

# YOUR SPACE

LATEST NEWS FROM THE CELLNASS  
DEDICATED ARCHIVE MANAGEMENT  
SOLUTION

**HTA**

Licence No. 12434

A Service Provided by

**CellPath**  
INNOVATION IN CELLULAR PATHOLOGY

Spring 2018





# Welcome

Welcome to the latest edition of the CellNass Your Space newsletter, providing you with an update about some of our recent developments and what to expect in the coming months.

2017 was another successful year for the company, during which we've welcomed several new customers, continued the roll out of our innovative CellTrak online archive management software, and expanded our service capacity at our headquarters here in Newtown, Powys.

On top of this, we have again successfully passed the Human Tissue Authority's regulatory onsite inspection, where no 'non-conformances' were reported. We have enhanced our recall service, now providing next day delivery before noon as standard, with an

additional option for next day delivery before 09:00 AM when required.

We continue to have an open-door policy at CellNass, and welcome customers to visit our operations in Newtown. If you would like to visit, please contact us – it would be great to see you!

I would personally like to thank you for your continued support and I hope you enjoy our new style "Your Space" Newsletter.

Best Regards  
Paul Webber  
Joint Managing Director

## CellNass Pass Human Tissue Authority Audit with Flying Colours.

On 22nd August 2017, CellNass was inspected by a regulations team from the HTA, and we are delighted to advise that we have once again passed with flying colours. The HTA regulations team found no 'non-conformances' of any sort with our practices, which was very gratifying, with the report's concluding comments being:

'The facility is well run, and staff interviewed have an awareness of the importance of the tissue they hold and the regulatory requirements under the Human Tissue Act. There were a number of areas of good practice observed on inspections:

- The establishment's tracking system is well managed and gives customers oversight of tissue in storage
- The recall process for samples is well managed and has a number of built-in double checks to ensure the sample returned to the customer is the one requested
- Feedback from customers and any incidents are reviewed and used for learning, often resulting in improvements in systems and processes
- Standard Operating Procedure (SOP) documents are well organised, have pictures to add clarity and a number of processes are also available as a flowchart which is easily followed
- All boxes stored in the facility have a plastic cover to protect them in the unlikely event of a sprinkler malfunction
- The tissue held for research is stored in formalin, so the establishment takes additional care when the customer requests samples, and staff themselves transport the material by vehicle to ensure its safe arrival.'

CellNass hold our duty to the HTA standards in the highest possible regard, and trust that passing the HTA audit to such a high standard amply demonstrates this to be the case.

The HTA report is available to download from both the CellNass website (<http://www.cellnass.com/downloads>) and HTA website ([www.hta.gov.uk](http://www.hta.gov.uk))

# HTA

## Licence No. 12434

CellNass is licensed by the Human Tissue Authority (License Number 12434) and is subject to detailed inspection programmes based on compliance evaluation and site visits – both notified and unannounced.

**Visit our Facilities**  
Call Now +44(0) 1686 611333

# Customers Eligible for VAT Reclaims

Contracted Out Services (COS) is a Treasury mechanism available to NHS bodies for reclaiming the amount of VAT incurred on eligible services under the VAT Act 1994.

COS was first introduced in 1983 as a direct result of a Government policy that sought to open up the public-sector market to private sector competition in various areas of activity. As private sector organisations have to charge VAT for their services whereas public-sector entities do not, it was decided that a VAT refund would be eligible on good and services falling within certain categories.

Included under COS heading 63 'Storage, Distribution and Goods Disposal Services' is the provision of storage, distribution or disposal services offered by an external contractor or supplier, such as the archiving of documents or record storage and retrieval services. Also included is the destruction of documents or the disposal of goods, equipment or stock, and incineration services.





# Another Happy Customer

Plymouth Hospitals NHS Trust is the largest hospital in the South West Peninsula, providing comprehensive secondary and tertiary healthcare. They are the region's major trauma centre, with a secondary care catchment population of 450,000 and a wider peninsula population of almost 2,000,000 people.

The Cellular and Anatomical Pathology Department, located at Derriford Hospital, incorporates Histopathology, Cytopathology, Neuropathology, and Anatomical Pathology.

