Envision operating five clinical laboratories across a 75,000 square-mile area with no roads. Then imagine frequent hematology analyzer downtime in these laboratories and the only way to get there to repair them is via aircraft. Finally, just think how relieved you would be once you replaced all of these analyzers with the reliable Sysmex pocH-100™ bench-top analyzer.

The area we’re describing, which is roughly the size of Oregon, is actually located in Southwestern Alaska and is known as the Yukon–Kuskokwim Delta ("The Delta"). It is home to 28,000 residents, 85% of whom are Alaskan Natives including Yup’ik Eskimos and Athabaskan Indians. The Delta’s largest town, with a population of 6,000, is Bethel in the western portion of the Delta. Bethel is home to the Delta’s primary hospital (~ 30 beds) and the Yukon-Kuskokwim Health Corporation (YKHC) that provides healthcare services to more than 50 Eskimo and Indian villages situated along the Yukon and Kuskokwim rivers that eventually empty into the Bering Sea.

About 150 air miles east of Bethel is Aniak, population 500, one of five Subregional Clinics whose laboratories are overseen by Leslie Boelens, MT, Subregional Clinic Lab Manager for YKHC and the only medical technologist east of Bethel. The facilities are staffed with Physician Assistants or Nurse Practitioners along with specially trained lay providers known as Community Health Aides and Community Health Practitioners. They see a wide variety of patients — from prenatal care to well child checks to serious medical issues, such as diabetes and trauma patients.

“This is a very tough place to work,” says Boelens. “The combination of climate and geography pose serious transportation limitations that are, of course, compounded by the lack of a road system.” The rivers, tributaries and network of lakes link the villages to one another and are only accessible by boat and hovercraft in summer and snow machines and all-terrain vehicles in winter.

Advancing healthcare through product breadth.

In a remote part of Alaska, five small clinical laboratories across a 75,000 mile radius depend on Sysmex to deliver its laboratory results via Sysmex pocH-100™ hematology analyzers. Even though these labs may only run 5 – 10 CBCs daily, it is as important for these labs to deliver quality results as it is for medium–to high-volume clinical laboratories in our nation’s most prestigious hospitals to do so. The breadth of Sysmex’s technology makes this possible.

Advancing healthcare through professional development.

Sysmex has expanded its virtual learning offering to Sysmex customers via the introduction of Sysmex WAM V.4 e-learning module and with the launch of the company’s new website, which hosts a wealth of training and support resources. Sysmex’s vision to provide professional development for customers in their own space at their own pace makes our virtual training possible.

(continued on page 2)
Advancing healthcare through professional outreach. Sysmex Latin America & the Caribbean continue to extend outreach efforts to clinical laboratory professionals through professional meetings, Spanish-language webinars, and associated efforts with key medical societies and government entities. Sysmex’s aim to be a global, comprehensive supplier in the diagnostics field makes these outreach efforts possible.

Advancing healthcare through corporate social responsibility. As a responsible corporate citizen and member of society, Sysmex plays an active role in helping support solutions to problems that impact our society and our environment today – it’s The Sysmex Way. Sysmex’s sensitivity to societal needs and its commitment to corporate citizenship make these benevolent endeavors possible.

Advancing healthcare through excellence. Not only does Sysmex apply uncompromising excellence in product development and manufacturing, but we also apply it to outreach efforts with stakeholders such as group purchasing organizations like Premier Healthcare Alliance, a GPO who recently honored Sysmex for operational excellence. It is our underlying tenet of uncompromising excellence that makes our operational excellence possible.

As our readers, we hope this issue of Sysmex News clearly sets forth what it means to Sysmex when we say we advance healthcare by believing in the possibilities.

Sincerely,

John Kershaw
President & CEO
Sysmex America, Inc.

When Boelens needed to upgrade her hematology instruments because of reliability problems, she chose Sysmex’s pocH-100i bench-top analyzer. Boelens had never worked with a Sysmex instrument before. “This was a big step for me,” she says. “But Sysmex had a good reputation in terms of instrument performance and customer service. Also, my professional friends recommended them.”

