



Flu Vaccine Legislation: Trends and Potential Dangers

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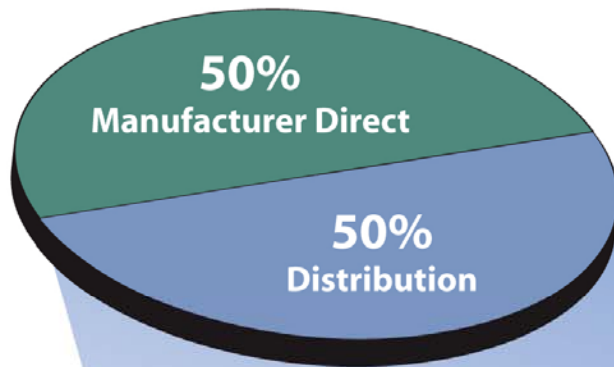
What is HIDA? Who Are Our Members?

- A trade association, founded in 1902, representing medical products distributors
- **200** Member companies operating **432 distribution centers** in the United States
- **HIDA Distributor Members Serve:**
 - 159,000 physician office accounts
 - 5,200 hospitals
 - 19,500 long-term care facilities
- **HIDA Distributor Member Profile**
Distributor Markets:
 - 60% serve physician offices
 - 40% serve hospitals
 - 30% serve long-term care facilities

Most members serve more than one market

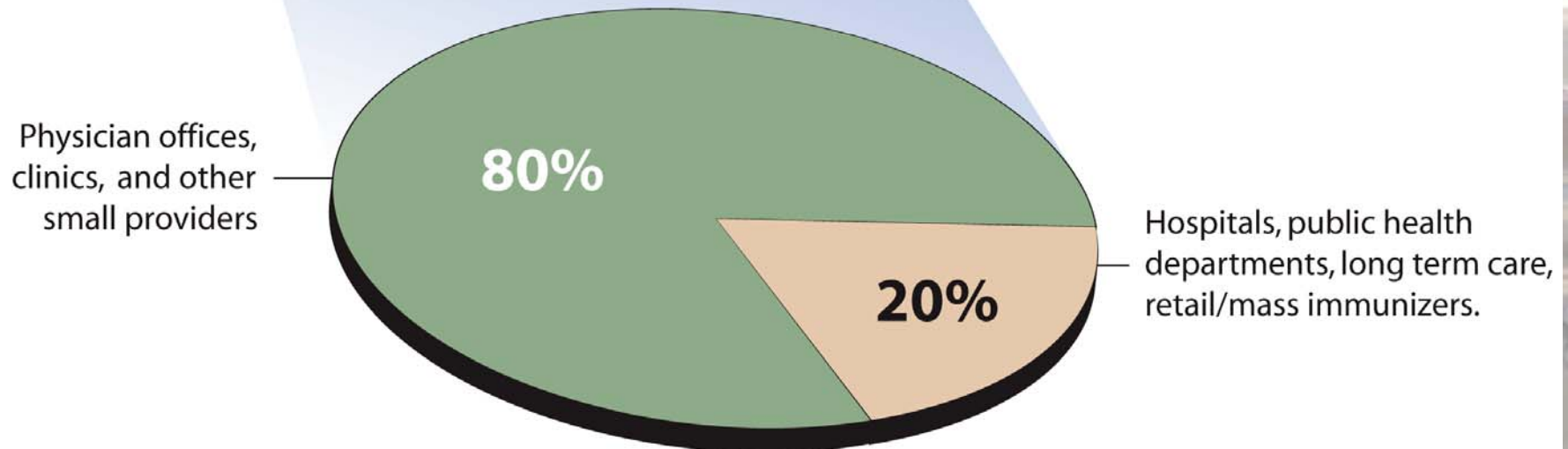


2006–2007 Supply Breakdown (approx.)



Source: CDC/HIDA 2006 Data

Markets Served by Distributors (approx.)



The Landscape in 2007

- Approx. **35** States (Plus the Federal Government) Have Introduced or Passed Upwards of **90** Pieces of Legislation
- I/HIDA Have Had Numerous In-Person Meetings/Conversations with Legislators and Regulators Across the Last 6 Months: Feds, TX, CT, IL, RI, MA, NJ.....

Legislative Trends

The background of the slide is a collage of images. It includes a man in a suit holding a blue folder, a man in a white lab coat, a man in a suit looking at a laptop, and large, semi-transparent numbers 1, 2, and 3. The overall theme is related to healthcare and legislation.

The Legislation is broken down into 5 categories:

- Priority Distribution for Physicians
- Priority Distribution for Public Health Entities
- State Bulk Purchasing/Distribution of Vaccine
- Increased Reporting Regulations
- Thimerosal Regulation/Elimination

Potential Dangers Inherent in the Trends

- A Patchwork of Differing/Competing Legislation will Further Complicate an Already Delicate System
- Such a Patchwork is Poised to Add Cost to the System
- As Complexity and Costs Increase, the Market is Less Attractive for Manufacturers and Distributors
- This Legislation is Largely Constructed in a Vacuum – Without the Input from Public Health Agencies, the CDC, Key Stakeholders – Therefore it is Poised to Compete with Efforts Already Underway to Improve Communication and Efficiencies

Observations

- A Great Deal of Education is Needed at the Provider and Public Health Level
- Public Education/Communication Efforts Require Closer Coordination
- Much of the Legislation/Regulation is Fueled by a Lack of Coordinated Education – Mixed Messages
- Legislation, Simply Put, Will Not Ensure More Americans Are Vaccinated – In Fact, it May Have the Opposite Effect