The Department receives approximately 36,000 surgical

biopsies, 2,000 non-cervical samples, and undertakes 1,100 post-mortem examinations each year. Here, **Steve Blunden**, Histopathology Services Manager shares his experience of using CellNass:

*"Prior to becoming a CellNass customer, the Department's ever-growing volume of slides, blocks and paper documents were being stored across six different rooms at an offsite location, all a distance from one another. Although everything was relatively well catalogued, there is no doubt that some of our materials were occasionally randomly stored without taking into account their different sizes."*

*On meeting with CellNass, we were impressed by their knowledge about the storage requirements of a Cellular and Anatomical Pathology department such as ours. Using the same terminology reassured us that our material would be in safe hands.*

*We completed the paperwork and welcomed the CellNass team to Derriford to conduct the necessary assessments for the moving and uplifting of our material. Shortly after, the CellNass uplift team came to our site, and removed everything in its existing state, and indexed/repackaged it back at their site for archiving. It was a big job for the team, but I found the planning and preparation to be fantastic, resulting in it being conducted with minimal disruption and completed in a short period of time.*

*Since moving our archiving over to CellNass, we have been very pleased with the service received. Using the CellTrak system, we have found material recalls to be quick and very easy, something that previously could take our staff a few hours to undertake, or indeed I would have had to go on my way home.*

*We are delighted to have moved to CellNass and would recommend them for any other Cellular Pathology laboratories looking for an outsourced archiving solution."*



**See more case studies**  
Visit [www.cellnass.com](http://www.cellnass.com)

## Benefit from Our Loaned SmartStor Solution

CellNass are now able to loan out SmartStor 2 and SmartStor 8 cabinets, free of charge to our customers on contracts of 3 years or more, further evolving our archive management solution.

Both the SmartStor 2 and SmartStor 8 storage cabinets have been specifically designed to maximise the number of slides and/or blocks they hold, and provide numerous benefits to customers including:

- **Cost Savings:** By using SmartStor cabinets, customers no longer need to purchase their own.
- **Releasing further space within hospitals:** Using the CellNass solution results in less cabinets being required onsite. This is due to both the SmartStor 2 and SmartStor 8 cabinets being able to accommodate CellNass SmartStor slide and block archiving boxes, which when full, can simply be taken out of the cabinets, and transferred to the CellNass facility and simply replaced with a new SmartStor box.
- **Greater flexibility and leaner operations:** Rather than having to place slides and blocks directly into a metal cabinet, our solution allows users to remove the required SmartStor box and transport it to their workstation to add the relevant slides and blocks. When no longer required, the boxes are simply placed back into the cabinets until required again, eliminating the need for double handling and potential human error, whilst also freeing up valuable time.
- **Negated risk:** At the front of each cabinet drawer is a purpose-built slot which holds a new archive label, which is transferred onto each CellNass SmartStor box when full. This prevents the possibility of human error from duplication of labelling.
- **Simplified Uplifts:** As we would only need to pick up SmartStor boxes, the process is quicker, less disruptive and results in no pack-up fees.

If you are interested in trialling some cabinets on your site, please contact our customer care team on +44 (0)1686 611333



SmartStor 2

SmartStor 8

SmartStor 2 stacked onto a SmartStor 8



# Introducing Vehicle Tracking

Early 2018 has seen CellNass install a state-of-the-art vehicle tracking software system into our fleet, bringing with it a number of key benefits.

The main reason we decided to fit a tracking system was enhanced security. Due to the very important nature of the materials we transport around the country, it is hugely important for us to quickly know where it is at any given time.

Real-time information on the location of our vehicles also allows us to update customers on when to expect CellNass at their site, a service some of our customers have asked from us.

Finally, the incorporation of vehicle tracking consolidates the safe driving behaviours of our employees, ensuring speed limits are adhered to at all times, amongst other safe practices.

Visit our Facilities

Call Now +44(0)1686 611333

Have Feedback?  
Email us : Sales@cellnass.com



## New Van Hits the Road

CellNass recently took delivery of a new van to meet the increased demand for our material recalls and uplifts. Keep an eye out for it! We will wave back!



### Van Specification

Make: Mercedes  
Model: V30  
Van Name: Ketut  
Other Details: Special features include folding wings, hover ability, ejector seat, oil slick function.

