

# Flu Products Supply Channel

*National Influenza Vaccine Summit*

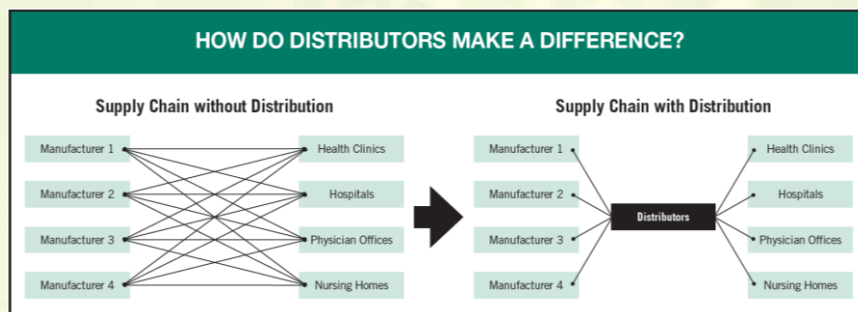
**Mary Beth Spencer**  
*Manager of Government Affairs*  
**May 18, 2018**

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## The Continuum of Care Supported by Distribution

### HOW DO DISTRIBUTORS MAKE A DIFFERENCE?



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## The Continuum of Care Supported by Distribution

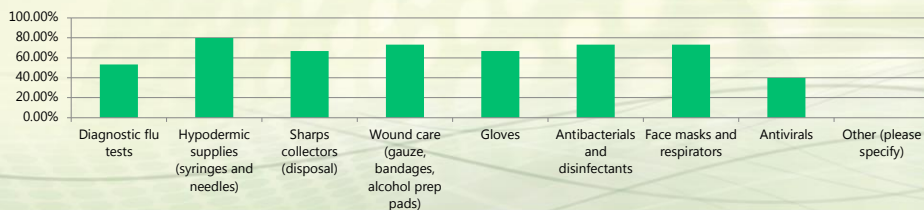
- The healthcare supply chain plays a critical role each flu season in delivering products to prevent the spread of the flu virus and protect the health of millions of Americans.
- Distributors provide flu vaccines, rapid diagnostic tests, hypodermic supplies and other critical medical products to healthcare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



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## 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

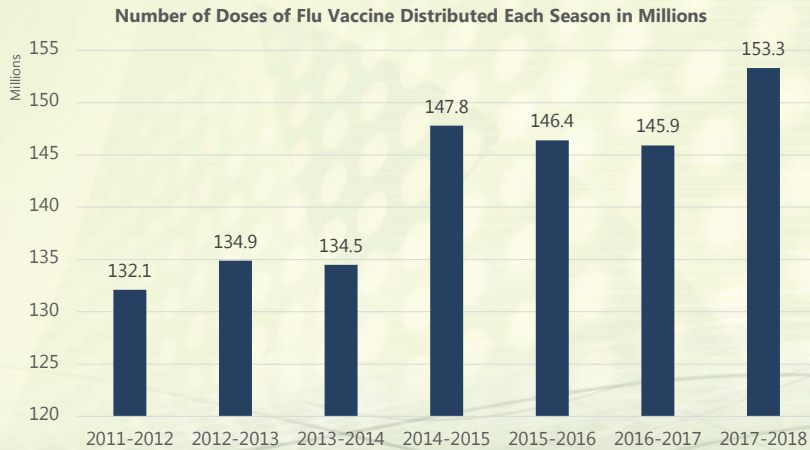
- Physician offices
- Clinics
- Nursing homes
- Other small providers
- 80% to physician offices and clinics
- Small average order size
- Shipment typically 1-3 days after receipt from manufacturer

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## Production and Distribution of Flu Vaccine



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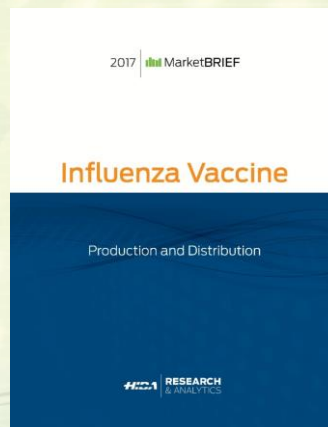
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## HIDA Flu Vaccine Production and Distribution Market Brief

