



# 1

## MANAGEMENT DESK

Dear Colleagues,

It is a pleasure to connect through our newsletter once again.

As we begin the new financial year we want to take a moment to reflect on the year that has passed and set the tone for the year ahead. We have taken you through the goals for the year with new targets that are challenging but we believe doable. We want to encourage each and every one of you to approach the coming year with a positive attitude and a determination to succeed. We are in this together, and we need to support each other every step of the way. We work together to save lives. This is a noble mission, and we must never lose sight of it. Let us all start the financial year with renewed energy and commitment. Together, we can achieve great things and make a real difference in the world.

Our newsletter gives us the opportunity to get connected with each other and read about our interesting experiences, challenges and the newsmakers.

Our new colleague Joana Vincy from the TCM team shares her experience of accomplishing the first collection while Sonali Bhandarkar takes us through what it means to do 6 collections in just one month. That's certainly a feat!

One of our colleagues, Nishanth Padmanabhan takes us through his experience of how teamwork is crucial for achieving success despite challenges. It's a testament to the power of collaboration and support within our team. Praveen Kumar and Amal P M make it to the Fan moment.

We want to thank all of our colleagues for sharing their impactful stories, making this edition a delightful read. It's through your efforts and passion that we continue to make a meaningful difference in the lives of those we serve.

**Claudia Rutt**  
Chief Financial Officer

**Sumati Misra**  
Head - Counseling and TCM

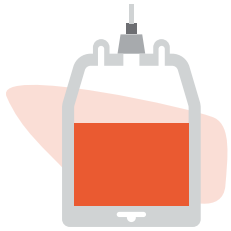
**Srinivasan Selvarajan**  
Associate Director



# 2

## NUMBERS THAT MATTER

### Collections



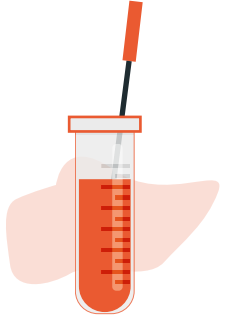
Jan 2023	Feb 2023
<b>12</b>	<b>14</b>
Mar 2023	Apr 2023
<b>18</b>	<b>16</b>

### Funds Received



Jan 2023	Feb 2023
<b>12,07,211</b>	<b>1,09,405</b>
Mar 2023	Apr 2023
<b>15,20,247</b>	<b>2,87,122</b>

### Verification Typing



Jan 2023	Feb 2023
<b>17</b>	<b>23</b>
Mar 2023	Apr 2023
<b>30</b>	<b>25</b>

### Search Request



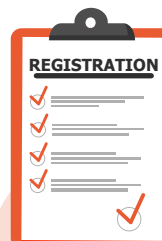
Jan 2023	Feb 2023
<b>229</b>	<b>192</b>
Mar 2023	Apr 2023
<b>242</b>	<b>206</b>

### Infectious Disease Marker



Jan 2023	Feb 2023
<b>11</b>	<b>26</b>
Mar 2023	Apr 2023
<b>23</b>	<b>13</b>

### Online Registrations



**12**  
**Online**  
**Registrations**  
**April 2023**

# 3

## ORGANISATION GOALS 2023-24

Head	Count / INR
Collections	204
Donor Recruitment	50,000
<i>Internal Funding</i>	<i>10,000</i>
<i>Funded Recruitment</i>	<i>40,000</i>
External funding (40K donors @ INR 2000/- each)	80,000,000

### Drive and Fundraising Targets

Region/Area	Total Recruitment	Sponsored through Collections	Fund raising to be done for DR	Total DR (Sponsored + Funded)
Tamil Nadu / Karnataka	9,000	1,800	2,000	3,800
AP/Telangana	8,000	1,600	1,000	2,600
Kerala and Maharashtra	18,000	3,600	2,000	5,600
North	15,000	3,000	2,000	5,000
Marcom		-	1,500	1,500
Volunteers		-	2,000	2,000
Patient Drives		-	2,000	2,000
Head office		-	2,500	2,500
Antony Nolan		-	3,333	3,333
<b>Additional donations – 20</b>			<b>5,000</b>	<b>5,000</b>
<b>Cost cutting</b>			<b>1,663</b>	<b>1,663</b>
<b>Total</b>	<b>50,000</b>	<b>10,000</b>	<b>24,996</b>	<b>34,996</b>

