





IMPLEMENTATION

Wyndgate Technologies® is committed to provide the highest quality implementation, training and support services to its clients. Backed by proven methodologies and expert personnel, Wyndgate Technologies' step-by-step implementation and product validation process ensure that SafeTrace Tx™ can be seamlessly integrated into any existing client operation.

Wyndgate Technologies' experience in implementing SafeTrace® products in blood centers of all sizes helps to assure customers a smooth, trouble-free installation. Clients are encouraged to assign their own project manager and experts from their organization to a dedicated Project Team, which is essential to a successful, on-time implementation. A client may also contract with Wyndgate Technologies for a project manager, who can help coordinate and utilize a full range of resources for the system implementation.

To assist the team and facilitate the implementation process, Wyndgate Technologies' Client Services Department offers a broad array of consulting services – delivered by professionals with both the clinical and systems experience to manage highly complex projects in healthcare settings. These services include:

- Total project management
- Application support
- System integration
- Validation assistance
- Training

Wyndgate Technologies, above all, is committed to delivering on-time implementations that exceed client expectations. To that end, Wyndgate Technologies remains an active and attentive partner throughout the implementation process. Wyndgate Technologies' personnel take special pride in their ability to supply customers with virtually any resource they need to get SafeTrace Tx live and fully operational.

SafeTrace Tx is also supported by a 24-hour-a-day/7 day a week Customer Support Center and a comprehensive online help feature that is unique to the industry.

As part of Wyndgate Technologies' commitment to maintain quality products and services, our proactive "Voice-of-the-Customer™" program provides a dynamic forum for customer input and timely follow-up to problems and suggestions.

SafeTrace Tx
PEACE OF MIND SOFTWARE.™

WYNDGATE TECHNOLOGIES®

A Division of Global Med Technologies,™ Inc.

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e-mail: info@wyndgate.com www.wyndgate.com



WYNDGATE TECHNOLOGIES®

Wyndgate Technologies and its parent company, Global Med Technologies™, Inc., are medical information technology companies providing information management software products and services to the blood bank industry. Wyndgate Technologies, which was founded in 1984 in Sacramento, California, exclusively designs, develops, markets and supports blood bank management information systems and services for blood centers and hospitals worldwide.

Wyndgate Technologies' initial product was a student information system (SIS), which is still used at a number of universities. The success of that product, and the company's reputation for quality, prompted a consortium of eight California blood centers to ask for Wyndgate Technologies' help in developing an information tracking and management system for blood banking. The result is SafeTrace®, a leading-edge blood bank management information system to support blood center operations, and SafeTrace Tx®, an innovative,

Windows®-based transfusion management software product that supports hospital blood banks and Centralized Transfusion Services (CTS).

SafeTrace products have been co-designed by customers. Indeed, the input of more than 300 blood banking professionals honed SafeTrace into a comprehensive, benefits-driven system which is helping users ensure the safety and effectiveness of blood products administered to patients. SafeTrace products are helping blood centers and hospitals meet strict U.S. Food and Drug Administration (FDA) regulations governing blood product collection and manufacturing.

Wyndgate Technologies' products (SafeTrace and SafeTrace Tx) have become the new standard for blood bank management information systems. These systems are currently under contract for processing over 15% of the blood supply in the United States.

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SafeTrace®



PEACE OF MIND SOFTWARE™

THAT BRINGS POWER TO PEOPLE

The Standard in Blood Bank Information Systems

When we created SafeTrace® more than six years ago, we talked to more than 300 blood bank professionals just like you. We did a lot of listening. Today, more than 30 blood centers and 110 donor center sites have chosen SafeTrace, the most advanced blood management system available to blood centers and currently processing over 20% of the nation's blood supply.

SafeTrace is designed with open connectivity so that your investments are protected. You are assured that it will be compatible today and in the future. It also means you can be on-line quickly, and avoid technological obsolescence.

We listened to your needs and designed a product to help you meet today's and forthcoming compliance requirements and safety standards. We know you are under constant pressure to deliver the safest blood products possible and we know our system meets the needs of the blood centers, from the person making the donor appointments to the lab technologist. We created it to be flexible, functional and easily adaptable to standard operating procedures, as well as keeping it abreast of new emerging standards such as ISBT-128.

SafeTrace is a comprehensive, fully integrated management information system that is intended to help blood centers accurately and effectively conduct and manage their daily activities, including donor recruitment, donor management, laboratory, inventory/distribution, special procedures and billing.

