



## Why You Should Choose Cryobanks International?

**Y**ou have probably spent hours researching the best bank to store your child's cord blood, but what makes Cryobanks International, Inc. the best choice? We think it is a combination three critical components - Excellence in Customer Care, Excellence in Laboratory Processing Services and depth of experience which really makes the difference.

**Excellent Customer Care** - Informed and compassionate customer service sets Cryobanks apart from the rest. Our skilled Customer Service Team is there to help you through every step of the process. Our entire Customer Service Team is available to you...not just one representative. They are not paid sales commissions, but on the quality of care they provide. We measure our customer service with surveys and follow-up calls to make sure we meet our promise of excellence in customer care. We're proud to include the results of our 2007 Customer Service survey which shows 94% of respondents (35% responded) would refer us to a friend or family member, or store again with Cryobanks! We can't think of a better mark of approval than that!

**Excellence in Our Lab** - We serve both the public and private interests. Because of our public bank we must meet the highest standards in the industry for processing cord blood. We process all cord blood units to these exacting standards - private storage and public donation. What does this mean?

- ✓ **Unique Processing Method** - Cryobanks is a pioneer in the processing methods used in cord blood storage. In 2008 we will begin processing units using the FDA approved Prepacyte-CB as our processing formulary. This is the first major development in cord blood processing formulas since the original Hetastarch method was created 20 years ago. Using Prepacyte-CB we capture a greater percentage of Total Nucleated Cells (CD34+) and remove almost 99% of red blood cells resulting in a "purer" cord blood unit. Cryobanks was chosen by the company who makes Prepacyte-CB as one of three trial labs to conduct the clinical trials study leading to FDA approval of the product. We will be the first cord blood bank - private or public - to adopt this new procedure.
- ✓ **Unique Quality Control Focus** - Prior to the first stage of cryopreservation called Controlled Rate Freezing we take a small portion of each unit and process this sample along with the remaining cord blood unit. The portion is not large enough to affect the full unit. Controlled Rate Freezing is the initial freezing step in cryopreservation where we bring the unit down to a -80 degree C temperature in a computer controlled process. Once frozen, we then thaw this sample portion and test it for cell viability and cell recovery to ensure that the Controlled Rate Freezing process has not damaged the cells in any way and viability meets our strict requirements.
- ✓ **Highest Lab Standards in the Industry** - Cryobanks is AABB accredited, FDA registered, and a National Marrow Donor Program (NMDP) Cord Blood Bank. We process every unit to the highest standards of Good Tissue Practices (cGTP) and Good Manufacturing Processes (cGMP). While not required, all of our processing technicians are certified Medical Technologists and licensed by the State of Florida. Our facility is inspected regularly by the AABB, FDA and NMDP.
- ✓ **IATA Compliant and Validated Shipping Kit** - The Cryobanks shipping kit has been validated for all temperature extremes that the unit may encounter during shipping. Our unique gel pack wrapping system ensures that your cord blood unit stays at a consistent temperature to maintain the highest cell viability during shipping. Our kits meet the rigorous transportation requirements of the International Air Transport Assn. (IATA).

**Our Experience Speaks for Itself** - Cryobanks International, Inc. was an early pioneer in cord blood banking. Since 1995 we have processed over 16,000 cord blood units. We have provided over 25 units for anonymous transplant for patients around the world. We have participated in over 5 clinical trial studies (including Prepacyte-CB), assisted in the passage of cord blood legislation in several states and have opened three international cord blood storage sites. With our assistance, the Greece location was the first blood bank in Europe to receive AABB accreditation.

**We Educate You & Your Doctor** - We know that not every doctor has collected many or even one cord blood unit. While it is a very easy process, taking no more than five minutes, there are some techniques that can help ensure that your physician collects the greatest volume possible. And volume directly leads to the number of stem cells in the final processed unit. We offer your physician extensive training materials and telephone training at no cost to you or your physician.

We urge you to compare Cryobanks with the others using these criteria. When you do your choice will be easy. We look forward to welcoming you as a Cryobanks customer soon. Call us toll free at 800-869-8608 with more questions or visit our website at [www.cryo-intl.com](http://www.cryo-intl.com).

## *Cryobanks International, Inc. Fact Sheet*

**Founded in 1993, Cryobanks International, Inc. is a pioneer and industry leader in collection, isolation, and storage technologies for cord blood stem cells. The company's mission is to provide the highest-quality umbilical cord blood stem cell processing, and storage for both private family use and public donation purposes.**

- One of eighteen National Marrow Donor Program® (NMDP) Network cord blood banks ([www.marrow.org](http://www.marrow.org));
- NMDP approved Quality Assurance Program ensures that each cord unit meets the highest standards in the industry;
- Pioneered and actively operate the only national donation collection model for cord blood donation;
- Unrelated units for transplant are listed on the Caitlin Raymond International Registry, Bone Marrow Donors Worldwide and National Donor Marrow Program registries;
- Collection programs operating in numerous hospitals around the United States for over ten years;
- Accredited by the AABB in cord blood activities;
- FDA registered and inspected;
- Licensed tissue bank by State of New York Department of Health and New Jersey Department of Health and Senior Services;
- State of Florida Department of Health - Division of Medical Quality Assurance Registration;
- Member of the following:
  - American Society of Hematology
  - American Association of Bioanalysts
  - World Marrow Donor Association - Finance and Cord Blood Sub-Committees
  - American Association of Tissue Banks
  - American Society for Clinical Pathology
  - Founding Member - International Cord Blood Society
  - American Association of Bioanalysts
- Sit on several Committees within the National Marrow Donor Program®
- Existing licensed cord blood banks in New Delhi, India and Athens, Greece, opening in Thailand in the Summer of 2007 – more than 20 additional locations under contract or Letter of Intent;
- One of five institutions interview/sourced by the Institute of Medicine for Cord Blood Banking study/report commissioned by the Health Resources and Services Administration;
- Assisted in drafting first cord blood legislation in Illinois passed into law in 2004/05.
- Assisted drafting legislation in other states including Wisconsin which was also passed into law.
- Perform research and developmental work of non-cosmetic or non-controversial nature. Past and current projects include:
  - Florida High Tech Corridor Grants working with ALS and spinal cord repair studies,
  - Developing improved cord blood processing technologies,
- Affiliated with research departments in numerous major medical facilities and universities pursuing technological advancements in uses of cord blood stem cells.

