Flu Products Supply Channel

National Influenza Vaccine Summit

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The Continuum of Care Supported by Distribution

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

- Health Clinics
- Hospitals
- Physician Offices
- Nursing Homes

Distributors
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 and protect the health of millions of Americans.
- 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

% of Distributors Planning to Carry Flu-Related Product

The Continuum of Care Supported by Distribution

Direct from Manufacturer
- Larger Providers
  - Retail sites
  - Pharmacies
  - Hospitals
- Mass immunizers
- Public health
- Physicians/Long-term care

Via Distributor
- Smaller Customers
  - Physician offices
  - Clinics
  - Nursing homes
  - Other small providers
- 80% to physician offices and clinics
- Small average order size
- Shipment typically 1-3 days after receipt from manufacturer
Production and Distribution of Flu Vaccine

Number of Doses of Flu Vaccine Distributed Each Season in Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Doses (Millions)</th>
</tr>
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<tbody>
<tr>
<td>2011-2012</td>
<td>132.1</td>
</tr>
<tr>
<td>2012-2013</td>
<td>134.9</td>
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<tr>
<td>2013-2014</td>
<td>134.5</td>
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<td>2014-2015</td>
<td>147.8</td>
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<td>2015-2016</td>
<td>146.4</td>
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<tr>
<td>2016-2017</td>
<td>145.9</td>
</tr>
<tr>
<td>2017-2018</td>
<td>153.3</td>
</tr>
</tbody>
</table>

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

How do you promote the availability of the flu vaccine to your customers? (select all that apply unless selecting none of the below)

- None of the below
- Blog post/website
- Email
- Phone calls
- Sales rep visits
- Social media post (Linkedin, Twitter, Facebook, etc)
- Other (please specify)

0.00% 10.00% 20.00% 30.00% 40.00% 50.00% 60.00%

How do you promote the availability of the flu vaccine to your customers? (select all that apply unless selecting none of the below)

Please check all the settings you serve with any of the above products:

2018 2017
HIDA Early Flu Survey Results

Please estimate what percentage of your business is sold by each market. Your total should add up to 100 (enter each response as a whole number with no percentage sign)

![Survey Results Graph]

Emergency Preparedness

- HHS released an updated version of their Pandemic Influenza Plan and identified 7 key areas of focus to protect against pandemic influenza
Emergency Preparedness

Domain 3 – Medical Countermeasures (MCMs): Diagnostic Devices, Vaccines, Therapeutics, And Respiratory Devices

Goal: improve effectiveness, timeliness, availability, and accessibility to medical countermeasures (diagnostics, vaccines, therapeutics, and respiratory devices).

- Augment and sustain sufficient domestic influenza vaccine manufacturing and fill/finish capacity to deliver finished doses of pandemic vaccine within 12 weeks of the declaration of a pandemic.
- Secure raw materials and sustain supply chain integrity to meet the production needs of vaccines and other MCMs.
- Expedite access to vaccines and other MCMs, and enhance the ability to monitor demand, product distribution and dispensing and administration.

HHS. Pandemic Influenza Plan 2017 Update

Key Action: HHS will engage with private sector partners to develop and share strategies and priorities for MCM supply chain preparedness, as well as discuss capabilities and challenges faced by manufacturers and distributors and other elements critical to maintaining a resilient supply chain during a pandemic influenza event.

Emergency Preparedness

- 10 Million
  - Possible effect on current year flu season
  - 3 month minimum surge to recover

- 20 Million
  - Elective surgeries reduced by 50%
  - Disruption of current year and following year flu season

- 30 Million
  - 5% is the maximum surge (34 million needles annually)
  - Elective surgery significantly reduced by 50% +
  - 3-9 months min. surge production to recover

- 40 Million
  - Near entire months availability
  - Commercial recovery will exceed 12 – 24 months
Emergency Preparedness

Domain 4 – Healthcare System Preparedness and Response Activities

Goal: Continue improving the healthcare system’s preparedness and response capacity

- Objective 4.3 Support the ability of healthcare facilities and community healthcare providers to remain operational and deliver care during a pandemic influenza event.
- Objective 4.4 Develop policies, practices, and resources to keep healthcare professionals safe, healthy, and willing to work during an influenza pandemic.

Key Action: HHS will leverage Health Care Coalitions (HCCs) to serve as a hub for common communication and coordination of a public health response. HCCs at all levels (federal, state, local) will be able to share equipment and resources.

Thank You!

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