Since that decision, she has installed pocH-100i hematology analyzers at other Subregional facilities in the villages of Emmonak, Hooper Bay, St. Mary’s and Toksook Bay. Each clinic offers limited laboratory services and x-ray studies. Their average CBC workload is 5 to 10 per day, but this can vary widely. On the chemistry side, they perform basic metabolic panels, troponin, BNP’s, and HbA1cs using a point-of-care system.

Boelens says that the pocH-100i installation was easy and not time consuming. She used the Sysmex linearity product, RANGE CHECK™, to do the initial analytical measurements and precision studies. Although the instruments arrive calibrated, Sysmex provides calibration verification material that can be used for checking accuracy. Precisions studies were also done. The instrument came with a DVD to support the installation process, so the 17-parameter pocH-100i was up and running quickly.

“Of course, in two years we have never had a pocH-100i go down so we’ve never had to use [Depot Service]. Everyone tells you about reliability, but I didn’t expect anything like this.”

Doris Allain-Turner
Not surprisingly, hospitals across the state are suffering from a medical technologist shortage. To that end, the University of Alaska has a training program for MLTs but these students tend to stay in that area since most have family ties or they don't want to move to a remote location. “It’s not a source of staff for us. For many people, this is just ‘too unusual.’”

“Training is also complex because the communities are small and isolated, so it is best for us to hire people locally and train them. We have some great training programs in place,” explains Boelens, “so essentially we do ‘on the job’ training which is very effective. These students have no medical training whatsoever and prefer to learn by observing and then doing. They get right into it.”

A great deal of Boelens' time is spent doing competency training. The laboratories are accredited by The College of American Pathologists and there are many quality management and accreditation issues that she oversees, including proficiency testing. “I also had to spend a good deal of time keeping instruments calibrated. But with the pocH-100i and other instruments, this time is greatly reduced.”

Boelens came to Alaska right after school in Kansas City in 1994, first working in the hospital in Bethel. She thought she would work a few years, get good experience, explore a new area and then return to the Midwest. “I liked the area but I loved the people. It makes all the sense in the world to me that one Eskimo population is called Yup’ik, which means “real people.”

But working in the clinic setting can be stressful particularly on the night shift. “When we have an emergency in the middle of the night,” says Boelens, “they are working under pressure because the person they are working on is very likely to be someone they know or to whom they’re related. With local populations that can be counted in hundreds, the chance of you knowing the patient is quite good.” If the staff hasn’t run a particular test in a while, the user-friendliness and intuitive interface on the pocH-100i can make a big difference to the quality of patient care and the confidence of the staff.

Looking back, she thinks the biggest benefit they’ve realized is no downtime. “Our patients fly in and they want to fly home the same day. If we are down we have to send the specimen by plane to another facility. It generally takes 24 hours to get the results so the ultimate beneficiary has been the patient with reliable results as needed.

“Instrument reliability was a top feature when we decided to work with Sysmex,” says Boelens, recalling a lot of downtime with their previous instruments. “One of the things we liked about Sysmex was what they call their Depot Service. Essentially, if we have an instrument problem and we can’t troubleshoot it ourselves or over the phone, they swap it out and provide another until the unit is repaired. Of course, in two years we have never had a pocH-100i go down so we’ve never had to use it,” she laughs. “Everyone tells you about reliability, but I didn’t expect anything like this.”

The fact is that even if they did have an instrument go down, there is no such thing as overnight service to Aniak or anywhere else in the Delta for that matter. Even emergency shipments take three to five days in reality. While manufacturers in the “lower 48” may send materials Fed Ex, that only gets them as far as Anchorage. From there, the materials are turned over to the postal service who hands it off to a small courier with a small plane and eventually it gets where it’s needed.

Transportation is a challenge for both patients and specimens as well as Boelens herself who must travel to all five regional sites by plane. “I never tell anyone what ‘time’ I am going to arrive. In fact, if I get there on the designated day I am doing well. And even that doesn’t always happen. We call it Bush time or Island time,” Boelens says. “It happens when it happens, which I guess is a much less stressful attitude, especially up here. But it sure takes getting use to.”
Sysmex Managed Calibration is a long-standing program designed to provide six-month calibration verification and as-needed calibration adjustments for all models of Sysmex® XS-, XT-, and XE-Series hematology instruments.