Some of the CellNass Team  
**Back row from left to right:** Simon Wheatley, Peter Owen, Beata Majcher, Izabela Kalakowska  
**Front row from left to right:** Louise Alexander, Lauren Jackson, Rob Jackson, Rachel Harbon, Nicola Davies

Need to speak to CellNass

Call Now +44(0)1686 611333

## CellNass ‘Delivering’ a Better Service

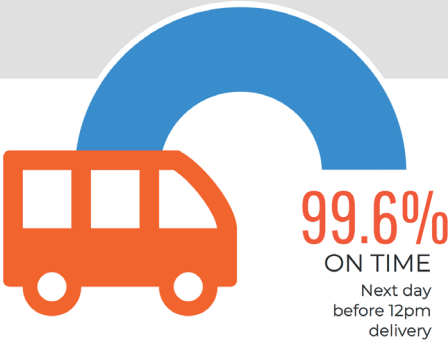
CellNass is pleased to announce that from January 2018, we now provide as standard, all recall deliveries on a next day, before noon service. We have also added a further option, allowing customers to order their recalled materials next day before 09:00 AM in instances when this is required.

Through adopting pre-noon delivery as standard, our service will be further enhanced as it will allow CellNass to quickly learn of any potential late deliveries, assess the root-cause and provide a solution to customers all on the same day.

If you have any questions regarding the changes, please speak to one of our customer care team on +44(0)1686 611 333.

### CellNass Delivery Stats

1370 recalls made between December and February 2018



7:00 - 8:00am 8:00 - 9:00am 9:00 - 10:00am 10:00 - 11:00am 11:00 - 12:00am





# Colin's Column

**Retirement!** I took semi retirement at the start of 2017 and on the whole I approve of it! The Company has agreed to keep me on part time to utilise my skills as HTA Designate. As well as my training role. It is an arrangement that suits all parties, I'm pleased to say.

CellNass is going from strength to strength. We are still finding that there are new Trusts coming into the CellNass fold, and in many cases we are collecting more material on an annual basis.

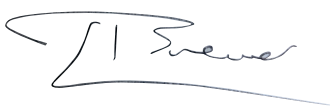
With the opening of the International Distribution Centre for CellPath ,another high bay unit has been freed up for the ever expanding CellNass archive. This has added another 50% to the area of the archive and those who have already visited us to do an audit will understand how much more space is being added. Because of this we have more than adequate space to continue supporting your archiving needs.

Some of the stand out incidents since the last Your Space column includes the IBMS Congress, which was very successful and of course our 2nd HTA inspection. We were absolutely delighted to have our second 100% pass with the HTA. This is in no little part due to constant drive for improvement and the dedication of the CellNass team.

Going back to semi retirement , the HTA were concerned that we maintained their cover during the times I am not on site (although I'm always on call by phone, even if I'm not often contacted). To that end, Simon Wheatley and Amy Oxford, have taken the position of HTA Persons Designate. This is working well.

So, I have 3 weeks at home and one week at work. What's not to like? As I know you all have copious free time why not try it yourselves?! JOKE!

So, for those of you who have not yet audited your holdings with us, all you have to do is talk to your Territory Manager or directly to the CellNass team. You are all very welcome.



Colin Brewer.



**Colin Brewer**  
CellNass Designated Individual



**Cornelia Mocanu**  
CellNass Project Manager

## Continuing the CellTrak Rollout

Hopefully, you've all seen Cornelia Mocanu (pictured) over 2017 as she continues the roll out of our CellTrak training.

CellTrak makes archive related administration quicker, easier and more efficient by allowing users to manage their entire archive online with complete traceability of all catalogued material. You can directly recall material, request an uplift, then track your request at any time, day or night, as well as reviewing all previous activity. These and many more areas of functionality have been integrated at the heart of our service and we are adding further enhancements as the project continues. Suggestions for improvement are welcome, as they will help us ensure that CellTrak meets every user's ongoing needs.

## How can we improve CellTrak?

Email: [celltrak@cellnass.com](mailto:celltrak@cellnass.com)

# Expanding into Germany

Following extensive research into the market, CellNass decided to enter the German market in late 2017.

