intimidated when they see the number of reagents the system uses,” says Al. “The ability to classify correctly so many different kinds of cells and achieve count accuracy, even on low platelet counts, is not just a function of the instrument. It is also a function of the reagent system. The majority of reagents can perform greater than 2000 tests with the exception of CELL PACK™.

Because of his experience in another hematology laboratory, Al knew the performance characteristics of a Sysmex HST line. “I liked the results, the system didn’t go down, and I like the company’s service. Grace agrees. “I felt that in looking at all the technologies that were offered, that the Sysmex was more advanced than the others. I also believe that Sysmex has invested in Research and Development of hematology analysis more than other companies and they have a 6-part differential that no one else has.” The laboratory reports IG (immature granulocytes) as part of the differential when correlation studies showed its accuracy. They are also undertaking a



XE-5000 Instrument Report

study to correlate IG values with positive blood cultures so that if a person arrives in the ED with an infection, they know on admission that the infection was pre-existing and does not constitute a Hospital-Acquire Infection (HAI), which has reimbursement issues.

Gaining management’s agreement to install the HST line meant that Al and Grace needed to improve the laboratory’s performance and have economic benefits as well. They plan to bring back some more esoteric testing into the lab that are currently being sent out, such as certain coagulation assays. “Another thing we are doing,” says Al, “is planning for a medical technologist shortage over the next five years. With medical technology schools closing, there will be a need for highly qualified technologists. That’s one reason I am automating as much as I can.”

“Once management sees that you have the best interest of the hospital as a whole at heart, you can upgrade your capabilities, says Grace. “It was a question of comparing systems in terms of maintaining quality, increasing productivity, efficiency and having new technology. We put all of those variables together and Sysmex rose above other vendors.”



Sysmex At-A-Glance

Cell image analysis now available for smaller clinical hematology laboratories

Sysmex America wanted to provide smaller laboratories with the benefits of cell image analysis systems. Therefore, it has

expanded its imaging

portfolio to include the EasyCell[®] *assistant* cell image analysis analyzer through a partnership agreement with Medica Corporation. The EasyCell *assistant* enables smaller clinical laboratories to achieve greater detection and

examination of abnormal cells

while providing more detailed imaging records compared to other, more traditional manual methods.

This automated system saves the clinical laboratory time and money; its unique software also improves data management in the areas of normal differentials, red blood cell morphology, and low-count samples. Sysmex America will be responsible for instrument sales, marketing and service support. Sysmex is now uniquely positioned in the industry to meet the cell imaging needs for laboratories of all sizes by complementing the CellaVision[®] DM1200 and DM96 products with the EasyCell.

All of these products satisfy the market need for greater operational efficiency with the appropriate financial benefits. Sysmex America will exclusively distribute the EasyCell *assistant* to laboratories in North America, Mexico, Argentina, Brazil, Chile and Columbia.



Amerinet Members to Benefit from Sysmex Urinalysis Contract

As a result of a three-year, dual source urinalysis contract agreement with Sysmex America, Amerinet GPO members can save time and standardize results by automating their microscopic analysis – typically a very time-consuming endeavor when performed manually.

The contract gives members immediate purchasing/leasing access to Sysmex automated urine particle analyzers, reagents, controls, and service. The contract, awarded on technical merit and pricing, also includes Sysmex *e-Tools*[™], a comprehensive set of systems and resources that support a clinical laboratory's long-term success before, during and after instrument or system implementation. Training and technical support for Amerinet members will be provided through Sysmex America's U.S. headquarters in Mundelein, Illinois.

Did you know...?

Sysmex developed the first fully automated urine cell analyzer in the world – the Sysmex UF-100[™], which made its debut in Japan in 1995 and in the United States in 1996. Since that time, Sysmex has introduced its UF-1000ⁱ[™]

automated urine particle analyzer. The Sysmex UF-1000ⁱ combines the advanced technology of fluorescent flow cytometry with fully automated urine sample analysis, providing walk away capability and standardization. As proven with other laboratory disciplines, automation provides for standardized, high-quality results that can be reported in a timely fashion for urine samples as well.



Sysmex and Partner Roche Diagnostics Organize Chilean Scientific Session

In its continued efforts to provide scientific and technological information to clinical laboratory customers, reinforce its distributor partnerships and to support its growth and expansion in the area of *in vitro* diagnostics, Sysmex recently participated in the Latin American Clinical Chemistry Conference in Santiago, Chile.