Donor Recruitment & Management

SafeTrace is designed to help you be more efficient - from donor identification to telephone campaigns, appointment scheduling, and mobile drives. SafeTrace carefully manages records of donors' names and addresses, medical data and more. From call lists, you can easily access scheduling screens that show available resources at fixed sites or mobiles. With features like on-line duplicate donor searches and deferral database searches, you can have confidence in the fact that your records are accurate.

In addition, SafeTrace can help you identify the correct number of supplies (from bags to gloves to refreshments) for a mobile blood drive of any size.

Laboratory Management

If you work in a blood center laboratory, you can appreciate that SafeTrace has extensive label safety verification features, units linked to donors, unlimited test types, access to draw information, and statistical and production reporting. All this comes with the flexibility to begin processing units before or after the draw information is entered. SafeTrace also has features for those laboratories that perform testing for external clients.

Inventory and Distribution

SafeTrace was also designed to maintain a current inventory of all available products. It will help you maintain appropriate inventory levels, check the suitability of products, and efficiently fill distribution requests as they arrive.



"SafeTrace for Blood Donor Centers, and SafeTrace Tx™ for Hospital Blood Banks can assist blood bank services in increasing efficiency and patient safety, while decreasing blood waste and blood costs. This is the future of blood inventory management, testing and supply in this country"

Mark Thompson – Bonfils Blood Center

Billing Requirements

Our billing module allows you to invoice customers, implement customized pricing and billing systems, and keep close track of financial information for management control. We can integrate with your financial system and help you categorize payment arrangements.

*patents pending



Special Procedures

SafeTrace can help you provide a variety of special procedures for your donors and recipients including, autologous, directed and therapeutic donations, and special HLA or red blood special HLA or red blood cell phenotype requests. SafeTrace can register patients and track blood requirements for surgery, and manage autologous requests. It can help you create designated donor lists for special procedures while keeping track of fees and insurance information.

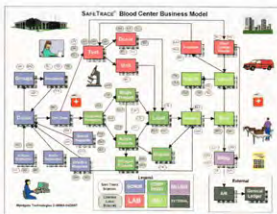
vein-to-vein™

The integration of SafeTrace and SafeTrace Tx™ for transfusion services has created the industry's most sophisticated and reliable system for tracking and managing the entire blood transfusion cycle — from the recruitment of donors to the transfusion of the product into the patient. Indeed, by helping to reduce the risks associated with patient misidentification and product mislabeling, vein-to-vein technology offers the blood banking community the opportunity to positively impact the quality of patient care.

Centralized Transfusion Services

With the ability to manage the operations of multi-site and multi-facility enterprises, the combination of SafeTrace and SafeTrace Tx offers the capability to implement a centralized transfusion service (CTS).

A CTS can enable you to more efficiently maximize inventory usage while reducing transfusion costs through implementation of Electronic Crossmatching.



SafeTrace has been designed to effectively manage daily blood center operations.

Implementation and Support

We even designed the best in implementation and support services. At Wyndgate Technologies, our commitment is to work with you for the long term as a team. We and our recommended partners offer a full range of services including project management, installation, system integration, data conversion assistance, training, and validation assistance.

We provide support to our clients 24 hours a day, 7 days a week, staffed by dedicated personnel, all of whom are medical technologists and information systems specialists who have the expertise and experience necessary to provide high quality customer service and support. So no matter when you have a question, we'll be there to help you out.



A comprehensive implementation plan is created for each client to enable accurate tracking and management of each step of the process.

Contact Us

To find out how SafeTrace can help you meet all of your requirements, contact us at:

1-800-WYNDGATE
1-916-404-8484 (fax)
info@wyndgate.com (email)

Visit our website at www.wyndgate.com

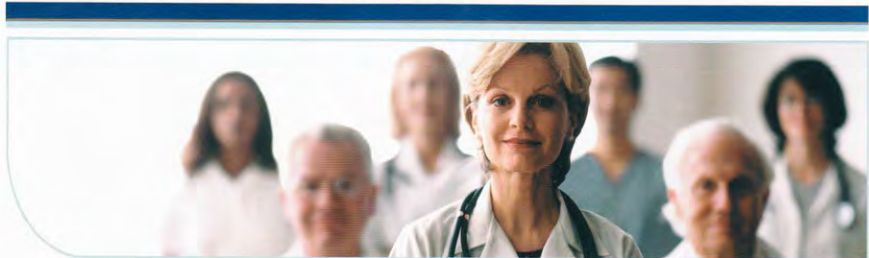
We'll show you what good listening and good technology can bring together.





