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Gulf Coast Blood and Delcon USA Announce Strategic Partnership to Advance Innovation in Donor Care and Collection Efficiency

HOUSTON and CHARLOTTE, N.C., Nov. 10, 2025 — [Gulf Coast Blood](#), a leading nonprofit blood and biotherapies organization serving communities across Texas, and [Delcon USA](#), a forward-thinking medical technology company based in North Carolina, today announced a strategic partnership to accelerate innovation in blood and cell collection, donor experience, and operational efficiency, helping to shape the future of the global blood and biotherapy industry.

The collaboration establishes an action-oriented framework for both organizations to co-create, test, and scale high-impact solutions that enhance donor engagement, optimize collections, and potentially improve clinical and operational outcomes.

“This partnership is about redefining what’s possible in donor care and operational excellence,” said Nikhil Nayak, President and CEO of Gulf Coast Blood. “By working closely with Delcon, we’re not just adopting technology, we’re co-creating the future of the industry.”

Under the agreement, Gulf Coast Blood and Delcon will jointly pilot and commercialize advanced solutions powered by the Delcon Ecosystem—a connected suite of technologies including the OpenChair AI engagement platform, DelcoNet data and device management system, Milano Mixer blood collection device, and Giotto Monza Extractor. The collaboration will focus on developing scalable innovations that not only benefit Gulf Coast Blood but also advance the broader global blood center community.

“We are honored to partner with Gulf Coast, a recognized leader in innovation and excellence,” said Barbara Sala, CEO of Delcon. “Together, we’ll accelerate the evolution of smart, data-driven solutions that elevate the entire industry.”

The partnership brings together Delcon’s technology and manufacturing leadership with Gulf Coast Blood’s deep expertise and strategic vision for advancement of blood and biotherapies products and services. Both organizations share a commitment to co-creating innovation that delivers measurable industry impact and advances the standard of care in donor services.

The collaboration also supports Gulf Coast Blood’s broader innovation roadmap focused on donor wellness, modernization of collection sites, and data-driven safety and efficiency improvements, positioning both organizations at the forefront of transformation in the blood and biotherapies space.

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About Gulf Coast Blood

Founded in 1975, Gulf Coast Blood serves more than 170 hospitals and healthcare partners across Texas. Its mission is to partner with the community to help save and sustain lives through blood and biotherapy services. Gulf Coast is recognized for its commitment to innovation, donor care, and operational excellence.

Website: www.giveblood.org

About Delcon USA

Delcon USA, headquartered in Charlotte, North Carolina in the U.S., and Milan, Italy in Europe, is part of the global Delcon Group, a leader in medical device innovation for blood and cell collection. The Delcon Ecosystem integrates advanced devices, digital platforms, and analytics to deliver connected, efficient, and donor-centered solutions to blood centers worldwide.

Website: www.delcon-usa.com