Role of Distributors and Suppliers in the Vaccine Supply Chain

National Influenza Vaccine Summit
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www.HIDA.org
www.StreamliningHealthcare.org

About HIDA

- HIDA Members
  - 160 medical products distributor companies
    - More than 450 locations and distribution centers nationwide
- HIDA Educational Foundation
  - Approximately 130 medical products manufacturers

MEMBERS BY PRIMARY MARKETS SERVED

- Physician/Ambulatory Site: 49%
- Acute Care: 25.4%
- Home Care: 8%
- Long-Term Care: 13%
- Other: 4%
- Surgery Center: .6%
Getting Vaccine to Market

Two Ways Vaccine Gets to Market

Via Medical Products Distributors

Source: HDMA research, industry sources

Production vs. Distribution

Influenza Vaccine Production for the U.S. Market, (2000-2008)

Source: U.S. Centers for Disease Control and Prevention
Influenza Vaccine: Demand and Supply

Cumulative Vaccine Releases, 2008-2009 Season

Number of Doses Vary Weekly

Weekly Releases, 2008-2009 Season
On HIDA’s Radar

- Expanding immunization recommendations to all age groups
- Extended flu vaccination season
- Multi-dose vials vs. single dose (pre-filled syringes and sprays)
- Strategic pandemic stockpiles of medical flu products (i.e. syringes) / provider needs
- Growth of retail clinics as a flu vaccination site
- State legislative and regulatory proposals

What are Distributors Doing?

- www.FluSupplyNews.com
- Partners: CDC/AMA, NFID, AAFP, Immunization Action Coalition, CIIC
- Education and Awareness
HIDA Resources

- www.FluSupplyNews.com
- www.StreamliningHealthcare.org

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