

Healthcare

Empowering people to save lives by donating blood

Versiti

To get life-saving treatments to patients on time, Versiti runs highly efficient permanent and mobile blood donation operations and supports cutting-edge research by leveraging Lenovo devices and edge solutions.



Lenovo

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Who is Versiti?

With origins dating back to 1943, Versiti is a world-class blood health organization with locations across the Midwestern United States. It facilitates blood donation, research, and diagnostic testing, as well as organ and tissue donation.

In addition to discovering, diagnosing, and treating a wide range of illnesses, the world-leading Versiti Blood Research Institute supports the international scientific community with pioneering research across five key areas: thrombosis, hemostasis, coagulation, stem cell therapy, and immunology.

As a non-profit organization, Versiti also works to raise awareness of organ donation initiatives and encourages members of the public to donate blood.



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The Challenge

Approximately 38% of the US population are eligible to donate blood, but fewer than 5% actually do.¹ Blood products and organ donations are essential for delivering fast, effective, life-saving care. Blood, in particular, is used frequently during surgeries and given as transfusions.

Recognizing that many people don't have the time to visit a dedicated blood donation center, Versiti works to increase blood donation rates by running over 60 mobile daily blood drives throughout Illinois, Indiana, Michigan, Ohio, and Wisconsin. When someone visits a Versiti mobile blood drive, healthcare professionals perform a short-physical as well as a Food and Drug Administration (FDA) health history screening. If donors pass these checks and both donor and patient safety can be ensured, the Versiti team then guides the visitors through the blood donation process.

¹ <https://versiti.org/ways-to-give/about-blood-donation>

Tech-driven donations

From specialized medical equipment to the laptops and tablets used by healthcare professionals to manage the donation process, technology plays a vital role in running mobile donation processes. As an organization that was founded by joining forces with multiple independent blood centers, Versiti inherited an extensive and diverse technology stack—including laptops with different software and hardware specifications, of which some were nearing end-of-life. Managing this equipment was complex and time-consuming for IT teams, diverting them from supporting other key diagnostic and research activities.

To help enhance efficiency, Versiti launched an initiative to replace its existing laptops and tablets with standardized solutions. This far-reaching project included the devices for its mobile blood drives, fixed donor centers, diagnostic laboratories, as well as solutions for its research center.



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“Making it as easy as possible for people to donate blood is key to ensuring that we can give hospitals and clinicians all the resources they need to save lives. To achieve the broadest geographical and population coverage in the shortest time, we go to the donor via mobile blood drives. It is important that our collection teams can set up and pack away our mobile donation activities quickly and easily, without on hand IT staff. Achieving this goal requires us to have rugged, compact, and reliable technology.”

Lynne Briggs,
Vice President & CIO, Versiti

Taking a standardized approach

Versiti selected Lenovo as its new technology partner and decided to gradually replace its entire existing client endpoints with Lenovo solutions. So far, the organization has deployed Lenovo Yoga notebooks, ThinkPad T14 laptops, and Lenovo ThinkCentre M75q Gen 2 Tiny desktops at each mobile donation center.

Versiti has also implemented Lenovo ThinkCentre M75q Gen 2 Tiny desktops at its brick-and-mortar blood donation and research centers. To enable seamless device management, Lenovo provides device imaging, asset tagging, cloud recovery, and image management services to Versiti.

Hardware

Lenovo 500W Yoga Gen 4 with Intel® N100 processors
Lenovo ThinkCentre M75q Gen 2 Tiny with AMD Ryzen™ 5 PRO 5650GE processors
Lenovo ThinkEdge SE360
Lenovo ThinkPad T14 Gen 5 with AMD Ryzen™ 7 PRO 8840U processors
Lenovo ThinkPad X13 Gen 4 with AMD Ryzen 7 PRO 7730U processors
Lenovo ThinkPad L13 Gen 4 with AMD Ryzen 7 PRO 7840U processors
Lenovo ThinkPad X12 Detachable Gen 2 with Intel® Core™ Ultra 7 164U vPro® processors

Software

Windows 11 Pro 64

Services

Lenovo Premier Support

New era of partnership

Because each Lenovo device is delivered with Microsoft Windows 11 pre-installed, IT teams at Versiti can set up the new laptops, desktops, and tablets extremely quickly. Equipped with AMD Ryzen™ 5 PRO and AMD Ryzen 7 PRO processors, the Lenovo devices arrive ready to support sophisticated donation and research workflows from day one.

“We really appreciated the excellent help and support that Lenovo has provided,” explains Lynne Briggs. “Even though we’re not the largest client, Lenovo still gives us white glove treatment; helping to define our needs, manage our inventory of 3,000+ devices, and—as a non-profit—ensure that we always achieve value for money.”

Hope Gretsch, Account Executive at Lenovo, adds: “Working with organizations like Versiti that are helping to save lives each day makes my job truly rewarding. Every member of the Lenovo account team knows that everything they do to help Versiti gain more value from their devices empowers clinicians to get life-saving medicine and blood products to the people who need them.”



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“Our team takes great pride in supporting the donor experience and working to achieve the Versiti mission of saving lives. With Lenovo’s reliable and easy-to-use solutions playing a pivotal role in our life-saving efforts, we are able to simplify our technology management and bolster our technological capabilities. As a result, the Versiti team is empowered with the tools they need to support the donor experience and provide the life-saving services that our patients rely on.”

Damon Clements

Director, Desktop and End User Technology
Strategy and Support, Versiti

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Results

With Lenovo as its sole technology vendor for endpoint devices, Versiti has standardized and streamlined device management activities. So far, the organization has upgraded a significant proportion of its devices, with the remainder to be completed in the year ahead.

Backed by powerful Lenovo ThinkEdge SE360 servers and Lenovo laptops, desktops and tablets, clinicians, researchers, and support teams can help Versiti push the frontiers of healthcare and save more lives.

- ✓ Simplifies device management
- ✓ Supports real-time donation decisions on-the-go
- ✓ Frees IT teams to focus on supporting diagnostic and research environments



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“Lenovo solutions help us to work more efficiently, and this can truly transform patients’ lives. For example, one 34-year-old father with leukemia needed over 300 blood transfusions, and he was so ill that he doubted if he would live long enough to see his children grow up. We were able to supply all the blood he needed thanks to the support of our donors, and he pulled through. Today, he campaigns and volunteers to raise money for Versiti so we can help more people like him.”

Kelly McCaskill

Vice President of Philanthropy, Versiti

Why **Lenovo**?

“If a device breaks, we must fix or replace it quickly to keep donation and research activities running smoothly,” explains Patrick Lepkowski, End User Computing Analyst at Versiti. “With Lenovo we get fast access to the latest generation devices whenever we need them.”

He adds: “Our Lenovo Yoga devices are ruggedized so they can withstand life on the road in a mobile donation truck and provide the security and low-latency processing power we need to drive real-time donation decisions. People rely on Versiti to provide life-saving care, and we depend on Lenovo to do this vital work. With powerful, reliable Lenovo devices we can focus on saving lives.”



How can healthcare organizations boost efficiency?

Versiti keeps blood donation service running smoothly supported by Lenovo devices.

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