Spearheading the company is Michael Ott, former Chief Operating Officer of MEDITE with over 12 years of experience and knowledge about the German Pathology and Cytology markets.

Having already exhibited at Deutsche Pathologietage Berlin (September 2017), Bamberger Morphologietage (January 2018) with more events planned in 2018, CellNass Germany is beginning to develop its brand awareness. In addition, over 470 Pathology and Cytology laboratories have already been contacted, gaining us traction into the market.

For example, CellNass GmbH has successfully registered as a supplier of the largest laboratory group in Germany, and made multiple offers to potential customers from which decisions are expected imminently.  
[www.cellnass.de](http://www.cellnass.de)



**Michael Ott**  
CellNass Germany Managing Director  
[www.cellnass.de](http://www.cellnass.de)



# CellPath News

## Celebrating National Innovation Awards Success

In December 2017, CellPath were the proud recipients of the MediWales Export Achievement Award, presented for maximising opportunities to develop new markets and outstanding performance in other areas of international trade.

Hundreds of guests gathered for the ceremony at Cardiff's National Museum of Wales, to celebrate the achievements of the Welsh life science sector during the year. Delivered with support from the Welsh Government's Healthcare Technology, Strategy and Innovation team and Health & Care Research Wales, the ceremony announced a series of winners who are excelling in their respective industries.

**Peter Webber**, Chairman of CellPath commented:  
*It is always great to be recognised in the industry for our achievements, which is a result of all the hard work our staff have put in. The export market has been a key focus for the company over the last few years and with the recent opening of our International Distribution Centre, I am confident the company has very solid foundations for future success.*



Peter Webber, Chairman

## Official opening of our New Distribution Centre

CellPath recently opened a new International Distribution Centre at our headquarters in Newtown. The centre, an investment of over £1 million, was opened by CellPath Chairman Peter Webber, Joint Managing Directors Phillip and Paul Webber along with Glyn Davies MP. The new warehouse adjoins our existing facilities, releasing 50% additional capacity for our CellNass archiving solution. The new International Distribution Centre will allow us to further increase our export business and shorten our delivery times, in turn delivering a better service both our UK and overseas customers.



Staff & Guests at the opening



Left to Right - Philip Webber (Joint Managing Director), Glyn Davies (MP), Peter Webber (Chairman), Paul Webber (Joint Managing Director)

## New Product Launches

In 2017, we launched various new products into the UK market including our System III cassettes with optimised print surfaces for Leica, Sakura and Primera printers, formalin monitoring devices and neutralising pads/granules, our own-manufactured ClariTex range of mounting media (Expert, Expert XTF and XTF clearing range), as well as our XMark tissue marking dyes. We have plenty more planned for 2018!



