The Impact of Influenza

- **5-20%** of the U.S. population each year
- **$10.4 billion** per year in direct medical expenses
- For the 2015-2016 season flu vaccination prevented as many as:
  - **5 million** illnesses
  - **2.5 million** medical visits
  - **71,000** hospitalizations

*Flu vaccination is the best way to prevent the disease from spreading.*
The Continuum of Care Supported by Distribution

The healthcare supply chain plays a critical role each flu season in delivering products to prevent the spread of the flu virus. Distributors provide flu vaccines, rapid diagnostic tests, hypodermic supplies and other critical medical products to healthcare settings across the US.

U.S. Healthcare Distribution Companies Annually Serve:
- **210,240** Physician Offices
- **44,061** Assisted Living Facilities and Nursing Homes
- **6,512** Hospitals
- **33,722** Medical Facilities

The Continuum of Care Supported by Distribution

**Percentage Of Distributors Planning To Carry Flu-Related Product**

<table>
<thead>
<tr>
<th>Product</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diagnostic flu tests</td>
<td>90.00%</td>
</tr>
<tr>
<td>Hypodermic supplies (syringes and needles)</td>
<td>90.00%</td>
</tr>
<tr>
<td>Sharps collectors</td>
<td>90.00%</td>
</tr>
<tr>
<td>Wound care</td>
<td>90.00%</td>
</tr>
<tr>
<td>Gloves</td>
<td>90.00%</td>
</tr>
<tr>
<td>Antibiotics and disinfectants</td>
<td>90.00%</td>
</tr>
<tr>
<td>Face masks and respirators</td>
<td>90.00%</td>
</tr>
<tr>
<td>Antivirals</td>
<td>90.00%</td>
</tr>
</tbody>
</table>

**How Do Distributors Make a Difference?**

**Supply Chain without Distribution**
- Manufacturer 1
- Manufacturer 2
- Manufacturer 3
- Manufacturer 4
- Health Clinics
- Hospitals
- Physician Offices
- Nursing Homes

**Supply Chain with Distribution**
- Manufacturer 1
- Manufacturer 2
- Manufacturer 3
- Manufacturer 4
- Distributors
- Health Clinics
- Hospitals
- Physician Offices
- Nursing Homes
Production and Distribution of Flu Vaccine

Number of Doses of Flu Vaccine Distributed Each Season

Source: CDC

HIDA Flu Vaccine Production and Distribution Market Brief

HIDA conducts a survey each year and uses the results to produce the Influenza Vaccine Production & Distribution Market Brief

- Provides insights into the flu products supply chain, featuring information gathered during the survey.
- Provides updates on key information, including:
  - Flu vaccine production, supply, and allocation
  - Patient and physician vaccination trends
  - Managing influenza with diagnostic resources
  - Manufacturing and distribution processes
  - 2016 Medicare reimbursements
  - Quality reporting measures related to influenza vaccination
  - Vaccine effectiveness trends
HIDA Early Flu Survey Results

Providers Serviced by HIDA Members

- Primary care physician offices: 80.0%
- Hospitals: 70.0%
- Community health clinics: 70.0%
- Home health: 50.0%
- Skilled nursing facilities: 50.0%
- School-based clinics: 50.0%
- Clinical labs: 40.0%
- Specialty care facilities: 40.0%
- Employer or workplace settings: 30.0%
- Pharmacy/retail settings: 30.0%

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HIDA Early Flu Survey Results

Percent of Reported Doses Carried

- Multi-dose vials
- Pre-filled syringes
- 65+ Vaccine

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Thank You!

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• www.HIDA.org