Claudia Vasconcellos, Application Specialist for Sysmex Latin America & the Caribbean, presented an educational lecture titled “Novel Analytical Technologies in Hematology: New Parameters for Better Diagnostic Support” to more than 180 participants.

The Sysmex exhibit booth also featured the Sysmex XE-AlphaN system, which integrates Sysmex’s XE-2100 hematological analyzer and the SP-1000*i* slide preparation and staining system with a sample transportation line.

Labs Go 3D

Advance for Administrators of the Laboratory’s June issue featured a clinical laboratory middleware article authored by Sysmex America’s very own Anne Tate, Senior Product Manager. The article demonstrates how laboratories can make meaningful changes in their operations to affect quality, turnaround time and capacity both vertically and horizontally via the use of middleware. Readers can view “Labs Go 3D” at <http://laboratory-manager.advanceweb.com/Archives/Article-Archives/Labs-Go-3D.aspx>.

Sysmex XT-4000*i* Earns GPO Additions

Sysmex America announced the FDA clearance of its Sysmex XT-4000*i*™ in April of this year. The instrument has now been added to Sysmex America’s hematology contract agreement with Premier. This new three-year contract agreement is effective August 1 and provides Premier member-hospitals and healthcare sites access to Sysmex hematology analyzers, automation, reagents, consumables and services. In addition to Premier, the Sysmex XT-4000*i* also has been added to hematology contract agreements with Healthtrust Purchasing Group, Amerinet, MedAssets and Roi.



Canadian Hospital First Sysmex XT-4000i Install in North America

With the introduction of the Sysmex XT-4000i, Sysmex America is now in the unique position to offer a portfolio of hematology products that support the needs of small clinics to high-volume clinical laboratories in every sized hospital or Integrated Delivery Network in North America.

Cumberland Regional Health Care Centre, a hospital located in Amherst, Nova Scotia, Canada, was the first hospital in North America to install the Sysmex XT-4000i. Cumberland is a mid-size laboratory that was seeking a hematology analyzer with good performance and reliability data. The instrument's body fluids functionality, ease of use, and standardization of reagents, controls, and operation were important to Cumberland since the clinical laboratory's back up is a Sysmex XS-1000iAL with a Sysmex pochH-100i at its smaller sister site.

"Not unlike the United States, Canadian healthcare providers must balance the need to provide quality patient care with the need to deliver that care as cost effectively as possible. This is where Sysmex Canada makes its greatest contribution – helping Canadian hospitals achieve their business and quality of care goals regardless of labor shortages, an aging population and health care cost containment," said Carl Rocha, General Manager, Sysmex Canada, Inc.

Sysmex Canada was established January 1, 2008 to service and support the Canadian hospitals that care for the people of the 10 provinces and three territories that comprise Canada. As a single-source solutions provider, Sysmex Canada offers Canada's clinical laboratories reliable instruments that have remarkable instrument uptime, unique and clinically useful parameters, and intelligent (rules-based) laboratory automation that enhances laboratory operational efficiency.



Shelley Langille, Ranbir Dhinsa (Sysmex Canada, Inc., Health Systems Account Manager), Jim Scopie

Sysmex XT-4000i **for mid to high-volume labs:**

- Streamlines workflow by providing testing for up to 100 samples per hour
- Provides 34 parameters, for CBC and WBC (Differential Reticulocyte) and advanced clinical parameters IG (Immature Granulocyte) and RET-He (Reticulocyte Hemoglobin)
- Provides a Body Fluid-specific mode
- Offers the reliability and standardization of Sysmex' patented fluorescent flow cytometry and advanced cell counting methods
- Delivers rapid, reliable results essential in patient diagnosis and therapeutic monitoring

The Leukemia & Lymphoma Society

Systemex America Making a Difference

In the spirit of community support and quality of life excellence, Systemex America helped raise more than \$41,000 for the Illinois Chapter The Leukemia & Lymphoma Society as part of the Society’s Man and Woman of the Year national campaign. Peggy Barranco, MA, MT (ASCP) SH, Hematology Group Marketing Manager, served as Systemex’s Woman of the Year candidate while Jill Pontillo, Product Specialist served as the company’s fund raising chairperson.



