

PLASMA AMBITION 2025-2028

EFS strategic plan for plasma

Thibaut Bocquet



Donnons
au sang
le pouvoir
de soigner

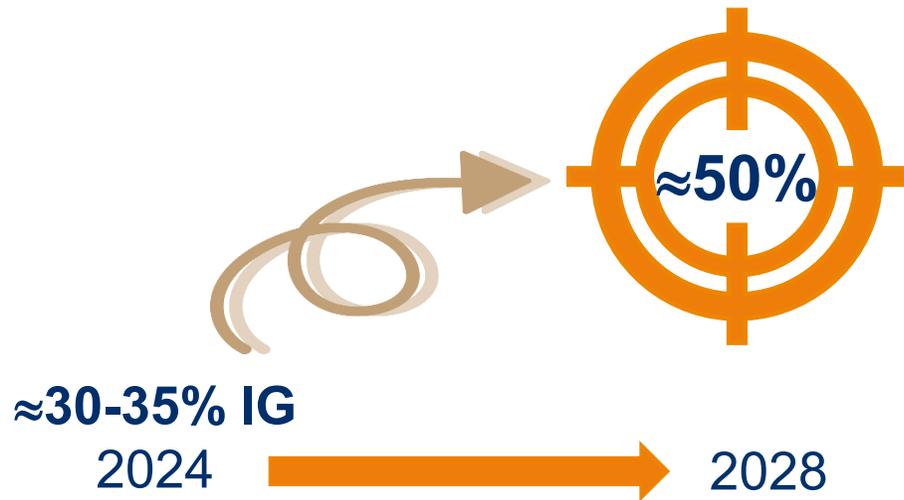
The banner features the logos for IPFA (International Plasma and Fractionation Association) and EBA (European Blood Alliance) on the left. The main text is in white on a red background, announcing the symposium dates and location.

IPFA/EBA Symposium on Plasma Collection and Supply
11 – 12 February 2026 | Leuven, Belgium

