



*CSM Consulting, LLC*

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[www.cellsmatter.com](http://www.cellsmatter.com)

### *Services For Collection Centers:*

We offer the following services “a la carte” or as a build-your-own project for us to assist you where needed.

1. Developing or optimizing:
  - a. Donor recruitment strategies.
  - b. Donor retention and stewardship strategies.
  - c. Donor database to help with recruitment and recall of cell therapy donors.
  - d. Study protocol and consent forms for IRB submission.
    - i. Assist with IRB submission.
  - e. Standard operating procedures and related forms.
2. Setting up laboratory for testing and processing products.
3. Training staff in all program areas.
4. Understanding and applying FACT and AABB Standards.
5. Understanding GTP/GMP-grade product needs.
6. Developing strategies for finding and connecting potential clients.
  - a. Connecting with companies
7. Helping develop special offerings:
  - a. Dedicated donor programs.
  - b. Specialized testing for donor screening.
  - c. Specialized product testing and processing.
8. Assisting quality teams:
  - a. Develop quality agreement template.
  - b. Prepare for vendor-supplier audits.
  - c. Provide audit support if needed.
9. Developing program to provide salvage blood products to research laboratories and cell therapy companies.
  - a. Buffy coats.
  - b. LRS chambers.
  - c. Whole blood-derived platelets and plasma.
  - d. Expired red blood cells.
10. Developing R&D program to manufacture ancillary materials derived from blood components to support cell growth and cell therapy manufacture.
11. Project management duties to oversee key program development.
12. Anything else you can think of →
  - a. If we can do it, we will help.
  - b. If we can't do it, we will help you find someone who can.