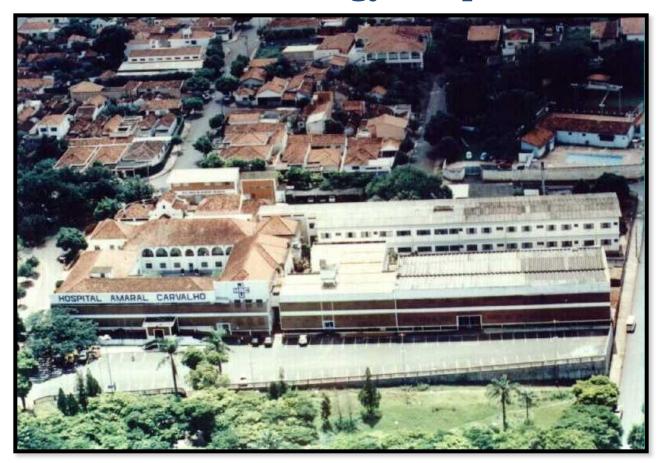
# Once upon a time, in a place, far, far away, there was an Oncology Hospital:



#### 1994

#### Philanthropic Foundation (not a university hospital)

- ☐ Priority: care of patients of the public health system;
- 200 beds predominantly surgical;
- □ Radiotherapy;
- ☐ Chemotherapy (400/months) 10% hematological-oncology;
- ☐ Blood Bank:
  - ✓ Not enough blood products;
  - ✓ Coordinated by the surgical area;
  - ✓ Serology laboratory at the city's health department, not at the hospital;

#### □<u>Goal:</u>

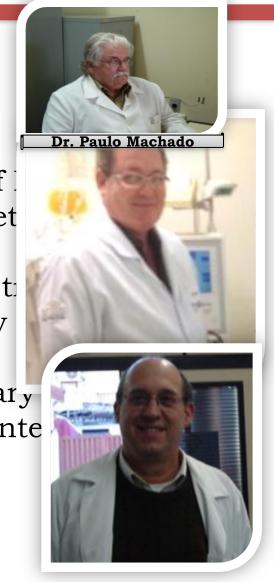
Develop Hematology/Hemotherapy; Find a solution to our patient's difficulties to HSCT;

#### □<u>Option:</u>

Develop HSCT program;

# **1994 – Strategy:**

- ☐ Cooperation with the Medical School of
  - ✓ Access to laboratories: Flow Cytomet Biology;
  - ✓ Botucatu Hematologist's Residents to
    - Embryo of the medical residency accreditated in 1996;
- ☐ Support from SP's State Health Secretary HAC Hematology and Hemotherapy Cente coordination of Dr. Marcos Mauad;



## 1994 – Development of Hemotherapy HAC:

- ✓ Increase number of blood products;
- ✓ Leucodepletion of blood products;
- ✓ Irradiation of blood products;
- ✓ Apheresis platelets;
- ✓ Labs;

# Hemonúcleo Regional de Jaú



- ✓ Serology Laboratory
- ✓ Immunehematology
- Cryopreservation Lab
- ✓ Fractionation Laboratory
- Apheresis















#### 1995 – We went to the Board of Directors:

□ We want to establish a SCT unit here



✓ Do

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✓ Do.



HAC for this

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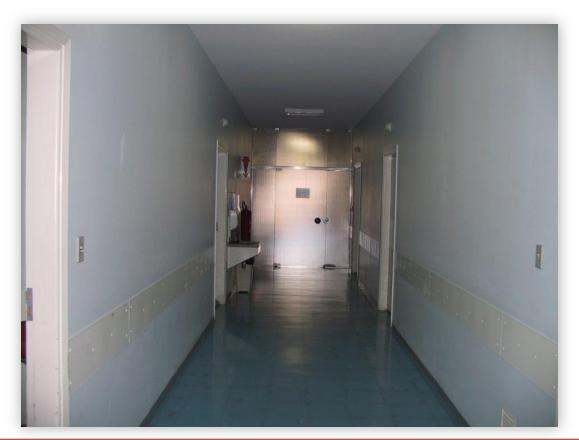






