



**AlloSource<sup>®</sup>**

**DOING MORE WITH LIFE.**

Todd Huft Product Manager

**2012 DONATION SUMMIT**

*it's about time...*

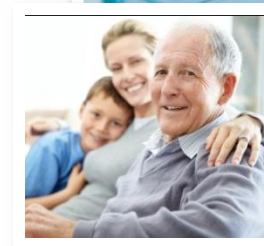
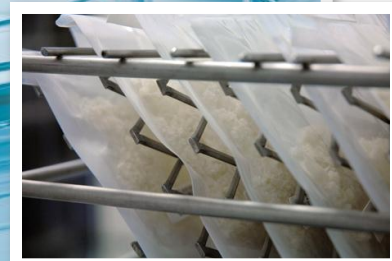
# A VISION & MISSION FOR DOING MORE WITH LIFE

## VISION

AlloSource will be the trusted and preferred provider of safe, quality allograft tissue for the communities we serve

## MISSION

Honoring the gift of donation, AlloSource responsibly develops, processes and distributes life saving and life-enhancing human tissue for our communities



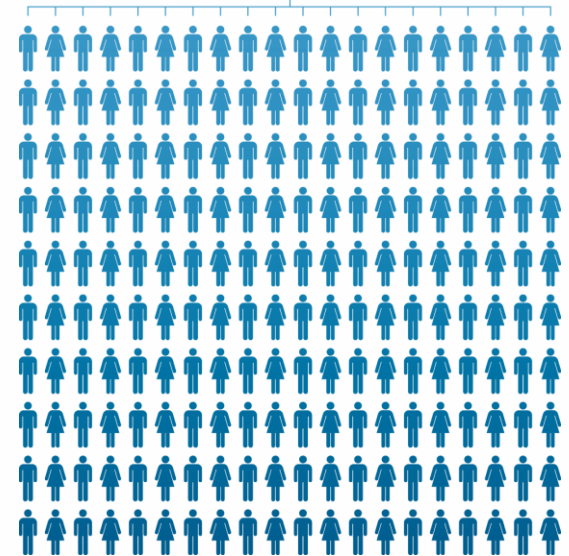
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# THE NEED FOR DOING MORE WITH LIFE

## SOME FACTS ABOUT TISSUE DONATION

- Each year, life-saving and life-enhancing tissue is provided by approximately 30,000 tissue donors
- Just one tissue donor can enhance the lives of more than 200 people
- Approximately 1.5 million allografts are transplanted each year for a variety of life-saving and life-enhancing surgeries



# A COMPANY DOING MORE WITH LIFE

## ALLOSOURCE IS ONE OF THE LARGEST, MOST RESPECTED TISSUE BANKS IN THE U.S.

- Non-profit organization
- 400+ employees
- Multi-shift, 365-day processing
- 15 + years in operation
- 3 buildings in Centennial, Colorado



# HISTORY OF ALLOSOURCE

Mile High Transplant Center  
(Donor Alliance) builds  
facility for excess tissue

New (Current) Management  
Team  
Relocation to new facility  
Contract Manufacturing  
Fresh Graft Program

AlloSource expands R&D, new  
business development to  
expand the gift:  
Osteocel, AlloStem, AlloWrap,  
AlloSkin

1992

1994

2000 - 2004

2005 - 2008

2008 - 2009

2012

Donor Alliance (Denver),  
ROBI/Gift of Hope (Chicago)  
and  
Mid-America Transplant  
Services (St. Louis) form  
AlloSource

USTC Acquisition enables  
Skin Program.  
LABS Acquisition.  
(2) New OPO partners:  
Buffalo (UNYTS) and  
Iowa (IDN)