# 4

## MY FIRST COLLECTION: OVERCOMING CHALLENGES AND SAVING LIVES!



**By Joana Vincy Roy, Senior Associate - Transplant Centre Management.**

I joined DATRI in January 2023. I was new to this sector and thus needed to understand how this organisation works and my role in the Transplant Centre Management.

I went through the orientation and learned about the lifesaving mission of DATRI where successful collections were a measure of my deliverables. While initially I thought I would be able to grasp quickly and get down to business smoothly I soon realised that there were a lot of backend work that was challenging and I had to learn the tricks of the trade to ensure I deliver my work with perfection. The most crucial part of the collection process was counselling the donors and sustaining their willingness to donate until the actual date of donation.

I was delegated to work with a patient suffering from Chronic Myelogenous Leukaemia and coordinate the collection. In our registry we did not find a 10/10 matched donor for the patient and had 20 donors with 9/10 match. Out of the 20, three donors were identified for the donation. Two of the 9/10 match donors backed out and the third donor who agreed had a blood group that did not match with the patient's. Despite the mismatch, we were advised by the doctors to proceed with the agreed donor due to lack of options.

We had to re-counsel the donor as a few months had passed since he initially agreed, but fortunately, he remained positive and keen to donate. As this was a blood group mismatch and a 9/10 match, the TC proceeded with caution and requested a DSA (Donor Specific IgG HLA Antibodies Class I and II) test. The test report indicated minimal antibodies and a negligible chance of graft rejection. The TC requested me to proceed with the workup.

A date was fixed for the donor to undergo CT/IDMS/physical examination and master health check-up and all the tests were conducted. However, to our surprise, the CBC levels were abnormal with a very low WBC count, and variations were observed in the ECG report. Upon checking with the donor we learned that he had fever on the day of the health check-up. We conducted a repeat CBC check-up and the results were within the expected range, providing a sigh of relief.

To address the variations in the ECG report, the physician requested a HOLTER monitor test, 24-hour test where the donor was admitted and closely monitored. Finally, we obtained the final clearance from the physician, and the donor was all set for the blood stem cell collection. The donation was planned in the first week of April.

The donor started GCSF and on day 5 of GCSF, the PBSC collection (Femoral line) was completed in four hours. The product was hand-delivered to the BMT unit and cryopreserved with the transplant planned at the end of April. Since it was a femoral collection the donor was requested to stay overnight in the hospital. The next day the donor was fit and we had a small cake cutting ceremony and he expressed his joy of having gifted a life.

Throughout the entire process I kept the donor motivated and followed up with my colleagues to ensure everything was on track. Looking back, I realised that the job was more challenging than I initially thought. I learned from my first collection that persuasion, focus and above all, being committed to the cause was crucial. At the end of the day it was a team effort and I am proud to be part of this lifesaving organisation.

# 5

## FROM RANCHI TO GERMANY



**Nishanth Padmanabhan CV, Senior Associate - Transplant Centre Management.**

**"Alone we can do so little; together we can do so much."- Helen Keller**

Team work triumphs individual achievement. We all have heard that we are stronger together than individually, but it gives a great sense of achievement when we are part of a team that overcomes odds to successfully complete any task.

A similar task was the successful sample collection and shipment from Ranchi, India to ZKRD in Germany. It was a classic case study for effective collaboration and coordination among various individuals and organizations. Despite facing logistical challenges, the team worked together to ensure a smooth process. Tasks were assigned to individuals with necessary skills and resources, starting from counselling the donor, finding a volunteer to collect and ship the sample, coordinating with local labs for testing, and handling logistics for shipping the sample. The team's joint efforts led to the successful transportation of the sample to ZKRD for verification typing, highlighting the significance of teamwork and coordination in achieving a common goal.