“It was an honor to have served as Systemex America’s Woman of the Year candidate for this year’s fundraiser for the Illinois Chapter The Leukemia & Lymphoma Society. I especially want to thank Systemex customers, employees, vendors and friends of the community who were instrumental in our success. Because of you, children and adults afflicted with leukemia, lymphoma, Hodgkin disease and myeloma will benefit,” said Peggy. Some Systemex vendors held separate fundraising events within their own companies to support Systemex America’s fundraising drive. Systemex America matched dollar-for-dollar every monetary donation earned by week nine via the company’s Woman of the Year efforts.

According to Kayla Kovarna, Campaign Manager, Illinois Chapter The Leukemia & Lymphoma Society, “Candidates like Peggy Barranco worked tirelessly with the help of their teams to make a difference in the fight against blood cancer and today we commend them, their supporters and their sponsors who generously gave their time and funds to join us in creating a world without cancer.” (At campaign end, Peggy was awarded Woman of the Year Second Runner Up. See http://www.mwoy.org/il/localchapter/past_winners for complete results).

Through the combined efforts of volunteers such as Peggy, the Leukemia & Lymphoma Society’s Man and Woman of the Year charity drive raised a total of \$640,000 to fund blood cancer research and patient services. And, even though this fundraiser has officially ended, donations are always accepted at the Society’s web site at <http://www.leukemia-lymphoma.org> or by calling (888) 773-9958 (EST).

What does our donation buy?

- \$25 – Provides patients and their loved ones with FREE booklets that contain up-to-date information on their disease, helping them make informed decisions about their treatment options.
- \$35 – Purchases 35 Charlie Brown DVD’s to explain cancer to pediatric patients.
- \$40 – Educates 4 school employees on how to transition a child with cancer back to school.
- \$50 – Provides a Family Support Group with a trained facilitator where comfort can be found and experiences can be shared among patients and family members.
- \$75 – Average cost of tissue typing to become a bone marrow donor.
- \$100 – Helps supply laboratory researchers with supplies and materials critical to carrying out their search for cures.

Executive Leadership Changes Set Course for Future Growth



Sysmex America's President & CEO John Kershaw recently made executive leadership changes that will enhance the company's high level of customer satisfaction and retention for years to come.

New appointments include Andre Ezers, as Executive Vice President/Corporate Secretary; Judy Bosko as Vice President of Technical Services; John Neal as Vice President of Operations and IS; and Bill Brennan as Senior Director of Service Operations and Technology. Together with Sysmex America's team of employee healthcare professionals, these individuals will serve key roles in orchestrating company business changes that strategically position Sysmex America to better serve its increased customer base.

Prior to his appointment, Ezers served as the company's Executive Vice President of Technical Services. In his new role, he will be responsible for overall corporate and legal affairs, strategic planning and the alignment of Sysmex America's functions with that of Sysmex Corporate, Kobe, Japan. Bosko will now oversee the company's entire Technical Services Organization in addition to the Healthcare Information Technology Systems Software Product Development Team. Brennan will assume responsibility for service operations and technologies and will report to Bosko. As Vice President of Operations and IS, Neal will lead the company's IT/IS and supply chain management functions as well as maintain his current overall responsibilities for SRA Production, the company's reagent manufacturing plant operations.

"These executive changes will allow Sysmex to leverage these individuals' broad experience and expertise at a pivotal time in our nation's healthcare landscape. We look forward to their leadership and trust our Sysmex customers will be well-served by them," said John Kershaw, President & CEO.



Andre Ezers



Judy Bosko



John Neal



Bill Brennan

Sysmex Latin America Update

Sysmex Brazil Celebrates 10 Years

Sysmex Brazil, a wholly-owned subsidiary of Sysmex Corporation, Kobe, Japan, recently celebrated its 10th anniversary. More than 200 dignitaries from Sysmex Corporation, Sysmex America, customers, partners and a mayoral representative from the city of São José dos Pinhais were present to celebrate the occasion.

While there, Sysmex president Hisashi Ietsugu, Sysmex International Operations president Kazuya Obe, and Sysmex America president & CEO John Kershaw personally visited Sysmex Brazil's reagents manufacturing plant and some of its customers including Albert Einstein Hospital, University Hospital and Flury Clinical Labs.



