



**Past Trends**

A look back before  
planning ahead



**Information**

Everything to know  
about the upcoming  
season

*2018 – 2019*  
**Annual Influenza Review**



**Helping protect your practice and patients for over twenty years.**



It's been 20 years since our very first delivery of influenza vaccine. During the 2016 – 2017 season 145.9 million doses of influenza were distributed<sup>1</sup>. If you were one of the medical providers who participated, we thank you.

We hope the information in this report is helpful as you prepare for the upcoming flu season.

# FluWise

## Make the wise choice!

Influenza may be seasonal, but our flu program works for you year-round.

Bringing together top manufacturing partners, the latest market information and insights from healthcare providers just like you, McKesson is positioned to deliver benefits, value and results every step of the way. This year you'll see more of McKesson FluWise™, our comprehensive program that's all about reducing complexity and modernizing the workflow so that Providers can get more value.



# What's Trending? 2017 – 2018 Season Review

## February Peak

*Influenza activity for the prior season peaked between February 5 and February 25, 2017.*



- Was longer than the 2015 – 2016 season
- Western states peaked at least 1 month earlier than the rest of the country
- Most viruses were represented in the recommended vaccines
- Strain A(H3N2) was predominant during peak<sup>2</sup>



**145.9 million**  
doses of flu vaccine  
distributed during 2016 – 2017.

Important to note that the flu manufacturers' projected production for the 2017 – 18 season is **between 151 – 166 million doses** for the U.S. market<sup>3</sup>.

## Vaccines That Were New in 2017 – 2018

Description	Age Range	Doses per Vial/Box	CPT Code	Preservative Status
<b>Afluria® Quadrivalent 0.5mL Prefilled Syringe</b>	5 years and above	10/box	90686	Preservative Free
<b>Afluria® Quadrivalent 5mL Multi-Dose Vial</b>	5 years and above	10/vial	90688	Contains Preservative
<b>Flucelvax® Quadrivalent 5mL Multi-Dose Vial</b>	4 years and above	10/vial	90756	Contains Preservative
<b>Flublok® Quadrivalent 0.5mL Prefilled Syringe</b>	18 years and above	10/box	90682	Preservative Free

- In June 2017 Afluria® Quad status was updated to recommended for persons 5 years and older (both vials and syringes). Prior season recommendation was persons 9 years and older<sup>4</sup>.
- Advisory Committee on Immunization Practices (ACIP) extended its 2016 – 2017 recommendation that FluMist not be used over to the 2017 – 2018 season

## National Influenza Vaccination Trends

		Influenza Vaccination Rates <sup>5</sup>		
Population	HP2020 Target <sup>6</sup>	2015 – 2016	2016 – 2017	2017 – 2018
Children aged 6 months through 17 years	70%	59.3%	59.0%	
Adults aged 18 years through 64 years	70%	37.5%	37.5%	
Adults aged 65 and older	70%	63.4%	65.3%	
Pregnant women	80%	49.9%	53.6%	
Healthcare workers	90%	79.0%	78.6%	

## How is your practice trending this flu season?

HealthyPeople.gov also known as HP2020 launched a 10-year agenda on December 2010 with a goal to improve the health of all Americans by 2020. Influenza vaccination is one of the key health components they closely monitor<sup>7</sup>.



The official vaccination rates for 2017 – 2018 are expected late Summer 2018.

Using the blank 2017 – 2018 column, fill in your own patient population vaccination rates to see how your practice compares to the national averages.



# What's Coming? 2018 – 2019 Influenza Outlook

Manufacturer Seqirus has informed McKesson that they will not be accepting pre-books for Fluvirin® Trivalent in the upcoming 2018 – 2019 season, however they maintain a robust influenza vaccine portfolio with brands like Fluvad®, Flucelvax® and Afluria® Quadrivalent.



In 2017 – 2018 McKesson experienced a

## 70% decrease

in availability of Trivalent vaccines.

Healthcare providers should anticipate **very limited** Trivalent vaccine in 2018 – 2019 as the market continues to shift towards Quadrivalent.