Sysmex customers in the U.S. have a choice of accessing these calibration services remotely using Sysmex Network Communications System (SNCS™) connection with a Calibration Specialist or onsite at one’s laboratory with a trained Field Service Representative (FSR).

In addition to calibration delivery choices, U.S. customers receive Evidence-Based Calibration (EBC) every time a calibration verification or calibration is performed. EBC pulls collective instrument evidence, including historical Sysmex Insight™ QC data and Sysmex X-Cal™ recovery, to make better instrument calibration decisions.

Sysmex News speaks with Jackie Guenther, MT (ASCP), Senior Product Manager, Services Marketing, about the Sysmex Managed Calibration Program. For additional information about the Sysmex Managed Calibration Program, contact Sysmex at communications@sysmex.com.

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SN: What is remote calibration?

JG: Remote calibration is powered by SNCS and is standard for all Sysmex X-Series instruments. A Calibration Specialist calls the customer 30-45 days prior to the required six-month calibration to schedule a date for the calibration verification event. As the date approaches, the Calibration Specialist ships X-Cal calibrator to the customer and reviews Insight™ data. At the agreed time, the Calibration Specialist calls the customer and, using SNCS, performs the calibration verification. All the customer needs to do is to be available to run the calibrator 6 times. For recordkeeping purposes, the customer will receive a certificate of calibration printed on the instrument printer at event completion.

SN: What if a laboratory cannot connect to SNCS? How can they receive the required calibration verification every 6 months?

JG: If a customer cannot connect to SNCS, then the customer can have an FSR onsite to perform the calibration verification, or the customer can complete the calibration verification using the procedure found in the instrument’s Operator’s Manual.
SN: How is onsite calibration different?

JG: Onsite calibration is performed by a trained FSR who manages the six-month calibration verification requirement by scheduling the event directly with the customer. The onsite approach offers the customer complete “hands off” calibration verification. The customer is only required to approve the certificate of calibration at the completion of the event.

SN: What is Evidence-Based Calibration? Is it available for remote and onsite calibrations?

JG: Evidence-Based Calibration describes the ability to take available instrument data, combined with historical QC and Insight data and X-Cal calibrator values, to make the most informed instrument calibration decision. Evidence-Based Calibration is used for both remote and onsite calibration verification.

SN: What if the lab does not submit to Insight? Will this affect it’s ability to use Evidence-Based Calibration?

JG: Evidence-Based Calibration cannot be used without Insight participation. While the Sysmex staff can use the X-Cal calibrator to perform the required steps to ensure the instruments are performing at the appropriate levels, submitting to Insight is strongly encouraged.

SN: What are the advantages of using remote calibration?

JG: With sessions only 20 to 30 minutes in duration, remote calibration reduces non-productive instrument time by 84%. It also gives the customer the flexibility to schedule a calibration verification event at any time of day. The customer works collaboratively with the Sysmex Calibration Specialist throughout the session enabling customers to ask questions, verify results and receive required documentation in real time.

Collaborative Calibration
**EasyCell® Remote**

The AACC/ASCLS 2011 Clinical Lab Expo marked Sysmex America's debut of MEDICA Corporation’s new software product — EasyCell® Remote. This new software, which works in conjunction with MEDICA’s EasyCell® assistant Automated Cell Imaging Analyzer, enables functional connection with other network PCs for the purpose of hematology review and consultation. The software addition expands the value of the EasyCell system by allowing multiple DIFF stations for review, and real-time consultation between clinicians. One year ago, Sysmex America showcased its expanded cell image analysis portfolio at AACC, which includes the CellaVision® DM1200 and DM96 systems for the mid-size to larger clinical laboratories and MEDICA’s EasyCell assistant for smaller clinical laboratories.

MEDICA’s 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. The EasyCell automated system saves the clinical laboratory time and money. Its unique software also enhances data management in the areas of normal differentials, red blood cell morphology, and low-count samples. The MEDICA EasyCell assistant and the EasyCell Remote are distributed exclusively by Sysmex America. For more information about MEDICA’s EasyCell assistant Automated Cell Imaging Analyzer and EasyCell Remote, contact Sysmex at communications@sysmex.com.