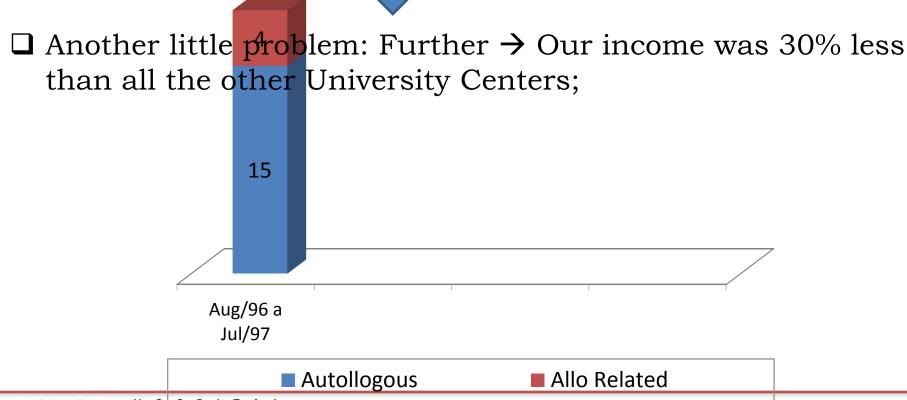


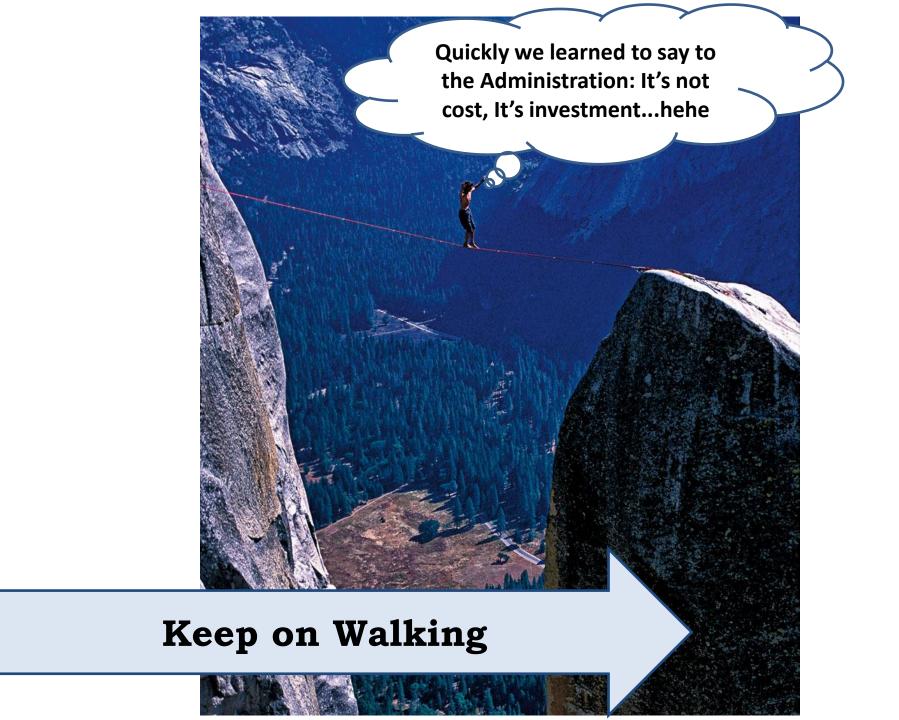
☐ Meanwhile, the hospital administration performed a renovation of the Unit at the end of the corridor, with a single isolation room without HEPA filter;



#### Development of a HSCT Program

☐ But there was a little problem: we did 19 procedures, 18 of them without reimbursement





#### Development of a HSCT Program

□ So... We did 19 procedures without reimbursement;