### New Vaccines Expected in 2018 – 2019

Description	Age Range	Doses/box	CPT Code	Preservative Status
Flulaval® Quadrivalent 0.5mL Prefilled Syringe	6 months and above	10/box	90686	Preservative Free



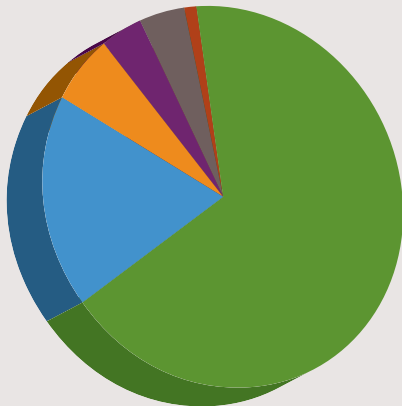
See the complete list of influenza vaccines expected for the 2018 - 2019 season on the enclosed form.



Flulaval® in pre-filled syringe is not a new to market influenza product. However prior to this upcoming season 2018 – 2019 it had a very limited distribution channel. McKesson will be an authorized distributor.

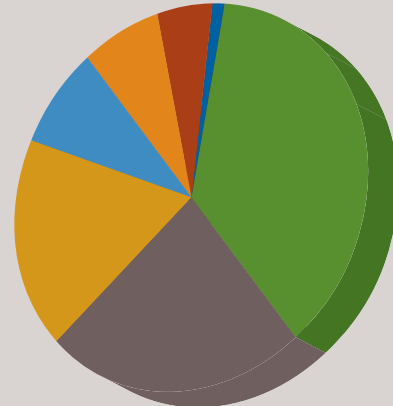
## Most Common Place of Vaccination<sup>8</sup>

### Children (6 months – 17 years)



- 66% Doctor's office
- 18% Clinic/health center
- 6% Emergency setting
- 4% School
- 4% Pharmacy
- 2% Other

### Adults (18 years and older)



- 37% Doctor's office
- 24% Pharmacy
- 18% Work place
- 8% Clinic/health center
- 7% Emergency setting
- 5% Other
- 1% Senior assisted living

# Provider's Frequently Asked Questions – Influenza Vaccines



## 1. Why is pre-booking important?

Manufacturers plan vaccine production based on historical information and current season pre-books. Pre-booking is necessary to make sure you get your product. Historical data shows that manufacturers typically waitlist certain vaccines in March. Once a product is waitlisted, there is no guarantee of a delivery date or even that more vaccines will be available. Product may be limited in supply to providers who did not take advantage of the pre-book period.

## 2. Even with multiple manufacturers producing influenza vaccine, should we still anticipate shipment delays or partial shipments?

There is no way to anticipate delays. Manufacturers don't ship product all at one time, but in waves with several shipments to our distribution centers. Each lot (batch) of vaccines must be approved by the Center for Biologics Evaluation and Research (CBER), a branch of the Food and Drug Administration (FDA). If the lot approval process is delayed for any reason or there is a manufacturer delay, the shipments are delayed as well.

## 3. Are there any thimerosal-free or preservative-free influenza vaccines?

Yes. Single dose vials, sprayers, and most pre-filled syringes are preservative-free.

## 4. What are some of the differences between Trivalent (TIV) and Quadrivalent (QIV)?

Trivalent contains three strains of the influenza virus (two "A" strains and one "B" strain). Quadrivalent contains four strains (two "A" and two "B")<sup>9</sup>.

## 5. What vaccines are available for people 65 and older?

According to the CDC people 65 years and older can get any injectable vaccine (flu shot) that is approved for use in that age group. However, there are two vaccines designed and indicated specifically for people 65 and older, Fluzone® High-Dose manufactured by Sanofi-Pasteur and Fluad® manufactured by Seqirus.

## 6. Will pricing be available when I pre-book?

You may pre-book for the next season at any time. Pricing is typically set in January for the coming season. You have until July 13, 2018 to update or cancel pre-books with no penalty when you pre-book with McKesson Medical-Surgical.

## 7. Does McKesson Medical-Surgical provide any resources to help me with reimbursement?

Our Flu Connection Team and our Account Executives have access to a reimbursement calculator to give you an estimate of what your reimbursement should be based on the flu vaccine and how much vaccine you order. However, each Payer sets their own reimbursement amounts per vaccine. Our chart is a guide based on published CMS pricing.