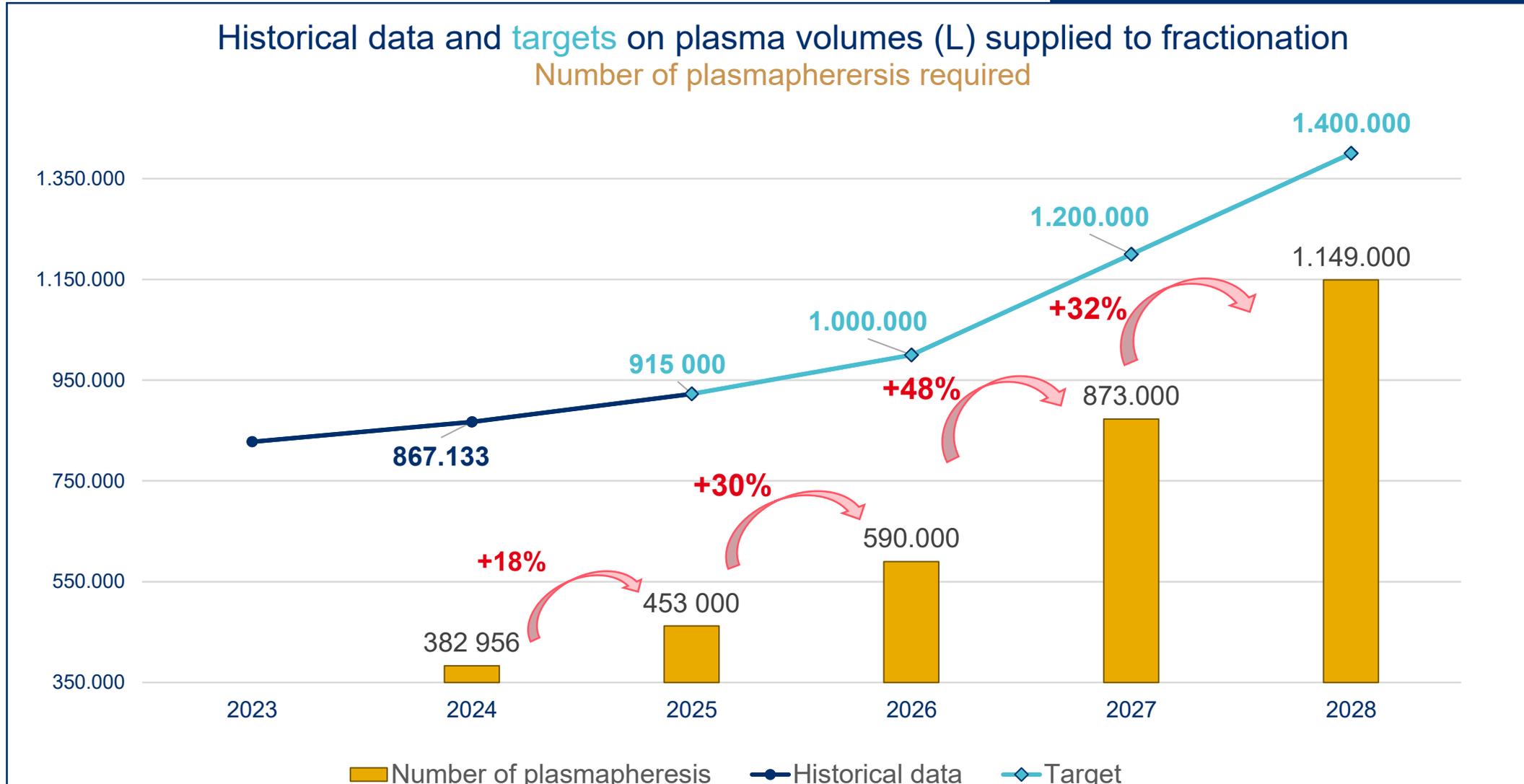
INCREASE THE FRENCH HEALTH SOVEREIGNTY

→ Reduce dependency on importations and ensuring patients with sustainable access to PDMPs, by increasing plasma collection in accordance with the ethical model of donation (VNRD) and by paying constant attention to donor safety.

