

# Birth Tissue Donation

**Tamara Smolic**

*Birth Tissue Coordinator*

*Donor Network of Arizona*



®

**DONOR**  
NETWORK OF ARIZONA

A Donate Life Organization

# Who we are ...

Donor Network of Arizona begins as Arizona Organ and Tissue Bank (AOTB)

1986

AOTB becomes a community based, independent organization

AOTB becomes full service with the addition of ocular recovery. We become Donor Network of Arizona

1992

1993

Acquire Lyons Eye Bank, making us the only ocular recovery organization in the state of Arizona

1995

Incorporate an Immunogenetics laboratory

1997

First Full year offering Birth Tissue Donation

2019

DNA now serves the entire state of Arizona

Today



## Why?

- Extension of our mission to save and heal lives through donation
- Continue to support our community
  - Advancements in tissue applications
- Allow mothers/families to donate a gift that would otherwise be discarded
- Create a culture of donation that spans one's lifetime

**Ja'Leisa White-Newhouse**  
*Birth Tissue Donor*

**Da'Kota Washington**  
*Newborn*



# How?

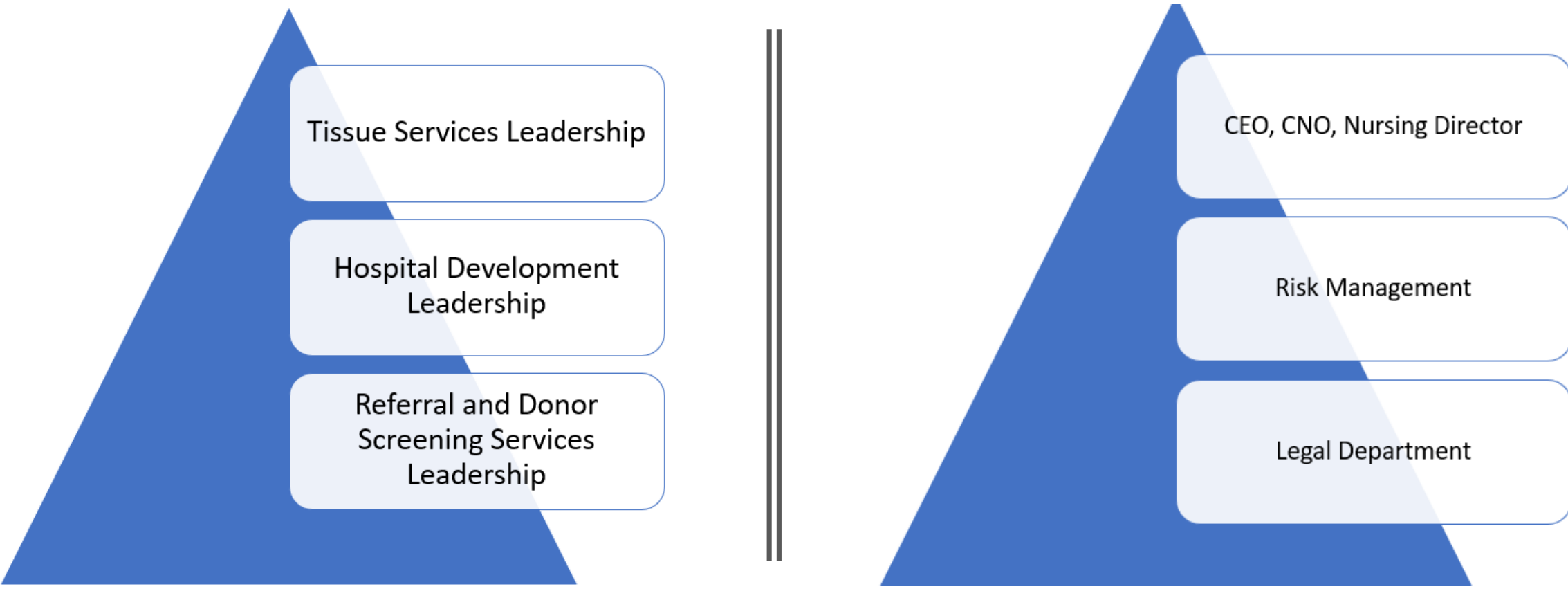
- Built off long standing hospital relationships
- Gain support from executive level leadership
- Develop relationships with OBGYN practitioners
- Public Education / Events / Social Media





# Key Players

## Donor Network of Arizona/Hospital



The diagram consists of two blue triangles pointing upwards, separated by a vertical double line. Each triangle contains three white rounded rectangular boxes stacked vertically. The left triangle lists roles related to tissue services and hospital development, while the right triangle lists roles related to hospital leadership, risk management, and legal services.