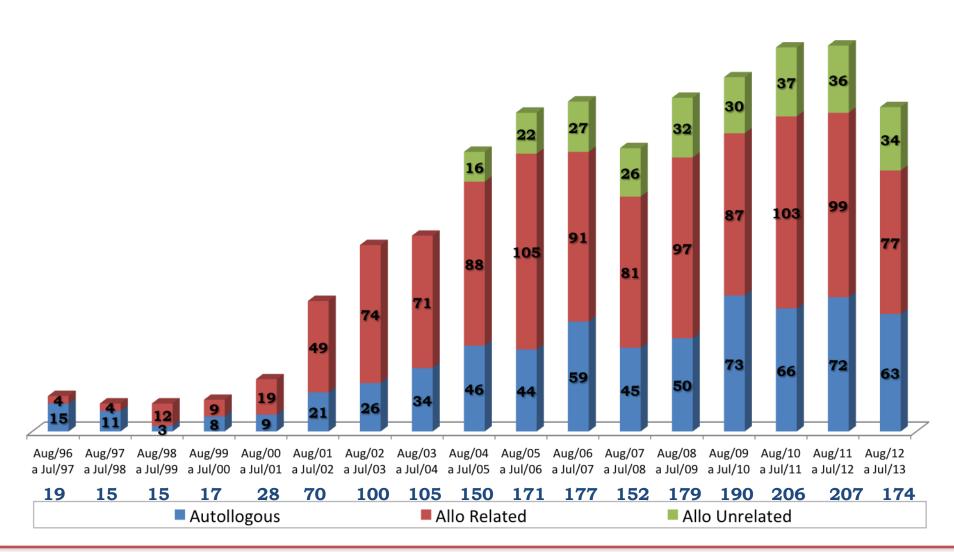
 $\Box$  Further  $\rightarrow$  Our income was 30% less than theirs;



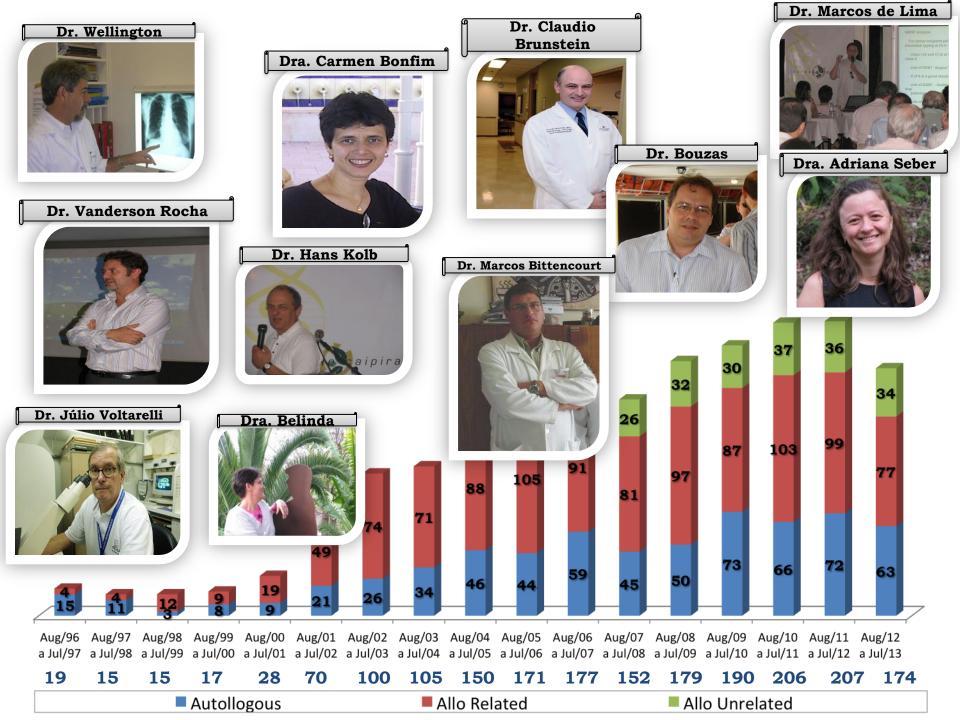
□ Finally in aug/2001  $\rightarrow$  Reimbursement: 100%;