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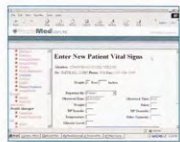
*The Health Insurers' solution for early intervention
in Chronic Disease Management.*



eHealth for an eWorldTM

The PeopleMed Advantage

PeopleMed.com provides managed care organizations with the latest advancement in chronic disease management systems, combining the connectivity and cost benefits of an Internet-based system, with electronic access to patient clinical information, and proven DM protocols from recognized leaders in disease management.



PeopleMed.com is a high performance, e-Health Internet solution that meets a challenging goal: To provide managed care organizations with a system that focuses on prevention and

long-term management of the symptoms and causes of chronic illnesses.

PeopleMed.com meets this goal by:

- (1) Consolidating and actively monitoring all the disparate sources of patient-specific clinical information on a real-time basis.
- (2) Providing care managers with leading disease management protocols to optimize outcomes.
- (3) Providing relevant information in a concise view to a case manager to manage the patient encounter. The result is early intervention to avoid costly hospitalizations, increased quality of care and quality of life for the patient.

It's an advantage only PeopleMed offers



eHealth for an eWorld™



Manage multiple chronic diseases and comorbidities

- Customized patient centric encounters
- Proven DM protocols from recognized leaders
- HEDIS reporting
- Manage comorbidities as one complex disease
- Optimize decision making

PeopleMed.com empowers your case managers to deliver on the promise of effective disease management, while enhancing the quality of care for your patients.



The health insurers' alternative to the costly outsourcing of disease management

- Control your own disease management program
- Continuously monitor patient clinical information
- Manage multiple chronic diseases and comorbidities
- Implement leading disease management protocols*
- Coordinate well-patient care programs and HEDIS reporting
- Monitor large patient populations
- Decrease costly overutilization of services
- Leverage case management workloads, supporting 10-20 times more patients

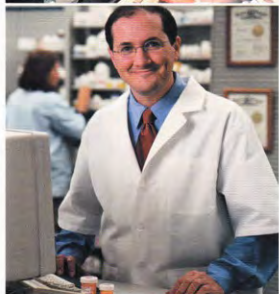
** (e.g., Asthma and COPD protocols from National Jewish Medical and Research Center.)*



Continuously monitor patient clinical information

- Laboratory
- Pharmacy
- Claims and eligibility
- In-home monitoring
- Patient encounters
- Assessment questionnaires
- Physician updates

PeopleMed.com coordinates the timely collection of disparate sources of information enabling your case managers to focus on coordinating interventions.



PeopleMed's Sophisticated ASP Solution

The PeopleMed system utilizes the Internet to establish connectivity, bringing together disparate systems, rather than replacing them.

This nimble approach allows the deployment of PeopleMed without the capital investment and IT infrastructure that typifies the traditional system. This approach also supports a rapid implementation and deployment of the system, that in most cases, utilize the existing PC platforms already in place. Combined with a billing structure that is based on per member, per month (PMPM), prospective clients of PeopleMed do not have the significant capital expenditures associated with the deployment of other disease management solutions.



PeopleMed utilizes 128-bit encryption to insure data security.

Everyone Benefits

PeopleMed.com is positioned at the crossroads of healthcare. We are uniquely positioned to bring together the islands of care typically represented by the payor, patient, and physician. This combination improves patient care and saves countless dollars in expenses.

Here's how:

PAYORS

Decrease unneeded hospitalizations, emergency room visits and unscheduled physician visits.

Monitor large patient populations.

Manage multiple chronic diseases.

Coordinate preventative and well patient care programs.

Develop your own internal disease management program - no outsourcing.

PHYSICIANS

Assimilate patient clinical information.

Make better clinical decisions in less time.

Respond to timely alerts with true action items.

Coordinate relevant patient information. *(Other physician-ordered lab tests, prescriptions, etc.)*

Improve quality of care and patient satisfaction.

PATIENTS

Enhances quality of care.

Improves overall communication.

Provides prescription compliance reminders.

Promotes proactive involvement in the disease process.

Encourages learning and education reinforcement.