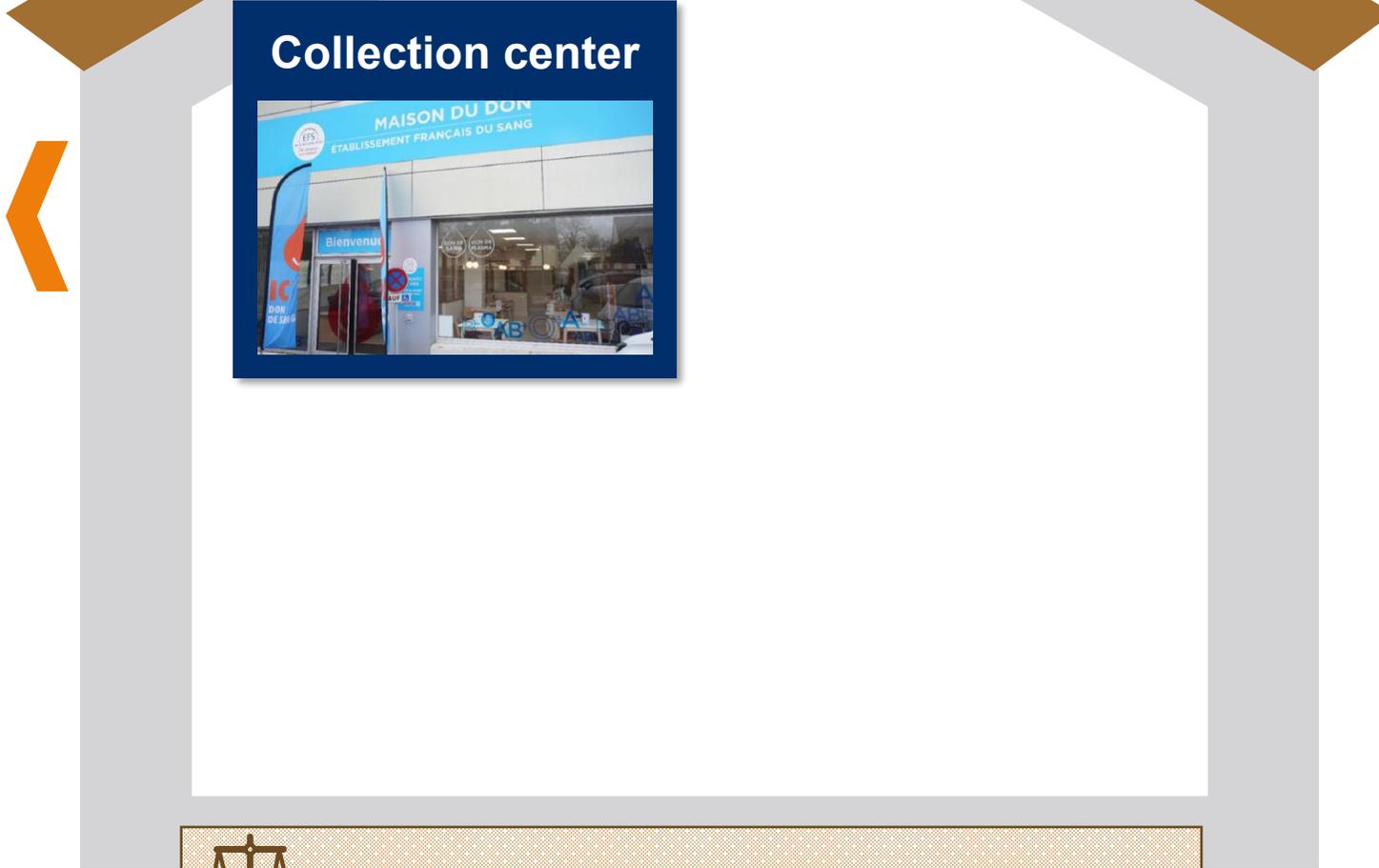
French patients' needs in IG



TARGET PLASMA VOLUMES TO FRACTIONATION



PLASMA AMBITION IN 5 DIRECTIONS



Collection center



Economic balance

- **Optimize : adapt to donors availability** (evenings, Saturdays, school holidays)
- **Get closer to donors :** opening new centers, resume, extend, experimentations

PLASMA AMBITION IN 5 DIRECTIONS



Collection center



Devices



- **Optimize** : adapt to donors availability (evenings, Saturdays, school holidays)
- **Get closer to donors** : opening new centers, resume, extend, experimentations

- **Double** the number of plasmapheresis devices
- **Secure supply and reduce risks/costs**: introduce manufacturers



Economic balance

PLASMA AMBITION IN 5 DIRECTIONS



- Optimize : adapt to donors availability (evenings, Saturdays, school holidays)
- Get closer to donors : opening new centers, resume, extend, experimentations
- Recruit (≈ 350) and retain employees
- Define new organization models

- Double the number of plasmapheresis devices
- Secure supply and reduce risks/costs: introduce manufacturers