## Team going forward

#### Established HSCT Program

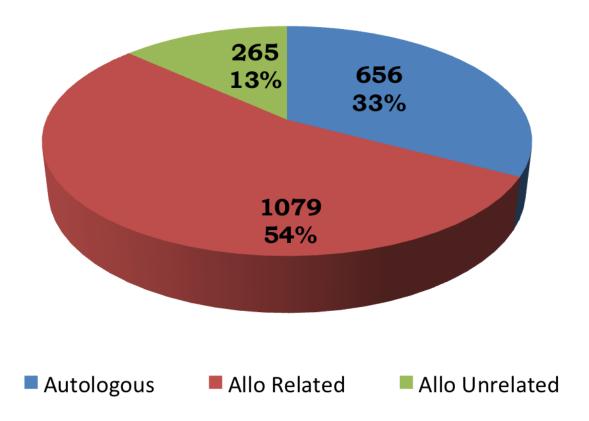






#### HSCT (n=2.000)

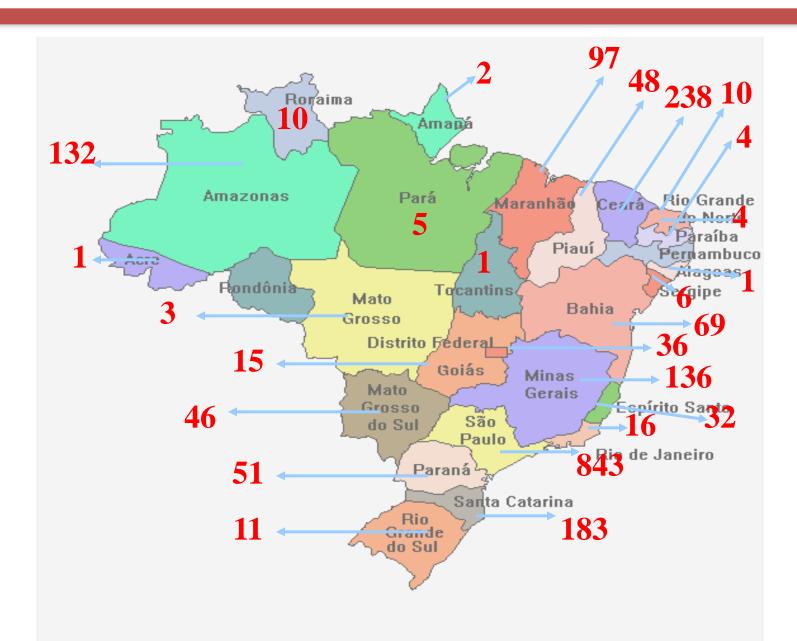
10/Aug/1996 - 09/Aug/2013





#### HSCT (n=2.000)

10/Aug/1996 - 09/Aug/2013









Dr. Mair August, 2000: Our data been presented for the first time during SBTMO/Curitiba



# "Dr. Mair Jaú is at the end of the World!"

(Odilio, 2005)

Jaú





























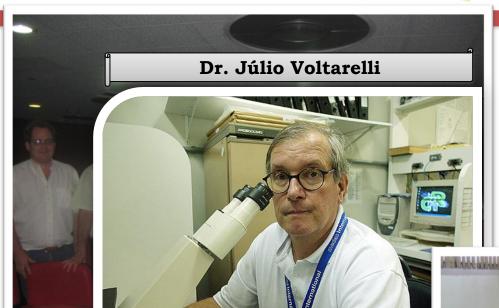












#### Dra. Belinda





# **Cooperations**





#### **GeDeco**











What you need to establish a SCT center?

Committed persons!!!!!