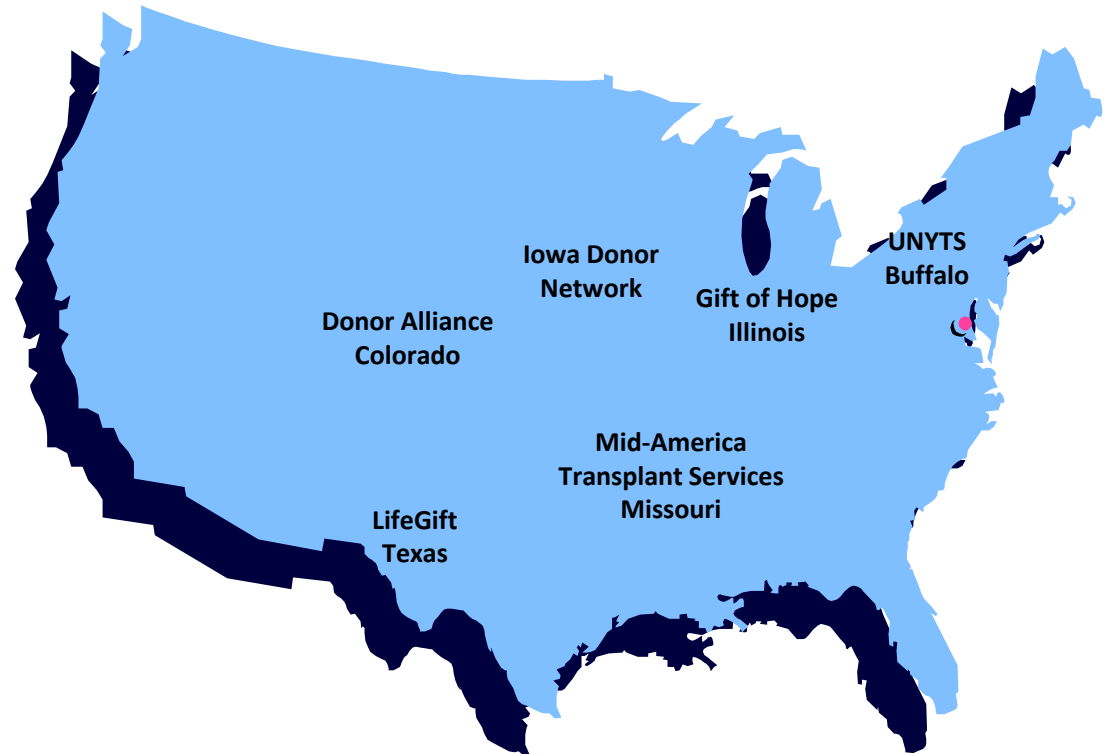
New OPO members  
Life Gift.  
80,000 square foot  
expansion



# A COMPANY DOING MORE WITH LIFE

## ALLOSOURCE STRUCTURE

- Cooperative with dedicated corporate members OPO's
- Small pool of OPO recovery partners
- Long-term relationships
- AATB Members
- Recovery training programs
- Hands-on donor services team
- Medical Director releases for every donor