One day, I received an email from ZKRD, Germany requesting a potential stem cell donor. When I looked at the donor details and saw that the donor was from Ranchi, India, I realized that coordinating and organizing the donation process would be challenging due to his location. As the donor's mother tongue was Hindi, I assigned the donor to our in-house counsellor.

During the counselling session, we gathered the donor was a small shopkeeper in Ranchi. He was hesitant to donate stem cells. We decided to rope in a drive volunteer who met the donor in person and explained the importance of stem cell donation. He was convinced and agreed to donate.

At this stage, we realised that the real challenge was logistics since we had no employees in Ranchi. We had to find a DATRI volunteer who could help in the collection and shipment to Germany. Our Volunteer Management lead assisted us in finding a volunteer in Kolkata, who was willing to travel to Ranchi, collect the sample and then ship it as per our requirements.

To ensure the safe transportation of the sample, we shipped blood tubes and packing materials to the volunteer's address before the collection date. Then came the next hurdle of finding a local NABL accredited lab to conduct the VT and IDMs. We found a local lab but their turnaround time for one of the reports was 1 month !! We could not wait so long, so we got in touch with Neuberg Lab to get the same done at Kolkata. The DATRI point person coordinated with Neuberg to collect the sample from the DATRI volunteer at Kolkata airport. Our administration team ensured that all the logistics of booking flight tickets and local cab services were organized seamlessly.

On the D-Day, the volunteer boarded the flight early morning from Kolkata and reached the donor location where the sample was collected successfully with the local phlebotomist's help. The volunteer boarded the return flight in the evening and reached Kolkata by late evening and handed the sample to Neuberg. We shipped the product to Germany the next day.

I am happy to share that the sample reached the registry safely and without a hitch. The whole process highlights the importance of teamwork and coordination to achieve a common goal. It is inspiring to see everyone come together to achieve a common goal and make a positive impact in someone's life.

# 6

## IT'S A SIXER



**By Sonali Bhandarkar, Manager-Partnerships**

From December 2022, it had been a lean period and count of collections in Pune was low. It was giving anxious moments as the thought of not contributing to the revenue of the organization was hanging heavy on my head. But as the English poet P B Shelly says in one of his poems, "if winter comes, can summer be far behind". Things started looking up and slowly we started on CTs and IDMS and 6 collections were lined up. In the month of February, my hands were full. I was super excited that it was going to be one busy month as I was coordinating 6 collections and at the same time was also nervous that all of them should go well without any hitch. Four of the collections happened smoothly, one had to be postponed for a short time due to patient health reasons, but the 6th collection gave me some anxious moments.

In the 6th collection, during the donation process the technicians could not establish the return line though the veins were good. The 29-year old donor was very cooperative and committed in his resolve to donate his blood stem cells. The attending doctor, who was handling the donation process, explained to the donor that they were unable to do the procedure with the veins in the arm. The doctor counselled the donor for going in for the external Jugular (Neck not the Central) vein. The doctor from intensive care (intensivist) inserted the line but within a few minutes

the donor experienced extreme pain and the process had to be discontinued. I was praying hard and keeping my fingers crossed. After long deliberations, the donor agreed to try again with the left Jugular vein and this time the insertion worked wonderfully.

We all heaved a sigh of relief and I was overjoyed that we could complete a record number of collections that month. Throughout the procedure, the transplant center team and my reporting manager coordinated with me and supported me. The hospital team also was extremely supportive and took care to explain every procedure to the donor and answer his queries and allay his fears. The commitment of the donor was extremely inspiring.

It was for the first time that I had done so many collections in one month but I am emboldened with this experience. I am now ready for the next challenge and ready to plan for 15 plus collections in Pune!

# 7

## THIS IS OUR NUMERO UNO MAN



Praveen, the number maestro, is a true data aficionado. With his unwavering focus on numbers, excel sheets, graphs and bars, he has become a repository of information through his meticulous analysis of data and reports. Despite being an introvert at heart, he transforms into an enthusiastic extrovert when explaining his data-driven findings, always eager to share his insights and learnings. Praveen's speed and efficiency in delivering data are unparalleled. Just ask him for a number and before you even reach your desk, he would have sent it to you.