What are your Operational Needs?

A solution that benefits everyone

You evaluate your institution from the ground floor up. You strive for quality care, economic efficiency and a high degree of satisfaction among patients, providers, members and employers.

When you can reduce operating costs while improving the quality of medical care, everyone wins. That's the idea behind the PeopleMed solution.



Is our system right for your institution?

The answer is a resounding "yes" if your main objective includes finding ways to:

- Effectively manage risks
- Significantly reduce expenditures
- Improve quality of patient care
- Create a positive image

Trends-The new millennium and health care

Life expectancy increases every year.

The number of people diagnosed with chronic diseases continues to grow.

The strain on providers and the escalating cost of healthcare services are worrisome.

The declining profitability of health plans is a major concern.

Negative public image plaguing managed care companies.

THE GOOD NEWS

These are some of the issues we embrace at PeopleMed.com.

Our system establishes an opportunity to turn potentially devastating trends in patient care into positive developments for everyone involved.

It begins with your decision to invest in the PeopleMed.com solution.



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SafeTrace **Tx**™



PEACE OF MIND SOFTWARE™

THAT BRINGS POWER TO PEOPLE

Breaking New Ground In Transfusion Systems

As we all know, there is no margin for error when it comes to blood transfusion. To help prevent the release of unsafe, unsuitable or ineffective blood products to patients, reliable and technologically astute control is required to manage an avalanche of information.

A new system from Wyndgate Technologies – SAFETRACE™ – is a robust, innovative, Windows® NT/95/98 graphical hospital transfusion software product responding to a substantial market need.

SAFETRACE™ is indeed a quantum leap for hospitals and centralized transfusion services. It is a high performance, feature-rich management information system that helps to ensure the safety and effectiveness of blood products administered to patients.

Most currently marketed products rely on flags, alerts and manual user intervention to avoid errors.

SAFETRACE™ – which was developed in collaboration with The Institute for Transfusion Medicine in Pittsburgh, Pennsylvania, a world leader in centralized transfusion services – relies on a Windows®-based graphical user interface, client-server technology, electronic or serologic crossmatch, and much more, to give you greatly enhanced control over the blood transfusion process.

The bottom line? SAFETRACE™ software helps to demonstrably increase the standard of care for patients, while providing you with additional peace of mind.

Superior Features and Functionality

SAFETRACE™ was developed by Wyndgate Technologies, the leading manufacturer of transfusion medicine software, to meet a full range of customer needs. More specifically, this robust software helps hospital blood banks and transfusion services effectively manage patient blood orders, blood product inventory and billing. In addition, SAFETRACE™ carefully tracks blood products from the time they are received in inventory to the time they are transfused, or returned to a supplying blood center.

At each step of the way, patient safety and audit tracking are our highest priorities. User and system-defined parameters ensure that only those products suitable for the patient are issued for transfusion.

SAFETRACE™ is designed for both the present and the future through a wide bandwidth of powerful features and benefits, like the following:

- Graphical user interface, which offers the full functionality of Windows®, including multitasking (which lets you continue to crossmatch patients for next-day surgery, for example, while handling a stat blood order for a new arrival at the Emergency Department) and a generous array of easy-navigation tools.
- Client server architecture written in Delphi, which helps minimize equipment investment by supporting a standard, low-cost hardware platform.
- Engineered to support Health Level 7 (HL-7) compliant interfaces, allowing for the open exchange of orders, test results and other patient demographic information with external information systems.

The screenshot shows a Windows-style application window titled 'SAFETRACE'. It contains several data entry fields and a table. At the top, it displays 'Patient ID: 001', 'Name: J. Jones', and 'Hospital ID: 001'. Below this are fields for 'Last Name', 'First Name', 'Middle', 'Suffix', 'Prefix', and 'Initials'. A section labeled 'Blood' includes fields for 'Blood Type', 'ABO', 'Rh', 'Volume', and 'No. of Packages'. A 'General Info' section contains 'Admission Date', 'Discharge Date', 'Admission Room', 'Room', 'Department', and 'Outpatient Unit'. A 'Patient' section includes 'Patient Name', 'MRN', 'Patient Location', and 'Account No.'. At the bottom, there is a table with columns for 'ID', 'Date Recd', 'Date Exp', and 'Comments'. The status bar at the bottom of the window reads 'S c x a d a b y O Pos 01/28/1999 r'.