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



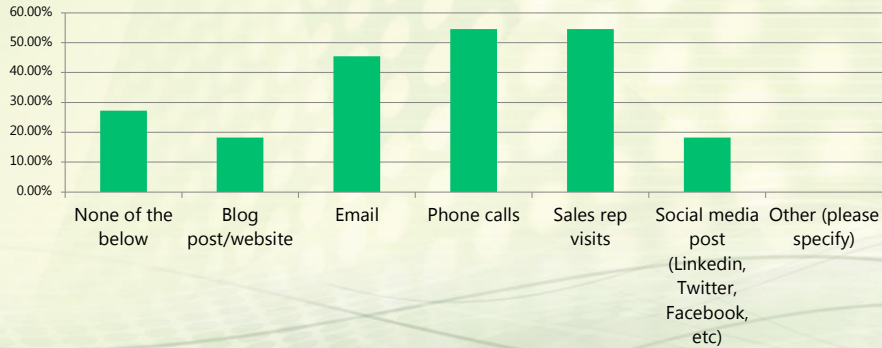
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## HIDA Early Flu Survey Results

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



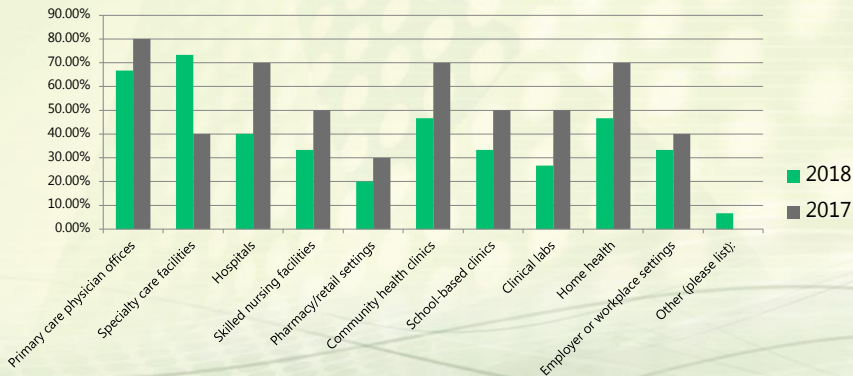
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171

## HIDA Early Flu Survey Results

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



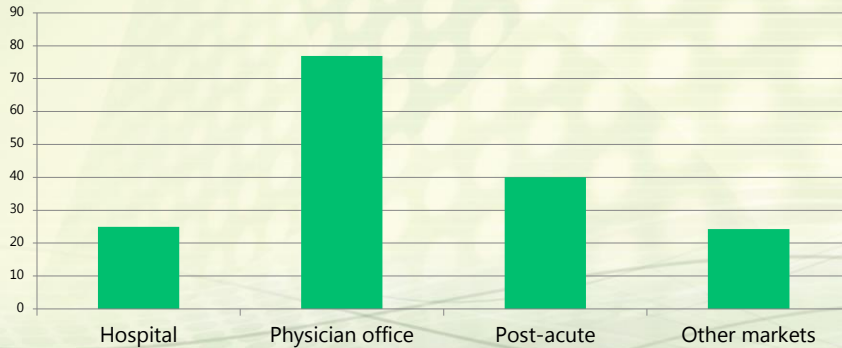
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181

## 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)



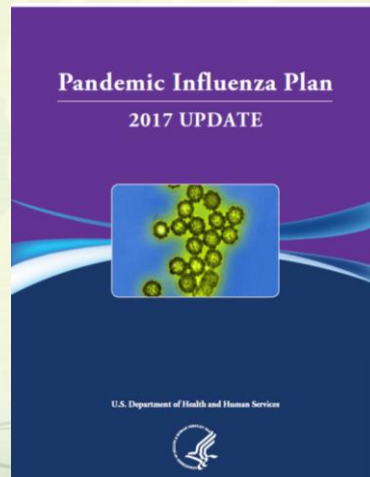
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## Emergency Preparedness

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



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# 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	20 Million	30 Million	40 Million
<ul style="list-style-type: none"> <li>• Possible effect on current year flu season</li> <li>• 3 month minimum surge to recover</li> </ul>	<ul style="list-style-type: none"> <li>• Elective surgeries reduced by 50%</li> <li>• Disruption of current year and following year flu season</li> </ul>	<ul style="list-style-type: none"> <li>• 5% is the maximum surge (34 million needles annually)</li> <li>• Elective surgery significantly reduced by 50% +</li> <li>• 3-9 months min. surge production to recover</li> </ul>	<ul style="list-style-type: none"> <li>• Near entire months availability</li> <li>• Commercial recovery will exceed 12 – 24 months</li> </ul>

# 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.

HHS: Pandemic Influenza Plan 2017 Update



**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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