## 8. How can McKesson Medical-Surgical help my practice or facility meet the needs of priority patients or residents in case of manufacturer delays?

Our influenza portfolio encompasses all influenza vaccines. If there is a manufacturer delay, our portfolio offers you the ability to access multiple products as a safety net. We implement a distribution strategy developed with the goal of enabling as many providers as possible to begin vaccination activities early in the season. Our Flu Connection Team is fully committed to respond to your needs.



Everyone six months of age and older should be vaccinated for flu<sup>10</sup>.



## Why does it take so long?

The Center for Biologics Evaluation and Research (CBER) is a branch within the FDA that regulates biological products for human use under applicable federal laws. They protect public health by ensuring that biological products such as allergenics, blood, devices, gene therapy, human tissues and vaccines are safe, effective and available to those who need them.

CBER continues to monitor products beyond manufacturing and distribution and they have the authority to immediately suspend licensure in situations where there is danger to public health.

This is all very relative to influenza vaccine. Flu vaccine lots that have been released by CBER are then made available for distribution by the manufacturers. Sometimes the process can take a little longer than we would like, but public safety must always come first.

Be aware that if the lot approval process is delayed for any reason or there is a manufacturer delay, the shipments are delayed as well<sup>11</sup>.

The McKesson Flu Team is headquartered in Richmond, VA and has dedicated Flu Coordinators across the U.S. Standard hours of operation are 8:00 am – 8:00 pm ET to assist you with:



**Pre-books**



**Vaccine / Product Information**



**Flu Delivery and More!**

Remember our Flu Team is here to help you with all things flu related. Don't hesitate to reach out to them at [fluconnection@mckesson.com](mailto:fluconnection@mckesson.com) or 877.MCK.4FLU (877.625.4358).



### Meet

**Crystal, Flu Coordinator**

“As a Flu Coordinator I get to work with Primary Care and Post Acute providers across the nation. It is great to be part of such a knowledgeable hard working team that you can count on. Outside work, I enjoy spending time with my husband Brandon and children (Mackenzie 13 and Talan 11), traveling, being outdoors, and protection sports (PSA K9) with our German Shepherd, Ellie.”

## Influenza Resources



Pre-book online at  
[mms.mckesson.com/flu](https://mms.mckesson.com/flu)



Contact your  
Account Executive



Have flu questions?  
Contact the Flu Team at  
877.MCK.4FLU (877.625.4358) or  
[fluconnection@mckesson.com](mailto:fluconnection@mckesson.com)

# 2018 – 2019 Influenza Vaccine Pre-book Form



Send to: [fluconnection@mckesson.com](mailto:fluconnection@mckesson.com)  
Fax: 1.855.888.8358

Account Number			
Ship-to Account Number			
Provider Name			
Address		P.O. Number	
City/State		Phone	
Zip		Fax	
Account Executive		Provider Email	

## Influenza Resources



Pre-book online at  
[mms.mckesson.com/flu](https://mms.mckesson.com/flu)



Contact your  
Account Executive



Have flu questions? Contact the  
Flu Team at 877.MCK.4FLU (877.625.4358)  
or [fluconnection@mckesson.com](mailto:fluconnection@mckesson.com)

## Terms of Sale

Prices are subject to change without prior notification. Neither McKesson Medical-Surgical nor any of its affiliates ("McKesson") guarantee any specific delivery date or quantity. McKesson will not be held liable for any delays or product shortages.

You agree that this is a binding order which may only be canceled by delivering McKesson written notice of cancellation prior to July 13, 2018. By placing this order, you agree to purchase the designated Flu Vaccine upon delivery. You further agree that McKesson may substitute products at the same sales price as long as the substitute product has an equal or greater age indication and is provided in the same form. After July 13, 2018, you may cancel only the quantity of Flu Vaccine that McKesson fails to deliver by November 16, 2018. The sale price indicated includes freight unless separately identified on the invoice. McKesson's standard terms of sales are incorporated by reference and apply to this order for Flu Vaccine.