SAFETRACE™ is designed for speed and convenience, as the system's At-A-Glance™ feature neatly illustrates. All patient-critical information relative to a transfusion is in one place and readily accessible through a single panel of point-and-click buttons. Does the patient have special needs? Is there a history of transfusion reactions? Is the patient's specimen current? Users can get instant answers from the At-A-Glance bar, which is displayed on every mission-critical window of SAFETRACE™.



- ISBT 128 compliant, providing full support for the International Council for Commonality in Blood Banking Automation (ICCBBA) consensus standard for code 128 uniform labeling of blood products.
- Extensive testing options, including electronic and serologic crossmatch capabilities to ensure full patient-blood component compatibility.
- Comprehensive sets of standard and customized reports, providing meaningful data that allow you to manage your transfusion system in the most efficient and cost-effective manner.
- Extensive help feature with complete documentation that allows fast and convenient on-line resolution of system queries and problems.

SAFE TRACE Tx: Where Technology Is Headed

Clearly, SAFE TRACE Tx is a system based on where transfusion management and technology are headed. It not only provides the features that enable you to excel in your current operating environment, but embraces functionality that will be critical to the industry – and your business – in the future, such as centralized transfusion services.

With the introduction of SAFE TRACE Tx, Wyndgate Technologies now offers two complementary software systems for the transfusion process: SAFE TRACE® for donor centers and SAFE TRACE Tx for transfusion services. When interfaced, SAFE TRACE and SAFE TRACE Tx support vein-to-vein™ blood transfusion management. For customers worldwide, this means a complete suite of state-of-the-art services to reliably manage and track blood products – from donor collection to patient transfusion.

At Wyndgate, People Helping People

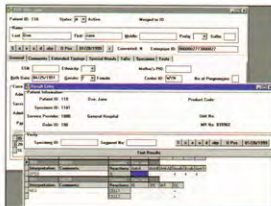
When you're considering a major software purchase, the quality of the product is only one consideration. The dedication and skills of the vendor are just as critical.

At Wyndgate Technologies, people and partners are the other half of the SAFE TRACE Tx story. When you purchase an advanced Wyndgate system, you acquire the implementation, training and ongoing support services needed to help ensure a positive and successful user experience. Powering this high level of support is an experienced and dedicated team of blood center and transfusion software professionals, a 24-hour-a-day Customer Support Center, and a comprehensive, on-line help feature that few other products can begin to match.

Above all, Wyndgate Technologies and your Wyndgate vendor partners are people you know and can trust. They are acknowledged experts in their respective fields. Their service and support help guide the process that seamlessly interlaces the SAFE TRACE Tx software to your existing systems, to fully meet your performance expectations.

Teamwork is the centerpiece of our support effort. Upon purchasing a system every client is partnered with a project manager, who ensures that the full range of company resources is focused on as trouble-free an implementation as possible. That manager sets the tone for the kind of uncompromising service and attention to detail you can expect thereafter from Wyndgate Technologies.

After all, we're part of the same team with a common goal: ensuring your peace of mind through a system that delivers unsurpassed performance and reliability.



SAFE TRACE Tx has been organized into major modules by logical function groupings for greater efficiency in information retrieval, storage and overall workflow. The Results Entry window, for example, provides access to all the information you need to manage the selection, allocation, processing and testing of blood. Patient Profile contains the major functions needed to manage patient registration, records and specimens. Inventory Management lets you monitor and control the delivery, transfer and shipment of products and specimens.



True Windows functionality, including on-line help and multitasking, makes SAFE TRACE Tx easy to use and helps you to better organize and manage your workflow.



As Chairman and CEO of Global Med
Technologies and Wyndgate

Technologies, it is my job to ensure that our company not only offers outstanding products, but that our people deliver world-class service to our customers. You have my assurance that we will continue to be the leader in both product innovation and customer support in our field. We know that the successes of your business – and our business – depend on it.



Michael I. Ruxin, M.D.
Chairman and CEO
Global Med Technologies, Inc.



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VEIN-TO-VEIN™

The integration of SafeTrace®, and SafeTrace Tx™ has created the industry's most sophisticated and reliable systems for tracking and managing the entire blood transfusion cycle – from the recruitment of donors to the transfusion of the product into the patients.