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**Sysmex WAM Select™**

Sysmex WAM Select™ is a streamlined hematology solution for clinical laboratories with Sysmex X-Series instruments and the Sysmex SP-1000i™ slidemaker/stainer. This system, which uses the same rules as Sysmex WAM Decision Support Software for the Clinical Laboratory, offers true auto-validation interface to the LIS. WAM Select and the Sysmex X-Series Automated Hematology Analyzers (XE-5000, XT-4000i, XT-2000i and the XS-1000i with Auto Loader) represent the most complete hematology product line available. The easy-to-use WAM Select is scheduled for launch in fall 2011 and will be available in Canada and the U.S. For more information about WAM Select, contact Sysmex at communications@sysmex.com.
Sysmex WAM™ Virtual Training Assists with User Education

Sysmex America, Inc. announces the continued expansion of its Sysmex WAM e-learning program for its nearly 500 Sysmex WAM middleware user facilities across the U.S. and Canada. This program addition is the latest e-learning tool that gives standardized, on-demand electronic training to new Sysmex WAM users and assists with continuing education of current users.

“The advantage of the e-learning program for Sysmex WAM is that it provides ‘anytime access’ to learning no matter what shift or location one works. Customers can learn at their own pace and in their own space. It is readily accessible to any number of trainees at multiple locations,” said Anne Tate, MT (ASCP) SC, Senior Product Manager, HITS.

The WAM V.4 e-learning module introduces the hematology user to key workflow concepts, provides instructor-led exercises for result validation and management of the manual differential. Important workflow diagrams and frequently asked questions (FAQs) support the training objectives. For more information about Sysmex WAM V.4, contact Sysmex at communications@sysmex.com.

Sysmex WAM™ Decision Support Software for the Clinical Laboratory provides auto and manual validation with differential and morphology reporting to the LIS. Specifically designed for the hematology environment, Sysmex WAM manages all result and reflexing contingencies for instruments, manual differential and smear results. It brings advanced, rules-based intelligence to the Sysmex hematology automation line. Sysmex WAM can connect multiple hematology sites and multiple LISs by consolidating and communicating data from multiple hematology analyzers to the LIS.

CEUs: Reshaping Healthcare at the Clinical Laboratory Level

Continuing education units (CEUs) are being offered by Medical Laboratory Observer (MLO) and Northern Illinois University (NIU), DeKalb, IL, for MLO’s June issue cover story “Reshaping Healthcare at the Clinical Laboratory Level” written by Sysmex associates Nilam Patel, MT(ASCP)SH, Senior Product Manager, Automation Solutions and Barbara Connell, MT (ASCP) SH, Senior Manager, Scientific Marketing. The peer-reviewed cover story looks at accountable care and what clinical labs can do to create departmental accountable care models that contribute to the efficiency and productivity of their hospitals.

After reading the article in the cover story section, readers must answer CE test questions and send a completed test form to NIU along with a nominal fee of $20. Readers who pass the test successfully (scoring 70% or higher) will receive a certificate for 1 contact hour of P.A.C.E. ® credit. Find the CE test at MLO’s web site at www.mlo-online.com. Print out the CE test from the online PDF form or tear out pages 16 – 18 and mail either version with a check to NIU. Readers also can take the CE test online through NIU.

The cover story objectives and CE test questions were prepared by Jeanne M. Isabel, MSEd, MLS, SHCM, program director and associate professor, School of Allied Health and Communicative Disorders, Northern Illinois University, DeKalb, IL.
Sysmex America’s New Website Revealed – Training and Support Resources at your Fingertips

In July, Sysmex America unveiled its updated website showcasing a new look and intuitive navigation. Customers and visitors alike now have easier and quicker access to company, product and career information. Additionally, customers are realizing expedited access to a rich and comprehensive set of e-tools and resources designed to educate and support customers from instrument installation and implementation to long-term operational sustainability.