IN NO EVENT SHALL MCKESSON BE LIABLE FOR INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES, WHETHER BASED ON BREACH OF CONTRACT, WARRANTY, TORT, PRODUCT LIABILITY, OR OTHERWISE, (INCLUDING LOST PROFITS) FROM ANY CAUSE, INCLUDING WITHOUT LIMITATION, DAMAGES RESULTING FROM ANY UNAVAILABILITY OF, DEFECT IN, OR MISSHIPMENT OF PRODUCTS OR THE PROVISION OF SERVICES, AND WHETHER OR NOT MCKESSON HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGE.

## Return Policy

Only customers who pre-book 300 or more doses (30 units) by June 01, 2018 and receive their full pre-book on or before November 16, 2018 will have the right to return up to 20% per vendor, excluding FluMist®, of unopened products for the 2018 – 2019 influenza season, according to the guidelines below:

- Customer will receive a credit for eligible doses returned to McKesson between February 01, 2019 and March 01, 2019 in the subsequent influenza season on or before December 31, 2019.
- Unopened vials or boxes must be returned to McKesson Medical-Surgical between February 01, 2019 and March 01, 2019, and in accordance with McKesson Medical-Surgical's vaccine guidelines.
- Only unopened units (vials or boxes of pre-filled syringes) are eligible to be returned. Eligible quantities will be rounded down to the nearest whole number.

### For Example:

- A purchase of 30 vials = 300 doses = 6 unopened vials eligible for return
- A purchase of 33 vials = 330 doses = 6.6, rounded down to 6 unopened vials eligible for return
- A purchase of 6 boxes of syringes = 60 doses = Not eligible (minimum order quantity not met)

MFR	TEMPLATE ID#	Description	Age Range	Doses per Vial/Box	CPT Code	Preservative Status	2017 - 2018 Reference Quantity Used	Total Quantity Vials/Boxes	Price per Vial/Box	Extended Price
Seqirus	SQAFLVL18	AFLURIA®, QUAD MDV 5mL	5 years and above	10 Doses/Vial	90688	Contains Preservative				
	SQAFLSYR18	AFLURIA®, QUAD SYR 0.5mL	5 years and above	10 Doses/Box	90686	Preservative Free				
	SQCEVL18	FLUCELVAX®, QUAD MDV 5mL	4 years and above	10 Doses/Vial	90756	Contains Preservative				
	SQCELSYR18	FLUCELVAX®, QUAD SYR 0.5mL	4 years and above	10 Doses/Box	90674	Preservative Free				
	SADSYR18	FLUAD®, TRI SYR 0.5mL	65 years and above	10 Doses/Box	90653	Preservative Free				
Sanofi	SPQVL18	FLUZONE®, QUAD MDV 5mL	6 – 35 months .25mL; 3 years and above .5mL	10 Doses/Vial	90687/ 90688	Contains Preservative				
	SPQSDV18	FLUZONE®, QUAD SDV 0.5mL	3 years and above	10 Doses/Box	90686	Preservative Free				
	SPQPED18	FLUZONE®, QUAD Pediatric SYR 0.25mL	6 – 35 months	10 Doses/Box	90685	Preservative Free				
	SPHIGH18	FLUZONE®, High-Dose, TRI SYR 0.5mL	65 years and above	10 Doses/Box	90662	Preservative Free				
	SPQSYR18	FLUZONE®, QUAD SYR 0.5mL	3 years and above	10 Doses/Box	90686	Preservative Free				
Protein Sciences	PSQSYR18	FLUBLOK®, QUAD SYR 0.5mL	18 years and above	10 Doses/Box	90682	Preservative Free				
GSK	GQSYRX18	FLUARIX®, QUAD SYR 0.5mL	3 Years and above	10 Doses/Box	90686	Preservative Free				
	GSKQVL18	FLULAVAL®, QUAD MDV 5mL	6 months and above	10 Doses/Vial	90688	Contains Preservative				
NEW!	GSKSYR18	FLULAVAL®, QUAD SYR 0.5mL	6 months and above	10 Doses/Box	90686	Preservative Free				
AstraZeneca	AZSPRY18	FLUMIST®, QUAD Intranasal Spray	2 – 49 years	10 Doses/Box	90672	Preservative Free				
Total Flu Vaccine Pre-book				Total Doses				Total Quantity		Total Price

Vaccine cost includes \$0.75 per dose Federal Excise Tax.