Wyndgate Technologies® refers to this capability as vein-to-vein control which is helping hospitals and blood centers fulfill their regulatory requirements by providing a safety factor that sets a New Standard for Blood Information Systems. Indeed, by helping to reduce the risks associated with patient misidentification and product mistabeling, vein-to-vein control offers the blood banking community the opportunity to positively impact the quality of patient care.

Vein-to-vein relies on the seamless integration of the following software systems:

- SafeTrace – recognized as one of the most advanced blood management systems available to donor centers. The system tracks blood donors, deferrals, registrations, blood collection, laboratory testing, component manufacturing, labeling and distribution.
- SafeTrace Tx – a new standard for the effective handling of blood products by hospitals and transfusion services. SafeTrace Tx

continues the blood management process when blood is received by the laboratory. The system provides for the tracking and management of confirmation testing, electronic crossmatch testing, patient allocation, remote facility transfer, product issue and patient transfusion.

Used together, SafeTrace and SafeTrace Tx apply the same rigorous level of checking and validation at both ends of the blood management spectrum. By drawing on the advantages of both systems, vein-to-vein control can offer users potential cost-saving opportunities through enhanced productivity and reduced product wastage. In addition, the advanced tracking capabilities of the combined systems give hospitals and donor centers the ability to perform "look-backs" to determine the source of any tainted blood, then help ensure, through proper notifications, that the affected donors do not re-enter the blood collection system.

For customers worldwide, vein-to-vein control of the transfusion process is another clear-cut advantage of the SafeTrace system. It is one of the reasons why SafeTrace is currently being used to process over 15% of the blood supply in the United States.

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COMPATIBILITY TESTING

The mounting pressure on hospitals today to cut costs and improve the quality of care has made electronic compatibility testing more critical than ever to the blood management process. By providing an innovative approach to the electronic crossmatching of blood and blood products, SafeTrace Tx™ can help hospitals enhance patient care while better controlling operating expenses.

SafeTrace Tx sets a new standard for electronic compatibility testing in the marketplace. That's because SafeTrace Tx can:

- Eliminate manual intervention by fully automating the cross-matching process. This capability helps to reduce the risk of accidental release to a patient of incompatible blood. It also helps to minimize costs and improve efficiencies by reducing labor-intensive work and freeing technologists to focus on other areas of the blood management process.
- Perform electronic crossmatch on not just red blood cell-containing products, but all blood products, including platelet components and plasma components. In addition, compatibility testing is performed for every user-defined antigen and antibody. The chief benefit is a much more clinically accurate and patient specific compatibility test, which translates into safer blood for patient transfusion.
- Reduce the need to reserve crossmatched products prior to transfusion, thus curbing wastage and allowing for an almost immediate turnaround of blood when required. By giving users

greater timing flexibility, SafeTrace Tx helps them manage their inventories with greater effectiveness and precision. Costs and wastage can be reduced since components do not sit in a refrigerator awaiting transfusion while their shelf life decreases.

- Automatically determine which type of compatibility test – full antiglobulin, immediate spin or electronic – is required. This feature helps the technologist avoid performing needless tests.
- Remotely perform a crossmatch on products residing at any site. This is accomplished through SafeTrace Tx's unique component segment tracking and management features. These strengths help to control operational costs, since the most appropriate blood components residing at the patient's hospital can be quickly and efficiently matched to recipients.

SafeTrace Tx has other advanced features that can help to ensure the operating effectiveness of its compatibility testing functionality, including:

- Extensive compatibility logic routines which are customizable through user-definable tables. This permits users to define their own compatibility codes and associate each code with a specific product.
- Flexible table-driven implementation rules that can help enable users to comply with AABB standards. Table-based system design allows rapid adaptability.

SafeTraceTx
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CENTRALIZED TRANSFUSION SERVICE

Hospitals and blood centers can reap the greatest benefits from SafeTrace Tx™ when the system is deployed as part of a carefully coordinated Centralized Transfusion Service (CTS).

A CTS allows for the centralized management of all transfusion processes at multiple sites across a region, without the need to duplicate transfusion management services at each of those locations.

For blood bankers, a CTS can decrease the cost and waste of blood products through the sharing of information and processes, such as inventory data, patient special needs and transfusion instructions, electronic crossmatch and a central repository of patient antibodies. By standardizing processes, a CTS can also be used to improve efficiencies and enhance the safety of the community blood supply.