Sysmex Brazil was initially established in the state of Parana, at Tecpar, the incubator of the Parana Technological Institute. In 2005, Sysmex Brazil transitioned into its own

headquarters in São José dos Pinhais with focus given to the manufacturing of Sysmex reagents. This reagent manufacturing plant became one of several production units throughout Latin America that produces and supplies hematology and urinalysis reagents for Sysmex customers.

According to Sysmex Brazil's General Manager, José Roberto Floresta, since the company's founding in 2000, Sysmex Brazil has demonstrated stable growth with record production of reagents to service the increased customer demand for Sysmex's hematology and urinalysis product offerings.



Best-in-Class Hematology Products & Services Available to Premier Members

Premier has signed its fourth contract agreement with Sysmex America. This three-year contract, effective August 1, 2010, provides Premier member-hospitals and healthcare sites access to Sysmex hematology analyzers, automation, reagents, consumables and services. The Sysmex hematology portfolio of products and services has been a vendor offering for Premier customers since 1998.

Sysmex America also was awarded a three-year sole-source hematology agreement for Premier's Accelerated Supply Chain Endeavor (ASCEND™) program member-participants. ASCEND™ helps Premier members achieve sustained improvement in supply chain performance and efficiency. Premier Inc. is a 2006 Malcolm Baldrige National Quality Award recipient.

Sysmex America Four-time Premier Pinnacle Award Winner

"On behalf of the employees and board of directors of Sysmex America, we are honored to be recognized by Premier for our company's fourth Pinnacle Award. It is especially gratifying to know that an award based on meeting customers' expectations of performance and customer service comes at such a pivotal time in our nation's healthcare landscape. It is this type of working partnership that mutually benefits our nation's healthcare providers and the patients within the communities in which they serve."

- John Kershaw, President and CEO, Sysmex America, Inc. -

On behalf of Sysmex America, Bonnie Streeter, MSA, MT (ASCP) SH, DLM, National Accounts Manager, accepted the company's award at the 2010 Premier Annual Breakthroughs Conference and Exhibition in Washington, D.C. June 9. Premier's Pinnacle Award is intended to reward Premier's contracted suppliers that support attainment of mutual goals, drive contract utilization and are committed to performance improvement.

Since Premier's award program's inception in 2006, Sysmex America is the only Premier-contracted hematology vendor to ever win the Pinnacle Award.



"The Pinnacle Award honors Premier valued suppliers that strive for collaboration and performance excellence to benefit the alliance and we are honored to recognize these top performers," said Premier Purchasing Partners President Mike Alkire.

Premier contracts with more than 800 suppliers and Sysmex America is one of 38 contracted suppliers to receive the Pinnacle Award. Winners are recognized for their outstanding management of Premier agreements and drive toward the mutual goal of providing clinical and financial value to the not-for-profit hospitals that are members of the Premier alliance.

Premier's alliance consists of more than 2,300 U.S. hospitals and 67,000-plus other healthcare sites working together to achieve high quality, cost-effective care.





Take a Giant Step Forward Beyond the Routine CBC

Looking for ways to improve your lab?

We've got what you're looking for.

Systemex Fall 2010 Web-based Educational Conferences

Join us for any, or all, of our complimentary web seminars on a variety of topics relevant to your clinical laboratory.

Each of our four webinars is provided by expert speakers in their field.

You and your lab staff will also be able to receive P.A.C.E. / Florida CEUs.

For more details and to sign up and register today, go to www.sysmex.com/webinar

Webinar #1

**New Laboratory Parameters to Manage Anemia
September 8, 2010, 12Noon – 1PM CST**

Presented by: John F. Boyle, Ph.D
Administrative Director, Laboratory, Respiratory, & Ancillary Services.
Mercy Medical Center, Rockville Center, N.Y

Iron Deficiency anemia is one of the most prevalent types of anemia today. Patients who are iron deficient are sometimes difficult to manage, especially in the dialysis arena; they tend to have increased transfusion needs and a higher prevalence of complications. Learn about simple laboratory tests that can guide the identification and treatment of iron deficient patients before surgery.