Tissue Services Leadership

Hospital Development  
Leadership

Referral and Donor  
Screening Services  
Leadership

CEO, CNO, Nursing Director

Risk Management

Legal Department



# Challenges

- Referrals
  - lack of consistency
- Awareness
- Internal mindset
- Demographics do not determine success
- COVID-19

# Successes

- Acquisition agreements with two major hospital systems in Arizona
- First acquisition within 3 months of hospital agreements
- Relationships with key partners in hospital and OBGYN offices
- Flexibility to evolve our initial approach to the donation conversation
- Expanded donation options for families







# Thank you.

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# AlloSource Placenta Donation Program

Jami Otis – AlloSource Donor Records Training Manager



# Overview:

- Background
- Demographic Information
- Birth Tissue Program
- Key Players
- Successes/Accomplishments
- Hiccups/Failures

# Background



## AlloSource – A Company Doing More With Life

Mission: Inspired by the gift of donation from our communities, AlloSource responsibly provides innovative cellular and tissue allografts to advance patient healing

Vision: Leading the way in cellular and tissue therapies

- Non-profit organization located in Centennial, CO
- 25 years in operation
- 450+ employees
- 365 days of operation
- 37 ISO classified clean rooms
- Partner with OPOs
- FDA registered
- AATB accredited



## Demographic Information

- We currently have agreements with 8 hospitals
- 2020 – 417 donors and still counting
- 2019 – 500 donors
- 2018 – 105 donors
- In the process of setting up 2 more hospitals

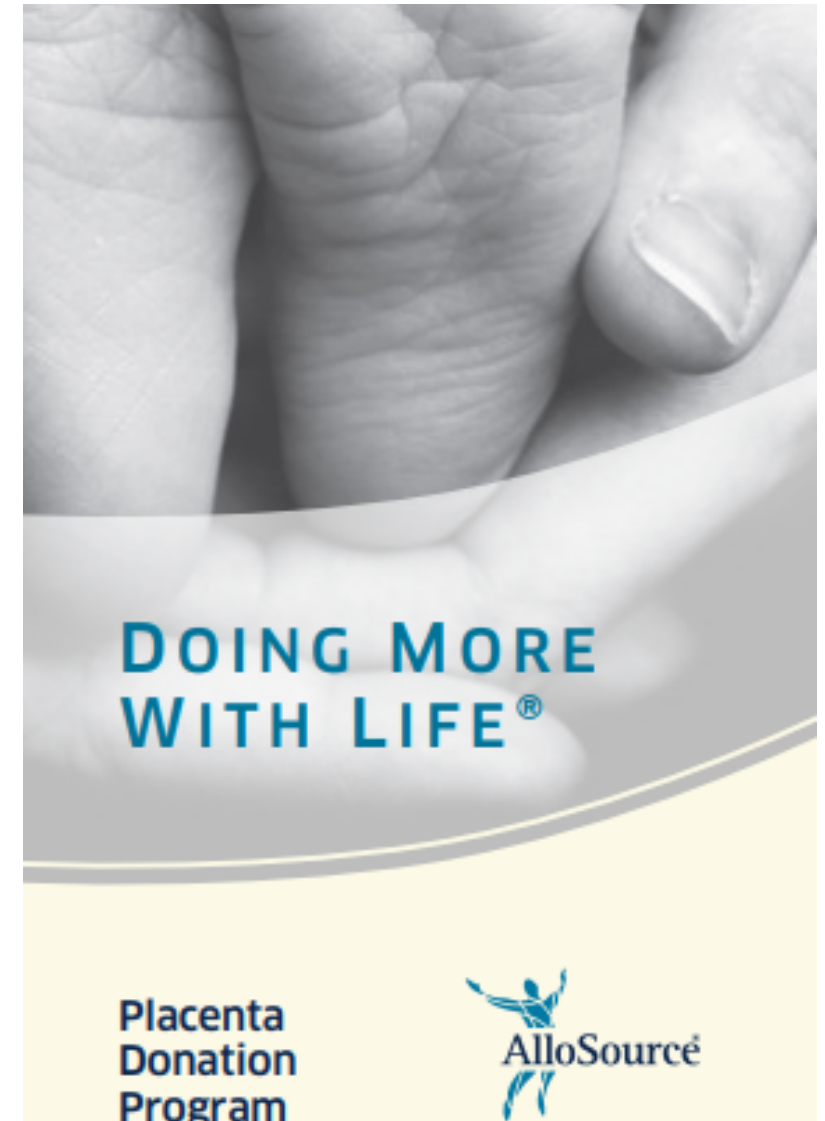


# Birth Tissue Program

AlloSource started processing birth tissue in 2010

We started our own birth tissue program in 2018

Consistency of supply and interest from local expectant mothers





# Key Players



## Successes/ Accomplishments

1

Set up program based  
on the hospital

2

Work with hospital  
staff

- COVID
- Changes in procedures
- Referrals



Hiccups/  
Failures

1

Hospital agreements  
and startup at  
hospitals

2

Training/Start up



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