SafeTrace Tx is the enabling technology for a true Centralized Transfusion Service. Through its robust features and functionality, SafeTrace Tx supports the following CTS applications:

- *Full transfer and tracking capability.* SafeTrace Tx provides for the movement and tracking of blood products, derivatives, accessories and patient specimens within and between all transfusion service worksites associated with the CTS through the use of the product's Transfer Window. Instead of moving personnel to where the work is, a more cost-efficient movement of work to where the most employees are concentrated is facilitated.

- *Unique patient identifier.* Each patient is distinctly identified within the system regardless of the number of individual hospital identifiers that exist. This simplifies the recording of patient-product information – such as autologous/directed – and allows the use of a real-time patient checking algorithm to reduce or eliminate accidental duplicate patient records. That, in turn, reduces the need for time-consuming merges.
- *Remote product query, allocation and testing.* SafeTrace Tx promotes system-wide queries of product inventory, allowing users to search for products across the database and hold them for specific patients regardless of where the patient or product resides. The system also permits users to test remotely located products for compatibility with appropriate software controls to ensure that the selected product is properly identified.

Wyndgate Technologies® designed and developed the Centralized Transfusion Service application for SafeTrace Tx in partnership with The Institute For Transfusion Medicine (ITxM) in Pittsburgh, PA, a nationally recognized CTS leader. According to the April, 1997 *Healthcare Cost Reengineering Report™*, five large tertiary-care hospitals that exist as part of ITxM's Centralized Transfusion Service have seen their blood product expenses drop by about 20 percent over a two year period and they reduced blood consumption by 55 percent.

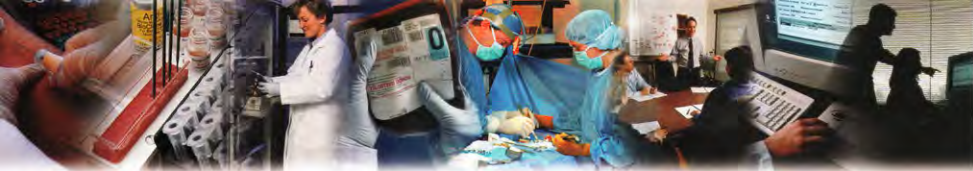
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TECHNOLOGY

SafeTrace Tx™ incorporates a robust set of technical features that provide unsurpassed ease of installation, operation and maintenance for hospital blood banks and centralized transfusion services. This state-of-the-art blood management system was developed by Wyndgate Technologies®, a leader in advanced systems and applications for the blood banking industry.

SafeTrace Tx is a client-server application that supports:

- Windows® 95/98
- Windows NT®

By operating in an open system, client-server environment, SafeTrace Tx protects the user's in-place investment, ensuring adaptability and portability of all equipment in virtually any laboratory setting. By supporting standard, low-cost hardware platforms, the client-server architecture can also accommodate future growth by making it easier and more economical to modify and upgrade systems.

SafeTrace Tx employs a Microsoft® Windows-based graphical user interface as the presentation layer. This application offers users the full functionality and advantages of a Windows environment, including:

- Multitasking, which allows simultaneous access to multiple documents. This capability may enable a hospital blood banker, for example, to crossmatch patients for next-day surgery while performing a STAT query on a patient who has just entered the ER.
- Easy navigation and shortcut features, such as immediate access to the previous four patients accessed, Rolodex tabs, resizable grids, and SafeTrace's "At-A-Glance™" bar which provides

patient-critical information on every major screen within the system via a panel of point-and-click buttons.

- Potentially reduced training time and cost resulting from the ease of getting employees up and running on the system.

Other major technical advantages of SafeTrace Tx include:

- Platform independence with respect to both hardware and operating systems, ensuring excellent interoperability.
- ISBT 128 compliance, providing full support for the International Council for Commonality in Blood Banking Automation (ICCBBA) consensus standards for code 128 uniform labeling of blood products.
- Support for industry standard interface protocols, including Health Level 7 (HL-7) allowing for the open exchange of orders, test results and other patient demographic information with external information systems.
- Oracle® database, providing the ability to do hot back-up and information replication in the event of a failure.
- Object oriented programming language, which provides a modular validation process requiring a minimum amount of time to perform system update validations if system features and functions change.
- Easy integration of the system into local area networks and wide area networks.
- Open database access enables use of off-the-shell query and report writer tools.

SafeTrace Tx
PEACE OF MIND SOFTWARE™

**WYNDGATE
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