According to Pam Shearman, Sysmex America’s Assistant Director of Marketing Communications and Marketing Lead for the website development, ‘Sysmex understands that manufacturers’ training and the ability to refresh learning on-demand are essential to clinical laboratory skill mastery. Since all technologists do not have the same learning style, Sysmex provides multiple approaches designed to meet any adult learning need via the company’s Customer Resource Center (CRC).’

The CRC, readily accessible through the company’s website, contains a wealth of support tools designed to educate and empower clinical laboratorians, including 24-hours, 7-days weekly online learning opportunities. The website contains the portal to the Sysmex webinar series, which includes registration for future webinars and access to on-demand recorded webinars.

In addition, the CRC’s comprehensive library provides registered Sysmex customers with product updates, instructions for use, implementation guides, and resource materials such as brochures for Sysmex products and Peak Performance services and tools. The content is customized to the model of analyzer(s) at customers’ sites. The customized resource center view also includes a portal to the Center for Learning where Sysmex customers can find online analyzer courses. “A clinical laboratory’s entire staff can literally access ‘how-to’ interactive learning on their own terms, anytime and anywhere,” she added.
“Virtually” Yours....

Depending on access level, a single password allows Sysmex America’s website visitors immediate access to a rich and comprehensive set of e-tools and resources designed to educate and support customers from instrument installation and implementation to long-term operational sustainability.

**Webinars** – Keep your laboratory knowledge up-to-date with the Sysmex web-based educational conference series. Visitors can join a live conference or access the extensive library of complimentary on-demand seminars. Relevant topics range from result interpretation and lab productivity to strategic planning. Webinar speakers are experts in their fields and many webinars offer P.A.C.E./Florida CEUs. This area is accessible to any registered visitor.

**Customer Resource Center (CRC)** – The CRC is a comprehensive library for Sysmex customers to access online training, product updates, instructions for use, implementation guides and other resource materials. The library is customized to customer needs based on the lab’s Sysmex products. CRC is accessible by registered Sysmex customers only.

**Insight™ Inter-laboratory Quality Assessment Program** – Sysmex’s web-based inter-laboratory quality assessment program (IQAP) for Sysmex hematology analyzers is designed to facilitate evaluation of analyzer performance. Quality control data is uploaded anytime. Users can then review streamlined and comprehensive reports with statistical and graphic presentation of analyzer performance including peer comparison data. This area is accessible by designated, registered representatives for laboratories using Sysmex controls on Sysmex analyzers.

The website also includes a portal to the Sysmex **Insight™** Inter-laboratory Quality Assessment Program, which aids Sysmex customers in the evaluation of analyzer performance. One single portal log-in enables visitors to access all of the website’s contents for which they are registered. We invite you to visit Sysmex America’s website today at [http://www.sysmex.com/us](http://www.sysmex.com/us). Sysmex remains “virtually” yours.

If you have not already registered, you can get started by visiting [www.sysmex.com/us](http://www.sysmex.com/us). Click Log In in the upper right corner and then follow the instructions to register.
It is the Sysmex Way to shape the advancement of healthcare based on core behaviors that support our customers, employees, business partners, shareholders and society. As a responsible corporate citizen and member of society, Sysmex plays an active role in helping to resolve problems that impact our society and our environment today. To this end, Sysmex America participates in benevolent causes such as mentoring high school students, hosting blood drives, providing free webinars for medical technologists’ CEUs, and matching funds for employee charitable contributions. Additionally, Sysmex is pleased to have sponsored the following programs and services this summer:

**AACC’s Society for Young Clinical Laboratorians Program**

During the 2011 American Association of Clinical Chemistry Annual Meeting, Sysmex America served as a Gold Sponsor for the Society for Young Clinical Laboratorians’ (SYCL) workshop titled “Skills and Tools for Developing a Productive Research Program.” Sixty attendees benefited from information that covered a range of topics including research funding, industry collaboration and effective writing and publishing. According to Brian Monfils, Corporate Account Executive for Sysmex America, “Sysmex America is honored to support an organization that develops opportunities and programs that assist and encourage career development in the clinical laboratory sciences.” Sysmex America has supported the SYCL program for three years. SYCL is a special program that serves the needs of AACC members under the age of 40. The program provides information for those early in their careers including practical counsel such as board exam preparation and job search advice to securing travel grants.