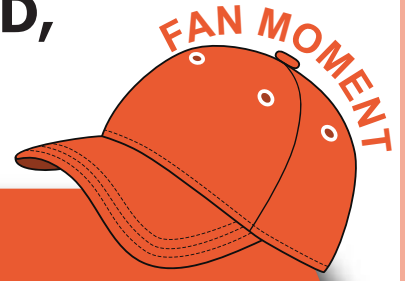
Sumati Misra shares about Praveen, "as a sounding board for logic and data analysis, Praveen is invaluable. Praveen tries to make the MIS (Management Information System) more relevant by engaging in discussions that gives clarity on what needs to be done and how to do it. Praveen also loves to work out, evident from the way he zips in and out of the office with energy and enthusiasm. Praveen is a true asset to the team and a source of inspiration for those around him.



**Praveen Kumar, Associate Manager - MIS.**

# 8

## RELIABLE AND COMMITTED, THAT'S - AMAL P M



Amal PM is the go-to-person for emergency collections and urgent task. His reliability, hardworking nature and commitment are commendable and he can be trusted to get the job done, no matter what the circumstances are or the location, be it anywhere from Trivandrum to Kannanur or beyond. Amal is proficient in handling IDM and PBSC singlehandedly and prioritizes work commitments over personal obligations. As Aby Sam John aptly puts it, Amal is always at the forefront, leading any mega drive, and his presence brings a sense of assurance that nothing can go wrong.

Amal is known for his helpful, jovial and cheerful personality. He is always optimistic and maintains a positive outlook in life. He loves to travel and explore new places. Amal's unwavering commitment to saving lives is the driving force in his work and he is ready to walk an extra mile for the cause.

**Amal PM, Associate - collection center management.**

# 9

## NEWSMAKERS

Vinoth is all set to lose his bachelor status! Our IT lad Vinoth D will tie the knot with Deepika S on 25th May 2023 in Chennai. Here is wishing him a blissful and happy married life and many years of togetherness!



# 10

## MAJOR DRIVES



### Top 5 donor registrations count State-wise: (Jan 2023 to Apr 2023)

Kerala: 7,337  
Rajasthan: 2,091  
Tamil Nadu: 873  
Maharashtra: 856  
Gujarat: 781

#### TOP 5 Donor registration Drives

From Date	Organisation Name	Drive Location	Registered Donor
26-Feb-23	LITTLE FLOWER CHURCH AUDITORIUM	Pottakuzhy, Kochi, Kaloore, Kerala	3,063
29-Mar-23	MA College of Engineering	Kothamangalam, Kerala.	996
4-Dec-22	Co-Operative College of Arts and Science	Trivandrum, Kerala.	632
8-Dec-22	Rajagiri College of Social Sciences	Kalamassery, Kochi, Kerala.	629
2-Feb-23	National Institute of Technology - Calicut	Calicut, Kerala	488

Data from MIS as on 28.04.2023

# 11

## IN FOCUS

### THE THALASSEMIA PROJECT

The Thalassemia Project aims to address a critical need for patients with thalassemia, It' will focus on facilitating HLA typing for patients and their siblings, as well as recruiting eligible family members as unrelated donors, is crucial in improving the chances of finding a compatible donor for a bone marrow transplant. The project also aims to raise awareness about DATRI's cause and this will help build trust and credibility among stakeholders such as thalassemia societies, hospitals, and patient families. By doing so, it can create stronger relationships with the hospital BMT ecosystem, which is a critical component of DATRI's work.

Additionally, the project aims to reach out to the public at large and bring in more search requests/inquiries and donors to DATRI.

To know more about the Thal Project or to lend your support get in touch with **Aby Sam**, Regional Head, DATRI, Mail id: [aby@datri.org](mailto:aby@datri.org)