

WHY LEADING HEALTH SYSTEMS ARE PRIORITIZING BLOOD HEALTH

Patient Blood Management (PBM) improves performance across the entire health system:



Patients

- Fewer complications, infections, and readmissions
- Shorter hospital stays and safer care
- Reduce exposure to transfusion-related risks

Hospitals & Clinicians

- Improved surgical readiness and reduced practice variation
- Greater operational reliability and consistency
- Lower cost per case while protecting margin and capacity

Community & Trust

- Demonstrates a proactive, evidence-based approach to care
- Strengthens patient confidence and institutional credibility
- Supports reliable care delivery during shortages and system stress

GETTING STARTED

PBM requires alignment, leadership, and focus. High-performing systems begin with:

- Executive sponsorship
- Clinical leadership alignment
- A focused set of performance metrics
- Scalable governance

Learn more at:



sabm.org/exec-corner

EXECUTIVE PRINCIPLE

“PBM is about keeping the blood in the patient.”

Steve Frank, MD,
Johns Hopkins Medical
Institutions

The Exec Corner was made possible through the generous support of:

**Johnson & Johnson
MedTech**

© 2026 Society for the Advancement of Patient Blood Management

PATIENT BLOOD MANAGEMENT



A Strategic Lever for Healthcare System Performance

Improving outcomes.
Strengthening operations.
Delivering financial impact.



ALIGNED WITH HEALTH SYSTEM PRIORITIES



Quality & Patient Safety

Fewer complications.
Safer care.



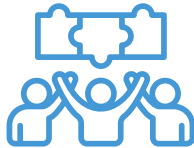
Financial Performance

Lower costs.
Higher ROI.



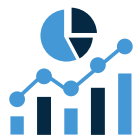
Operational Excellence

Better flow.
Fewer days.



Workforce & Culture

Aligned teams.
Less stress.



Digital & Data-Driven Care

Clearer data.
Smarter decisions.



Reputation, Trust & Patient Experience

Stronger trust.
Stronger community.

THE FINANCIAL IMPERATIVE

Across diverse health systems, PBM consistently delivers measurable clinical and financial impact:

- 20-40% reduction in transfusion use
- 20-60% reduction in major complications
- Shorter length of stay, increasing capacity without expansion
- Improved surgical throughput and resource utilization

Up to 7:1 return on investment
including avoided downstream costs

PBM reduces reliance on high-cost blood components (RBC units can exceed **\$1,200 per unit**), while enabling the development of new, evidence-based clinical services.

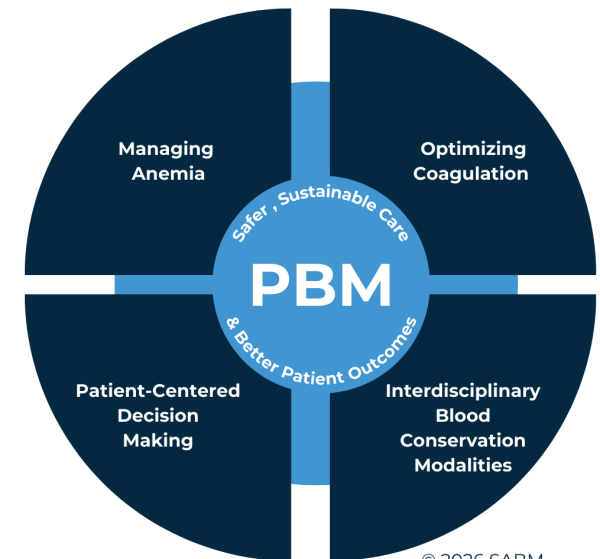
Most health systems report **\$2M-\$10M in annual savings**, with greater returns as programs mature.

Executive Takeaway

PBM improves care while strengthening margin; making it a true performance strategy, not a cost initiative.

HOW PBM WORKS

A proven, evidence-based framework embedded across the patient journey.



These interdependent domains enable:

- Better outcomes
- Lower risk
- Reduced cost
- Revenue generation opportunities

Governance Matters

PBM succeeds when embedded in clinical practice, aligned with quality leadership, and supported at the executive level.

PBM GLOBAL DEFINITION

Patient Blood Management is a patient-centered, systematic, evidence-based approach to improve patient outcomes by managing and preserving a patient's own blood, while promoting patient safety and empowerment.

Source: Shander A, et al. Anesth Analg 2022; 135(3): 476-488