**ASCLS Educational Program**

Sysmex America provided an unrestricted educational grant for the American Society for Clinical Laboratory Science (ASCLS) 79th Annual Meeting via its sponsorship of a scientific session titled, “Hemoglobinopathies and Thalassemias: Unraveling the Distinction through Molecular Comparison.” The session, held during ASCLS/AACC 2011 Clinical Laboratory Exposition, covered the disorders, their molecular differences and the resultant pathophysiology that determines their distinct clinical presentations and diagnosis by the physician. The speaker for the conference was Tim R. Randolph, PhD, MLS, Associate Professor, Department of Clinical Laboratory Science, Saint Louis University.

**Lab Tests Online**

Lab Tests Online® is a peer-reviewed, non-commercial and patient-centered website supported by Sysmex and other corporations and associations, which helps patients or family caregivers to better understand the many clinical lab tests that are part of routine care as well as diagnosis and treatment of a broad range of conditions and diseases. Medical professionals utilize the website as a quick reference tool or as a resource for keeping up with advances in laboratory science.

The website’s 10-year anniversary was celebrated during the 2011 AACC Annual Meeting. Currently, Lab Tests Online improves the health literacy of two million visitors per month by providing them with the concepts and language needed to discuss their tests more intelligently with their doctors. Lab Tests Online hosted its 100 millionth visitor in February 2011, and a mobile version of the site was launched in July 2011 for the Apple® i-Phone, i-Pad, and i-Touch, and Android® phones and tablets.

Lab Tests Online is produced by the American Association of Clinical Chemistry and has backed a collaboration of professional societies, including the American Association for Clinical Chemistry (AACC), American Society for Clinical Laboratory Science (ASCLS), American Society for Microbiology, CLMA, American Society of Hematology (ASH), Association for Molecular Pathology (AMP), American Society for Clinical Pathology (ASCP), College of American Pathologists, Canadian Society for Medical Laboratory Science (CSMLS), Canadian Society of Clinical Chemists (CSCC), Clinical and Laboratory Standards Institute (CLSI), National Academy of Clinical Biochemistry (NACB), Joint Commission Laboratory, Association of Public Health Laboratories (APHL), AABB, American Association of Bioanalysts, and the American Academy of Family Physician’s Proficiency Testing (AAFP-PT).

To learn more about Lab Tests Online, visit **www.labtestsonline.org**
Advancing healthcare corporate social responsibility...

**Adopt-a-Highway**

Since 1985, nearly 90,000 groups and organizations have adopted stretches of local roads to keep them litter-free. Sysmex America is no exception. The company is now in its fifth year of the Adopt-a-Highway program, encouraging its employees to volunteer during one of four clean-up opportunities per year. Donning orange vests and armed with mechanical pinchers, eight Sysmex employees spearheaded the first clean-up of 2011 in May.

The volunteers walked along IL Hwy 60/83 in Mundelein, Illinois, and picked up litter in the gravel and grass that hugged the road. Drivers honked with their approval and reminded the volunteers they were doing their part in being environmentally conscious as well as beautifying their path to work.

Sysmex employees also receive incentives to volunteer for Adopt-a-Highway. Employees who volunteer are allowed to wear jeans to work and leave after the clean-up is complete. Volunteers are also encouraged to take pictures of “Hidden Treasures,” or pieces of unique rubbish, they find along their journey. Pictures are judged by one of the Vice Presidents at Sysmex America, Inc. and the winner receives a gift card to a local restaurant and a coveted Hidden Treasure trophy to display in their office space.

May’s clean-up crew included Peter Sparacio, Andrew Suchomski, Anne Mrazek, John Davis, Laura Faken (Team Leader), David Del Frate, Anne Dudley and Leonard Kutzner (Intern).
Advancing healthcare corporate social responsibility...

Leukemia & Lymphoma Society® Charity Events

During the 2011 American Association of Clinical Chemistry Annual Meeting, Sysmex America hosted a customer appreciation charity event for the Georgia Chapter of the Leukemia & Lymphoma Society (LLS), which resulted in a combined company/customer donation of $20,000. Monies will be directed toward a general fund which supports blood cancer research and patient services.