PLASMA AMBITION IN 5 DIRECTIONS



Collection center

Devices

Human resources

Donor recruitment & retention

Economic balance

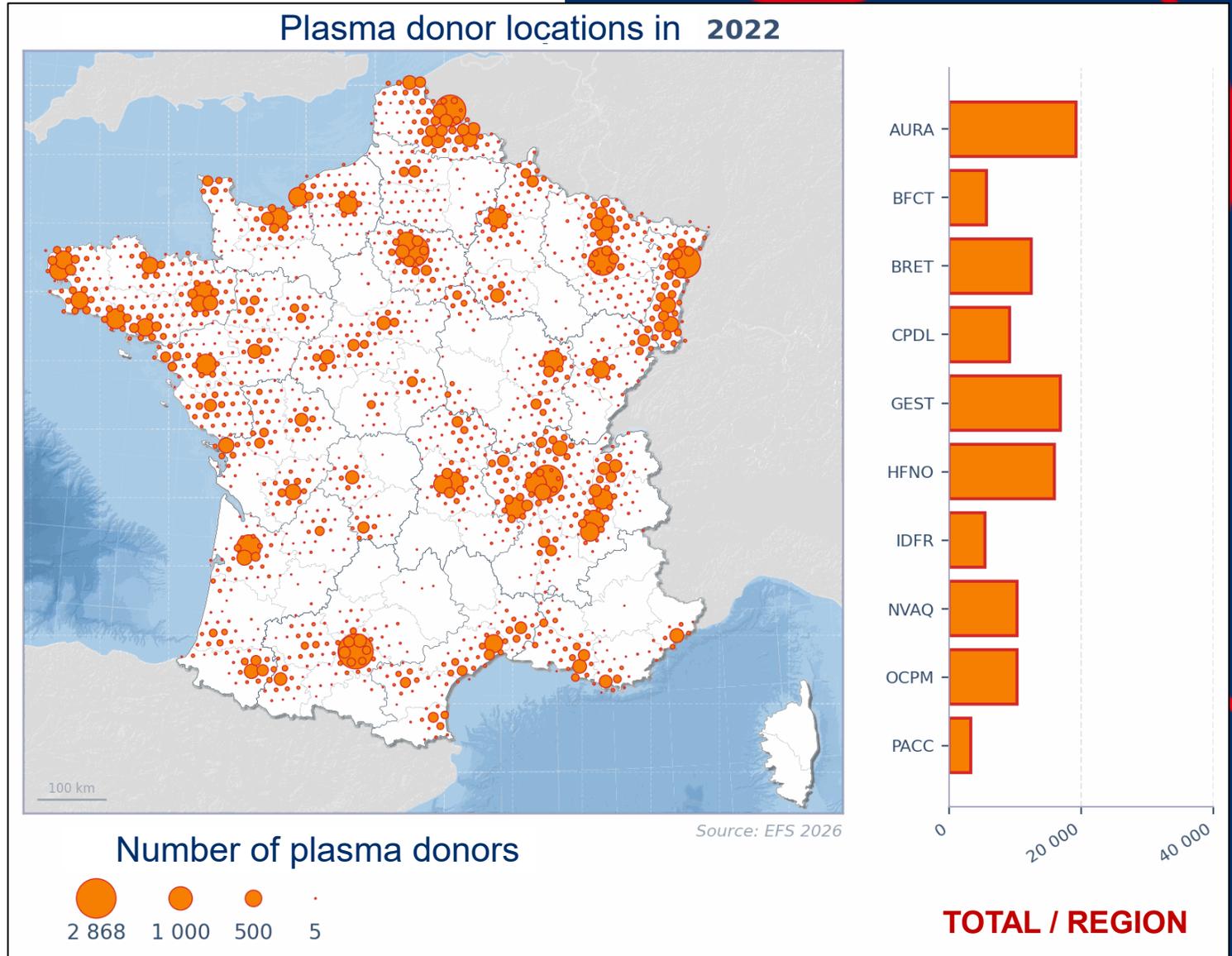
- Optimize : adapt to donors availability (evenings, Saturdays, school holidays)
- Get closer to donors : opening new centers, resume, extend, experimentations
- Recruit (350) and retain employees
- Define new organization models

- Double the number of plasmapheresis devices
- Secure supply and reduce risks/costs: introduce manufacturers
- Develop plasma donation awareness among the general population
- Shift in marketing strategy to ensure consistent media presence and combined campaign WB and plasma

2025 vs 2024 - RESULTS

- **98** (hybride) centers **(+6)**
 - **+64 devices** + published tender
 - **+115 nurses**
 - **Plasma donation awareness = +10%** in the general population
 - **188,943 plasma donors (+18%)**
 - **Av. 2.4 donations/donor (=)**
- **453,842 plasmas collected**

**First milestone achieved –
A historical record (922KL) !**



THANK YOU!



CONTACT

Thibaut BOCQUET

Director, « *Ambition Plasma* » Programme
Etablissement Français du sang (EFS)

- E-mail : Thibaut.Bocquet@efs.sante.fr
- Mob.: +33 (0)6 75 77 29 00



**IPFA/EBA Symposium on
Plasma Collection and Supply**

11 – 12 February 2026 | Leuven, Belgium