**All pre-books not canceled by July 13, 2018 automatically turn into orders.**

**I acknowledge that I have read this document in its entirety and agree to the terms and conditions stated herein.**

**I am authorized to order flu vaccines on behalf of this practice.**

Account Number		Date*	
Ship-to Account Number		Signature*	
Provider Name			
Address		P.O. Number	
City/State		Phone	
Zip		Fax	
Account Executive		Provider Email	



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<sup>1</sup> <https://www.cdc.gov/flu/professionals/vaccination/vaccinesupply-2016.htm>

<sup>2</sup> <https://www.cdc.gov/mmwr/volumes/66/wr/mm6625a3.htm>

<sup>3</sup> <https://www.cdc.gov/flu/professionals/vaccination/vaccinesupply-2016.htm>

<sup>4</sup> <https://www.cdc.gov/vaccines/acip/meetings/downloads/slides-2017-06/flu-06-grohskopf.pdf>

<sup>5</sup> <https://www.cdc.gov/flu/fluview/coverage-1617estimates.htm>

<sup>6</sup> <https://www.healthypeople.gov/2020/topics-objectives/topic/immunization-and-infectious-diseases/objectives>

<sup>7</sup> <https://www.healthypeople.gov/2020/About-Healthy-People>

<sup>8</sup> <https://www.cdc.gov/flu/fluview/nis-place-vax-2016-17.htm>

<sup>9</sup> <http://www.cdc.gov/flu/protect/vaccine/quadrivalent.htm>

<sup>10</sup> <https://www.cdc.gov/flu/protect/whoshouldvax.htm>

<sup>11</sup> <https://www.fda.gov/AboutFDA/CentersOffices/OfficeofMedicalProductsandTobacco/CBER/ucm123340.htm>

#### 2018 – 2019 Flu Vaccine Program Terms and Conditions

- No pre-orders for influenza vaccines may be canceled after July 13, 2018. McKesson will automatically confirm your order by July 13, 2018.
- Flu vaccine is based on availability from manufacturers. McKesson cannot be held accountable for a manufacturer's failure to deliver product.
- Account must be in good standing for pre-order and shipment and to qualify for extended payment terms.
- Standard shipping fees apply. Shipments to Hawaii and Alaska will incur an additional shipping fee.
- Net 30 day billing terms on all flu vaccine for flu vaccine that do not qualify for the extended payment terms. Prices are subject to change without notice.

#### Extended Payment Terms

- Any customer who pre-books before June 1, 2018 and accepts their full pre-book by November 16, 2018, will be eligible for payment terms until December 17, 2018.
  - To be approved, the customer must be in good standing with no past due balance and must have paid on last year's flu vaccine orders.
  - If a customer currently has a past due balance, the balance must be paid by the time the flu is invoiced in order to be eligible for the extended terms.
  - Credit limit must be high enough to handle extended term flu purchases and their monthly regular medical supply purchases.
  - Credit card charges will not be eligible for extended terms. Customers on credit card auto charge/deduct will have to pay for their flu vaccine by check or EFT in order to be eligible for extended terms.
  - Customers who have already pre-booked are eligible and will have the terms applied (subject to the outlined conditions).

#### Return Policy

Only customers who pre-book 300 or more doses (30 units) by June 1, 2018 and receive their full pre-book on or before November 16, 2018 will have the right to return up to 20% per vendor (excluding FluMist®) of unopened products for the 2018 – 2019 influenza season, according to the guidelines below:

- Unopened vials or boxes must be returned to McKesson Medical-Surgical between February 01, 2019 and March 01, 2019, and in accordance with McKesson Medical-Surgical's vaccine guidelines.
- Only unopened units (vials or boxes of pre-filled syringes) are eligible to be returned. Eligible quantities will be rounded down to the nearest whole number.

For Example:

- A purchase of 30 vials = 300 doses = 6 unopened vials eligible for return
- A purchase of 33 vials = 330 doses = 6.6, rounded down to 6 unopened vials eligible for return
- A purchase of 6 boxes of syringes = 60 doses = Not eligible (minimum order quantity not met)
- Customer will receive a credit for eligible doses returned to McKesson between February 01, 2019 and March 01, 2019 in the subsequent influenza season on or before December 31, 2019

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