"On behalf of Sysmex, our board of directors and our employees, we want to thank our customers for their generosity in joining us in our efforts to support the Leukemia & Lymphoma Society as they work to eradicate hematological cancers," said John Kershaw, President & CEO, Sysmex America, Inc. This event marked the third year that Sysmex had an event to benefit LLS in the AACC's host city.

Prior to AACC, Sysmex America also worked with its employees and their families and friends, vendors and the local communities to raise monies for the Illinois chapter of the Leukemia & Lymphoma Society through the organization’s Man & Woman of the Year Campaign. Sysmex associate Jill Pontillo served as Sysmex’s Woman of the Year Candidate and was partnered with Hannah, a 5-year old lymphocytic leukemia patient in remission.

Ralph Taylor, Executive VP, Marketing, Sysmex America and Hisashi Ietsugu, President and CEO, Sysmex Corporation present a representative from the Georgia Chapter of Leukemia and Lymphoma Society with a check.

Jill Pontillo and Hannah dancing at the Man and Woman of the Year event.
and the Illinois chapter’s Girl of the Year. $107,678 was raised for the Illinois LLS Chapter— the highest corporate amount ever raised for the chapter, making Jill the Woman of the Year winner. Due to the efforts of all, Sysmex America was also awarded the Citizenship Award during LLS’s Grand Finale.

According to Jill, “I suffered through the loss of my sister to cancer. As such, I felt a need to find one controllable aspect amidst the cancerous chaos. I wanted to do something to fight back. The LLS Woman of the Year campaign fundraiser gave me a way to do that. Through this process, I was also able to establish meaningful connections with individuals whose lives had been touched by cancer or by those who desired to lend support. I’m truly grateful to all who made Sysmex America’s fundraising effort for LLS such a successful one.”

The Leukemia & Lymphoma Society® (LLS) is the world’s largest voluntary health agency dedicated to blood cancer. The LLS mission is to cure leukemia, lymphoma, Hodgkin’s disease and myeloma, and improve the quality of life of patients and their families. LLS funds lifesaving blood cancer research around the world and provides free information and support services.

Founded in 1949 and headquartered in White Plains, NY, LLS has chapters throughout the United States and Canada. To learn more, visit www.LLS.org or contact the Information Resource Center at (800) 955-4572, Monday through Friday, 9 a.m. to 6 p.m. ET.
Sysmex Advanced Clinical Parameters Take Center Stage in Latin America & the Caribbean

Costa Rica

Ian Giles, M.D., Director of Scientific Affairs, Sysmex America, presented published clinical studies to the Costa Rican Department of Social Security about Sysmex advanced clinical parameters used in pharmacology, in the development of The National Kidney Foundation’s Disease Outcomes Quality Initiative (KDOQI) guidelines and in pre-trial studies. Dr. Giles’ presentation included a detailed look at Sysmex methods and reagent systems. The recent studies done on usage and application of the advanced clinical parameters Reticulocyte Hemoglobin, Immature Platelet Fraction and Immature Granulocytes were also highlighted in the presentation.

Ecuador

Dr. Giles presented his lecture about Sysmex advanced clinical parameters to José Carrasco Arteaga Hospital, Carlos Andrade Marín Hospital and Interlab Laboratory followed by a meeting and presentation to Dr. Francisco Cevallos, the newly-elected president of the Hematology Society Ecuador. As an employee of the Metropolitan Hospital in Quito, Dr. Nicolás Jara spoke about their implementation of Sysmex’s advanced clinical parameters in their clinical laboratory routine. On that same day Dr. Jara was elected as the Vice Minister of Health for Ecuador and has already begun proposing the use of Sysmex instruments in government laboratories with tenders in process.

Puerto Rico

Sysmex’s first users’ meeting in Puerto Rico also served as a venue for Dr. Giles’ advanced clinical parameters presentation. In addition to this topic, the forty physicians and others attending the meeting were provided information about continuing education credits as presented by the Medical Technology Association of Puerto Rico.