# INDUSTRY LEADER IN ALLOGRAFT TRANSPLANTATION

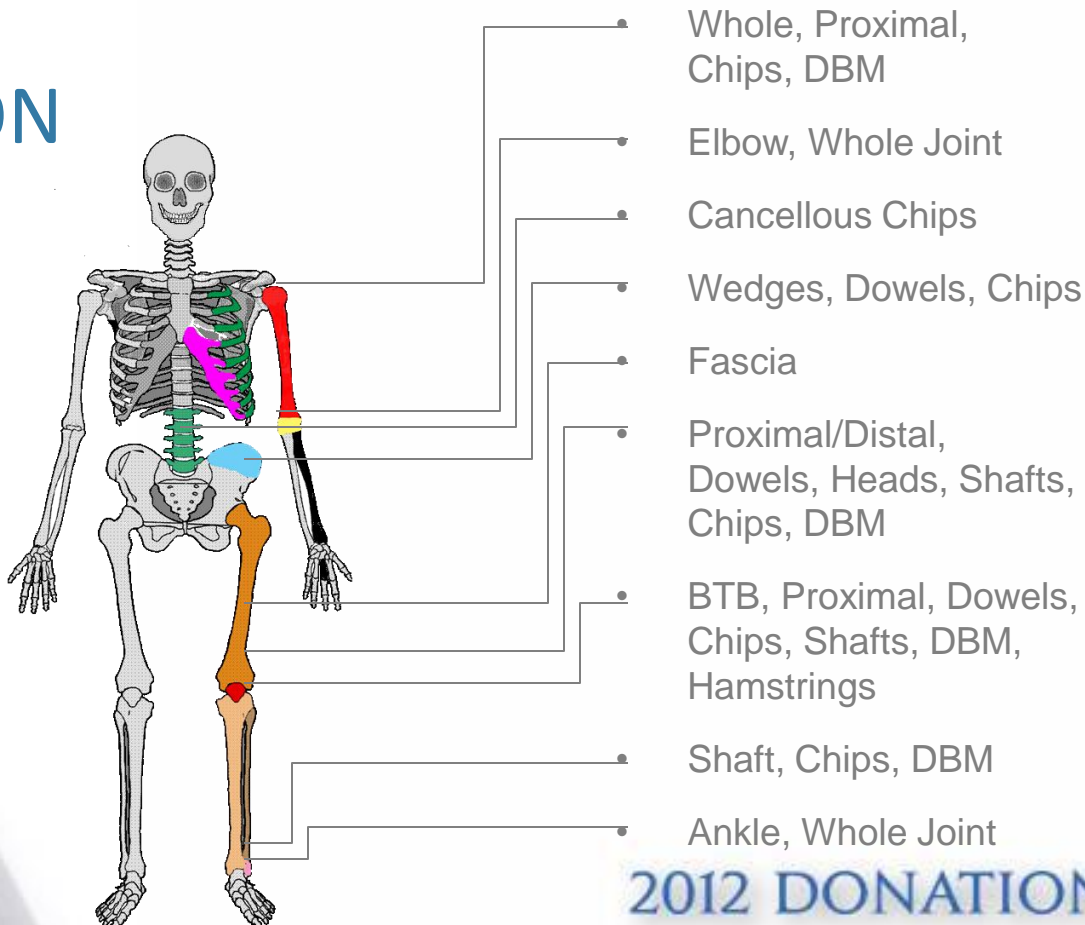
WE HONOR EVERY  
GIFT OF DONATION  
BY MAXIMIZING ITS  
MEDICAL  
IMPACT



# PRODUCTS FOR DOING MORE WITH LIFE

## GRAFT GENERATION BY TISSUE TYPE

Partial thickness &  
full thickness skin





# OUR COMMITMENT – DOING MORE WITH LIFE



*Putty from Bone*



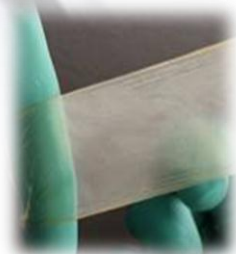
*Adipose-Derived Stem Cells*



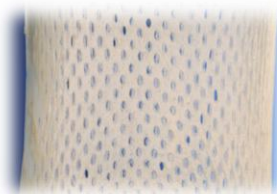
*Tendons for ACL Repair*



*Cancellous Cubes from Bone*



*Amniotic Tissue*



*Allograft skin for burns & wounds*



*Machine Grafts for Spine*

# BONE CAN ACTUALLY BE FORMED INTO A PUTTY

## A LEADING PROVIDER OF OSTEOBIOLOGIC AND DEMINERALIZED BONE MATRIX (DBM) PRODUCTS

- Help stimulate natural bone formation by creating a framework into which host cells migrate
- Resulting in the potential for improved outcomes for patients