Webinar #2

**Control Rule Simplification for High Precision Sysmex Hematology Analyzers
October 6, 2010, 12Noon – 1PM CST**

Presented by: George S. Cembrowski, MD, PhD
Director, Medical Biochemistry, Associate Professor
University of Alberta Hospital, Edmonton, Alberta, Canada

Hematology and chemistry QC are different, given the short outdate of hematology QC product, the highly correlated hematology test results, and the typically high intra-individual variation of hematology test results. For these reasons, very wide QC limits can be used on highly precise systems such as the Sysmex XE-2100.

Webinar #3

**The Application of the Sysmex XE-2100 Automated Hematology Analyzer in the Stem Cell Lab
November 10, 2010, 12Noon***

Presented by: Michael H. Creer, MD
Professor of Pathology and Director, Lab Medicine Division and Stem Cell Laboratory St. Louis University School of Medicine, Departments of Pathology and Hematology

Recent advances in automated cell counting methods using the Sysmex XE-2100 automated hematology analyzer provide new opportunities for the application of this technology to characterize cell populations in hematopoietic stem/progenitor cell products. The application and clinical significance of 3 novel parameters, HPC, IRF and IPF, will be discussed. This lecture will illustrate their applications in a small study and case-based format using cord blood, peripheral blood and bone marrow products.



Webinar #4

Evaluation of the Immature Platelet Fraction (IPF) Parameter on the Sysmex® XE-2100 Automated Hematology Analyzer in Predicting Platelet Recovery in Patients with Chemotherapy Induced Thrombocytopenia **December 8, 2010, 12Noon – 1PM CST**

Presented by: Dr. Cheryl Hirsch-Ginsberg

Professor, Department of Pathology/Laboratory Medicine,
Division of Pathology/Lab Medicine

The University of Texas M. D. Anderson Cancer Center,
Houston, TX.

Thrombocytopenia is a common side effect of chemotherapy. Apart from monitoring the platelet count, bone marrow aspirates quantifying the number and morphology of megakaryocytes have been used to determine if there is a recovery of effective thrombopoiesis, especially with intensive therapy. Alternatively, the ability to quantify the least mature platelets provides a minimally invasive measure of thrombopoietic activity of the bone marrow. This can be accomplished in the high volume hematology or core laboratory using the Immature Platelet Fraction (IPF) parameter of the Sysmex XE-2100 Automated Hematology Analyzer. The purpose of this study was to determine the relationship of the platelet count to the IPF in patients immediately following successive courses of myelosuppressive chemotherapy.



Photos from AACC



Sysmex recently exhibited at the AACC/ASCLS 2010 Clinical Lab Expo held July 27-29. More than 21,000 people converged on the Anaheim Convention Center in Anaheim,

California to see the latest

offerings of clinical laboratory products and services.

Sysmex showcased our Cell Imaging Analysis

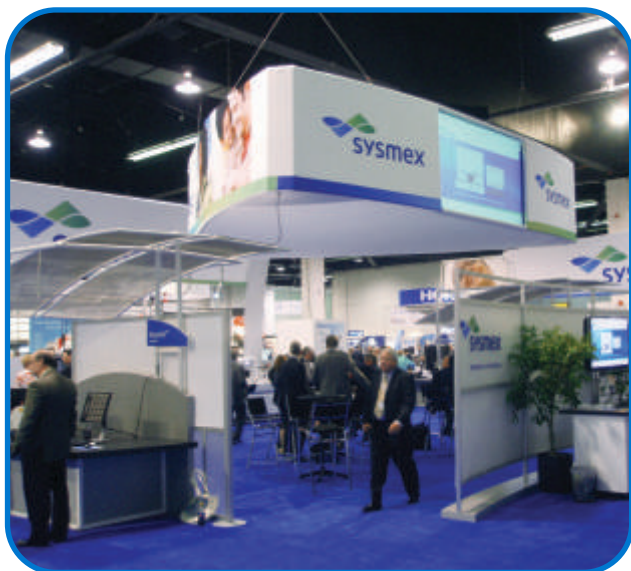
Portfolio, the Sysmex XT-4000*i* Automated

Hematology Analyzer and the Sysmex WAM™

Decision Support Software for the Clinical Laboratory,

among other products. Photos of the booth are

shown below.



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MUNDELEIN, IL 60060

- Check Out These Articles and Many More Inside...
- Working Smarter, Not Harder at New York Hospital Queens
 - Canadian Hospital First Sysmex XT-4000! Install in North America
 - Sysmex America Four-time Premier Pinnacle Award Winner