ClariTex Slide Range

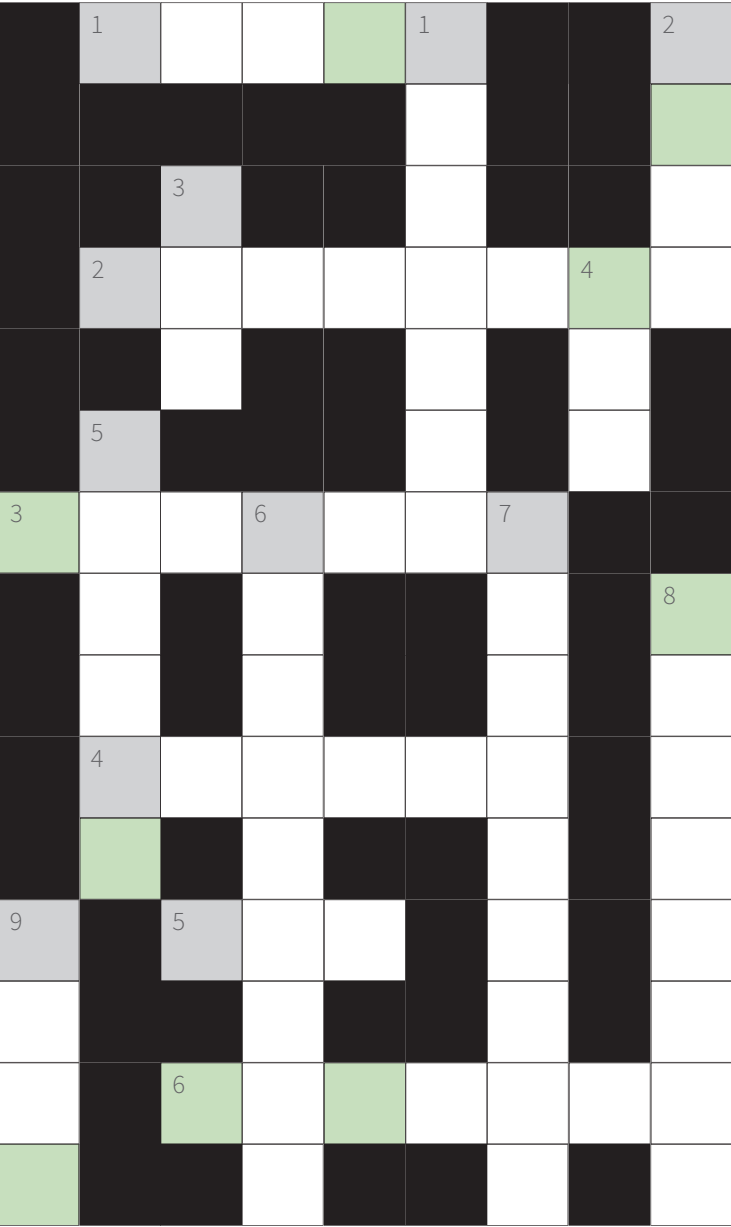
New Mounting Media Range





# Interactive

## Enter Our Crossword Free Prize Draw!



### Across

- 1. First name of our Designated Individual (5)
- 2. CellNass online archive management software
- 3. European country we have recently expanded into
- 4. The mastermind behind the newsletter's content
- 5. Something our customers are able to claim back
- 6. Now with tracking software

### Down

- 1. Location of CellNass headquarters
- 2. Prominent colour of our CellNass material recall boxes
- 3. The number you get when adding our two loaned out SmartStor cabinets
- 4. First name of one of our HTA Persons Designate
- 5. Surname of our Chairman and Joint Managing Directors
- 6. Recent award won by CellPath
- 7. The name of this newsletter
- 8. CellPath's recently launched mounting media brand name
- 9. Recalls are now delivered next day at this time as standard

Complete the crossword. The letters in the green boxes can then be used to create a CellNass specific word. Simply send this word as the subject field to [marketing@cellpath.com](mailto:marketing@cellpath.com) and receive a CellPath Magnetic Tissue Debris Brush.\*



## Spot the Difference



Can you spot the 10 differences in these 2 pictures. Please circle the difference, take a photo and upload it to our facebook or twitter. We will pick 2 winners at random every month from April to December and they will receive a Tissue Debris Brush\*

Twitter: @CellPathLtd  
Facebook: CellPathLtd  
Linkedin: CellPath Ltd



**You** **Tube** Watch Us

**Follow Us**

**Like Us**

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\*Terms and conditions apply.  
No cash alternative available. UK only.  
1 entry per person ( 2 max per department)  
Ends 31/12/18



# TESTIMONIALS...

"CELLNASS ARE COMMITTED TO THEIR PROMISES AND FLEXIBLE IN THEIR APPROACH. THE STAFF ON SITE WERE VERY KNOWLEDGEABLE AND FULLY UNDERSTOOD THE NEED FOR THE STRICT CONFIDENTIAL PROCEDURES THAT WERE IN PLACE."

Great Ormond St Hospital for Children,  
London

"WE USE CELLNASS NEARLY EVERY DAY FOR BLOCK & SLIDE RETRIEVALS. THE WEBSITE IS SELF-EXPLANATORY, VERY EASY TO USE AND THERE IS ALWAYS SUPPORT IF REQUIRED. WOULD RECOMMEND TO OTHERS."

Karen Sedgwick, Support Secretary  
Cellular Pathology  
New Cross Hospital

"THE FACT THAT CELLNASS ARE LICENSED WITH THE HUMAN TISSUE AUTHORITY GAVE US COMPLETE CONFIDENCE."

St Mary's Hospital, London

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