AlloFuse® DBM Putty and  
AlloFuse® Plus DBM Putty



AlloFuse® DBM Gel  
AlloFuse® Plus DBM Paste

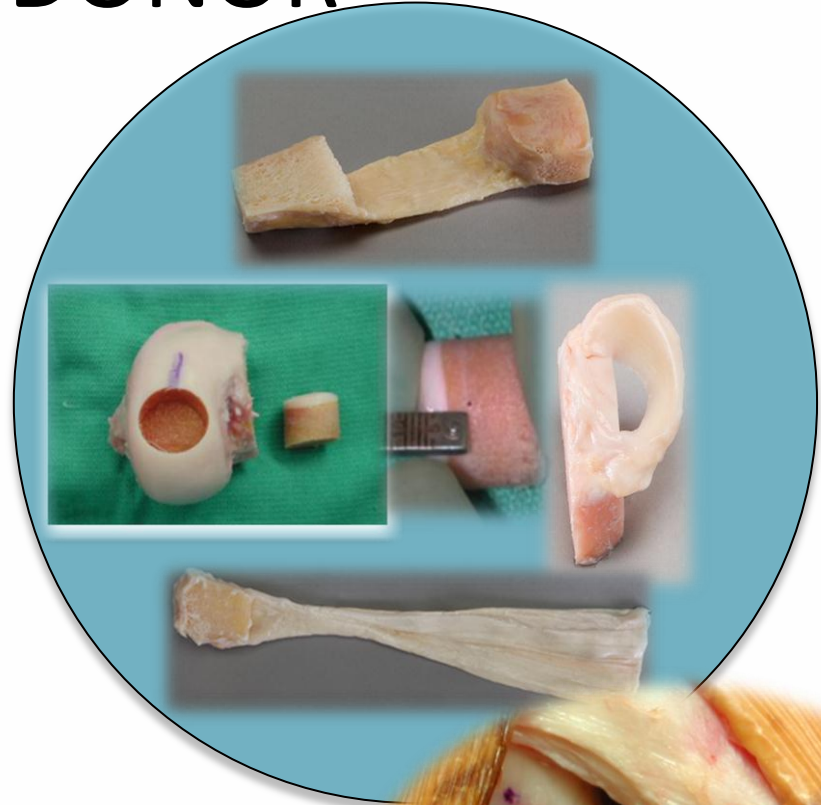
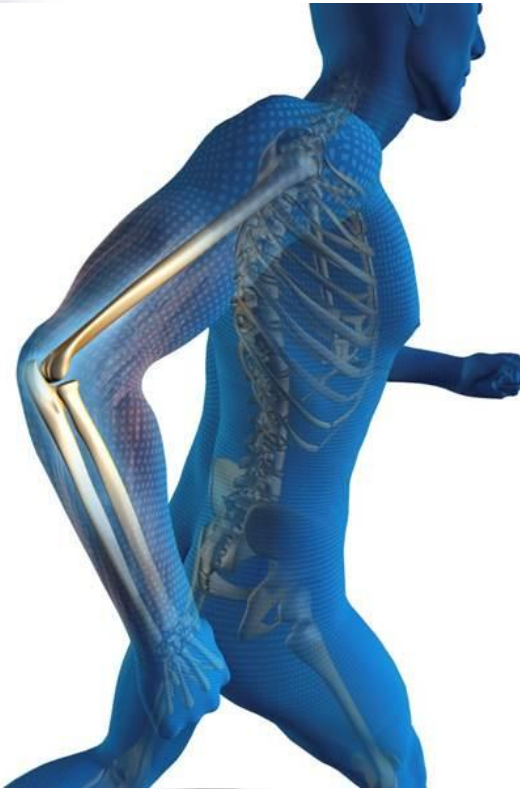


# EXTRAORDINARY USES WITH DONOR BONE

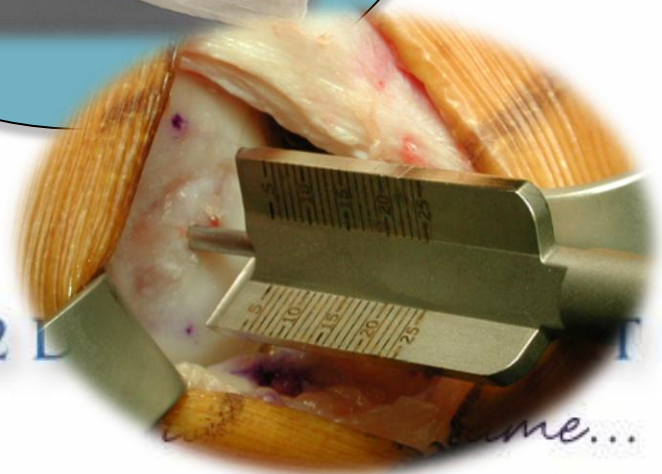
BONE SHAPED INTO SPECIFIC FORMS  
TO AID IN FUSION OF THE CERVICAL  
AND LUMBAR SPINE TO ALLEVIATE  
PAIN CAUSED BY DISEASE STATES



