

Less Blood, Better Care: How Standardized Microsampling Drives Value-Based Healthcare

Did you know that hospital-acquired anemia affects 40%–74% of hospitalized patients? A primary contributor to this issue is repeated diagnostic blood collection

While modern analyzers only require microliter-scale samples, traditional blood collection often takes far more blood than needed.

Published in Clinical Chemistry and Laboratory Medicine (CCLM, 2026), Sample Volume Management (SVM) reshapes laboratory diagnostics through 4 core pillars:

- 1** Demand Management: Align testing strictly with clinical needs.
- 2** Volume Reduction: Collect only the minimum required blood volume.
- 3** Workflow Optimization: Boost lab efficiency and reduce material waste.
- 4** Preanalytical Quality: Protect sample integrity from draw to analysis.

Manual finger-sticks are often subject to operator technique and blood flow variability.

Winnoz Haiim Plus brings automation and standardization to capillary microsampling:

-  Right Volume: Collect what is needed—no more, no less.
-  Right Quality: Standardized, high-integrity samples every time.
-  Right First Time: Lower failed draws, repeat tests, and waste.

Standardized microsampling enhances patient experience while driving Green Lab Sustainability and Value-Based Care

Reference: Lippi G, Plebani M. "Sample volume management: the role of the

clinical laboratory in minimizing diagnostic blood loss." Clinical Chemistry and Laboratory Medicine (CCLM).

#ValueBasedCare #Microsampling #SampleVolumeManagement #Winnoz
#HaiimPlus #MedTech #GreenLab

Less Blood, Better Care

Rethinking Microsampling for Value-Based Healthcare.

From CCLM 2026:

- Hospital-acquired anemia 40–74%
- Repeated diagnostic blood collection is an important contributor.



A new CCLM review highlights Sample Volume Management as a laboratory-led approach to reducing diagnostic blood loss while improving preanalytical quality.

Standardized Capillary Microsampling

Right **Volume**

Right **Quality**

Right **First Time**



Less Blood, Better Care

Rethinking Microsampling for Value-Based Healthcare

Modern analyzers can deliver more results with microliter-scale samples, yet conventional blood draws may collect far more blood than is analytically required. Sample Volume Management (SVM) creates an opportunity to reduce unnecessary diagnostic blood loss while improving workflow and preanalytical quality.

IN BRIEF

- Hospital-acquired anemia affects 40%–74% of hospitalized patients.
- Repeated diagnostic blood collection is an important contributor.
- Smaller samples demand greater consistency and quality.

1. SAMPLE VOLUME MANAGEMENT (SVM)

The clinical laboratory’s role in minimizing diagnostic blood loss.



2. FROM LESS BLOOD TO RELIABLE MICROSAMPLING

Capillary sampling enables smaller-volume collection and supports POCT and decentralized testing. However, manual finger-sticks can vary with operator technique, squeezing, collection time, and blood flow.

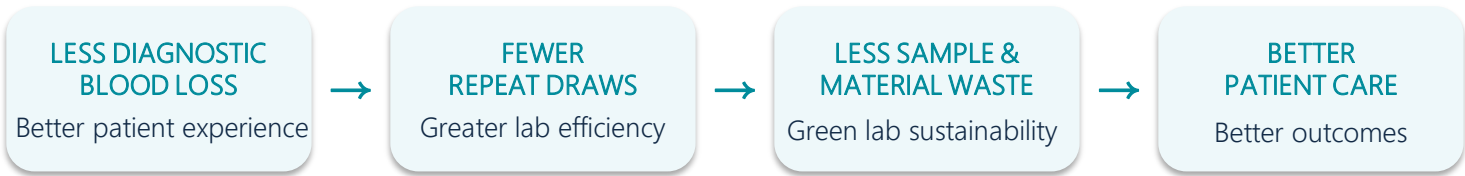
The key question becomes:
Can we consistently collect the right volume and quality?

3. STANDARDIZING CAPILLARY MICROSAMPLING WITH HAIIM PLUS

Winnoz sees standardization as the next step in capillary blood collection. Haiim Plus is designed to reduce dependence on manual technique and support more consistent microsampling.

- RIGHT VOLUME** Collect what is needed—no more, no less.
- RIGHT QUALITY** Support a more standardized and consistent collection process.
- RIGHT FIRST TIME** Reduce the risk of failed samples, repeat draws, and waste.

4. BEYOND THE DRAW: SUPPORTING VALUE-BASED CARE



As analyzers continue to do more with less, blood collection needs to evolve too.
Haiim Plus represents Winnoz’s approach to bringing standardization to capillary blood collection.

REFERENCE Lippi G, Plebani M. “Sample volume management: the role of the clinical laboratory in minimizing diagnostic blood loss.” Clinical Chemistry and Laboratory Medicine (CCLM).