 Sysmex-sponsored Scientific Sessions Draw Hundreds

As a major sponsor for Latin America’s largest clinical analysis conference, Sysmex Latin America organized and facilitated lectures for more than 800 participants, who were attending the Congresso Brasileiro de Análises Clínicas (CBAC) conference in Curitiba, Brazil. The Sysmex exhibit booth showcased the CellaVision® DM96, the Sysmex XT-4000i and the Sysmex XS-1000i™ Automated Hematology Analyzers. Post conference, more than 1,200 clinical laboratory professionals gathered at the convention’s plenary room for a networking event hosted by Sysmex Latin America.

 Sysmex Latin America & the Caribbean Launch Webinars in Mexico

Sysmex’s Spanish-language webinars were launched during the company’s 2011 users’ meeting in Mexico City promoting scientific exchange among clinical laboratory specialists. The webinar titled, “The Power of the RBC Indices – Letting Go of the Rules of Three” was followed by lectures from Sysmex representatives Elsa Sanchez, Sysmex Application Manager; Jessica Ovalle, Sysmex Application Specialist; and Raul Nieto, consultant. Sysmex’s Spanish-language webinars will be used to provide continuing education credits for members of the Clinical Chemistry College in Mexico.

Disclaimers

Photos are courtesy of Sysmex Americas.

Leonardo Amaral, Victor Acevedo, Liliana Salazar, Elsa Sanchez, Jessica Ovalle and Raul Nieto

Dr. Ian Giles and Dr. Nicolas Jara, Vice Minister of Health, during the speech in Metropolitano Hospital in Quito, Ecuador
Sysmex America Honored for Operational Excellence

Sysmex America, Inc. has been awarded its fifth Premier Pinnacle Award for operational excellence by the Premier healthcare alliance. Since the award program’s inception in 2006, Sysmex America is the only Premier-contracted hematology vendor to ever win the Pinnacle Award. “It is imperative for hospitals to operate in the highest quality environment at the best possible cost and Sysmex America has been able to support alliance members in doing so,” said Mike Alkire, Premier Purchasing Partners president. “We’re proud to recognize them as a top performing organization.”

Premier Pinnacle Award winners are recognized for their outstanding management of Premier agreements and their drive toward the mutual goal of providing clinical and financial value to the alliance members of Premier. Premier has contracts with more than 800 suppliers and Sysmex America is one of 39 contracted suppliers to receive the Pinnacle Award.

“Sysmex America’s employees and board of directors are honored to receive our fifth Pinnacle Award from the Premier healthcare alliance. It has been a privilege to work with Premier’s members over the years. It is particularly gratifying to know we are meeting their expectations for performance and customer service. We trust that we will continue to be a valuable partner to the Premier healthcare alliance as they lead the transformation to high quality, cost-effective care,” said John Kershaw, President and CEO, Sysmex America, Inc.

Bonnie Streeter, MSA, MT (ASCP) SH, DLM, Corporate Accounts Executive, Sysmex America, accepted the award on behalf of Sysmex America at the 2011 Annual Breakthroughs Conference and Exhibition in Nashville, Tennessee June 15.

Premier is a performance improvement alliance of more than 2,500 U.S. hospitals and 75,000-plus other healthcare sites using the power of collaboration to lead the transformation to high quality, cost-effective care.

AACC 2011

Sysmex exhibited at the AACC/ASCLS 2011 Clinical Lab Expo held July 26 - 28. More than 17,000 people converged on the World Congress Center in Atlanta Georgia to see the latest offerings of clinical laboratory products and services. Sysmex showcased its Cell Imaging Analysis Portfolio, including the new MEDICA® EasyCell Remote. The new Sysmex WAM Select and the latest version of Sysmex WAM™ Decision Support Software for the Clinical Hematology Laboratory were also shown. The broad portfolio of Sysmex automated solutions exhibited at the CLE included the Sysmex hematology analyzers and the Sysmex UF-1000i™ Automated Urine Particle Analyzer.
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Sysmex WAM V.4.0 – Virtual Training Assists with User Education

Sysmex America Debuts New Products

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Advancing Healthcare Through Product Development

Where No Roads Lead: A Perfect Fit for the pcoH-100!