# AS MANY AS 14 TENDONS FROM ONE DONOR

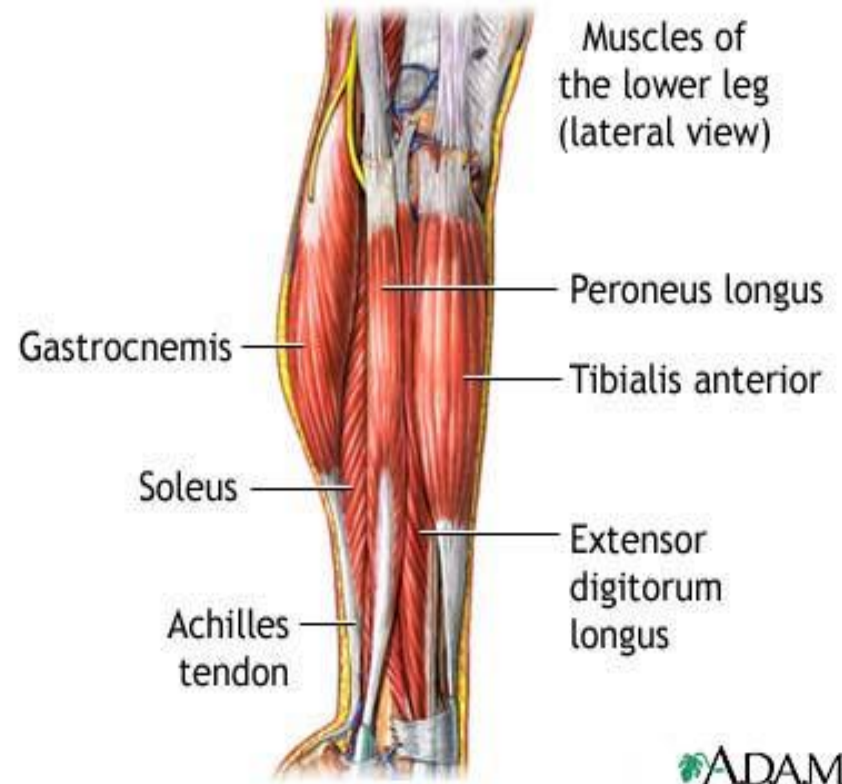
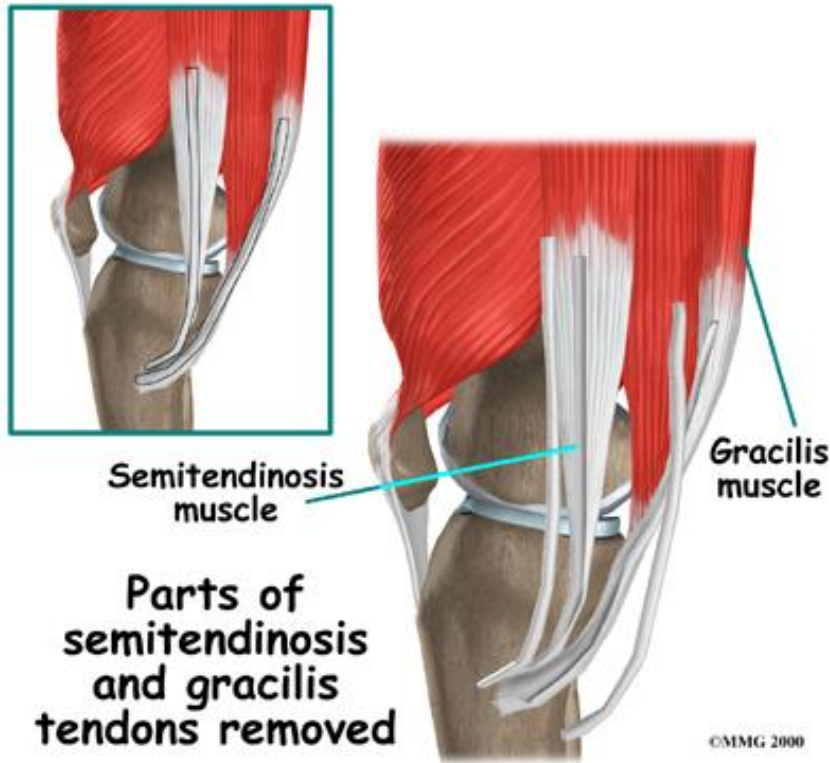


SPORTS MEDICINE:  
TENDONS, MENISCUS AND  
CARTILAGE TO REPLACE TISSUES





# ALLOGRAFT TENDONS USED FOR ACL



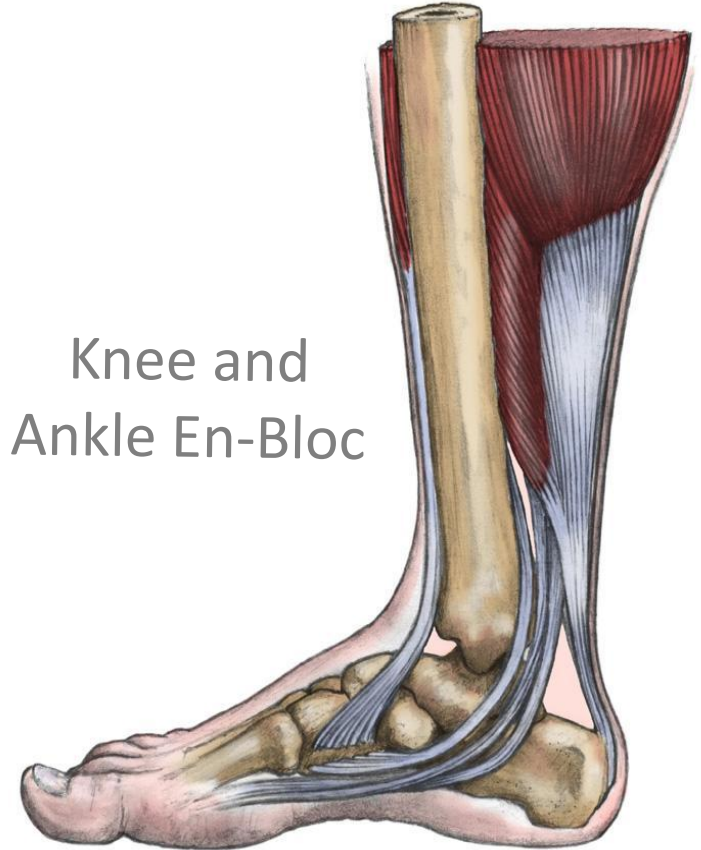


# JOINT RESTORATION – FRESH ALLOGRAFTS

- Articular cartilage refrigerated to optimize cartilage cell viability
- Graft types can include any type or size of articular cartilage from any joint in the body
- Joint Restoration Tissues generally transplanted day 15 from recovery



Knee and  
Ankle En-Bloc



# THE MOST LIVING SAVING TISSUE: SKIN

## THE GOLD STANDARD IN BURN TREATMENT

- AlloSource provides burn skin to 60% of all the burn centers in the US
- Allograft skin is truly life-saving for burn patients



# TAMPA GENERAL – BURN UNIT



- Regional Burn Trauma unit for Haitian evacuees
- AlloSource has sent 131 sq ft of skin
- 39 donors of Donor Alliance skin sent to save patient lives!



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# ALLOGRAFT PROCESSING

- Processing Human tissue: Clean cut and shape tissue into allografts.
- Donor tissue is processed in ISO 5 processing suites within the clean room.



# ALLOGRAFT PROCESSING

- Sterile equipment is utilized for processing tissue.
- Technicians dawn sterile garments and utilize aseptic technique.





# ALLOTRUE PROCESS

- AlloTrue: automated cleansing of bone and tissue in a closed system.
- The system contains motion to completely expose the tissue to the reagents and ultrasonication to facilitate removal of blood and lipids.
  - For bone allografts: Hydrogen peroxide, antibiotic solutions and sterile water are infused into the canister to remove blood and lipids, disinfect and clean the bone grafts.
  - For soft tissues: Antibiotic and sterile water solutions are infused into the canister to remove blood and lipids and disinfect the tissue grafts.



# ALLOGRAFT FINAL PACKAGING

- After the allografts have been run through the AlloTrue process, each allograft is evaluated, measured, cultured and packaged.
- Fluid extraction culturing methodology is utilized.



# STERILIZATION OF ALLOGRAFT TISSUE

- Bone and tissue allografts are exposed to low dose gamma irradiation at low temperatures
- Low dose gamma: 0.9-1.2 mRad.
- Cold temperatures: -40 C
  - Sterilize allografts without denaturing proteins.
  - Cold temperatures to avoid free radical formation during sterilization.

# FOR MORE INFORMATION: ALLOGRAFTPOSSIBILITIES.ORG

## Allograft Possibilities

THE PREMIER WEB SOURCE ON TISSUE  
DONATION AND TRANSPLANTATION

Recipient and Donor Stories

About Tissue Transplant

Donation News

OPO Resources

### SHARE YOUR STORY

Are you a tissue transplant recipient? We would love to see your individual story in this forum to help spread awareness of tissue donation and its possibilities.

Or, if you are a family member of a tissue donor, we would love to see your story to share the story of your loved one to pay respect to their brave choice to give the gift of life.

### COLORADO WOMAN RETURNS TO OUTDOOR PASSIONS FOLLOWING BONE GRAFT TRANSPLANT | NOVEMBER 29, 2011



At 77 years old, Jane Przedpelski describes herself as "happily active." A Colorado resident, she finds pleasure in camping,

and walking in the mountains and the desert with her dog. However, a fall from a ladder and subsequent broken leg



### ASK A QUESTION

Do you have a question about tissue donation or tissue transplant?

We would be happy to answer it on the blog.

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