

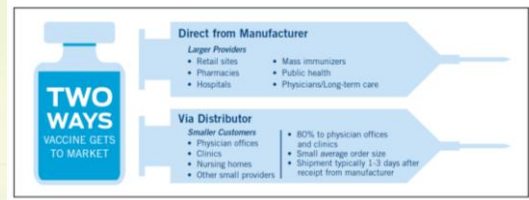
# The Role Of Distributors In The Flu Products Supply Channel

National Adult and Influenza Immunization Summit (NAIIS) Virtual Influenza Summit

Elizabeth Hilla  
Sr. Vice President  
Health Industry Distributors Association

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# How Do Providers Obtain Vaccine?



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# Healthcare Providers Rely On Distributors For Supplies

Most distributors specialize by market rather than type of product

Thousands of manufacturers worldwide

Hundreds of US distributors

Flu vaccines, diagnostic tests and lab supplies, needles and syringes, PPE, other medical products

6,000 hospitals

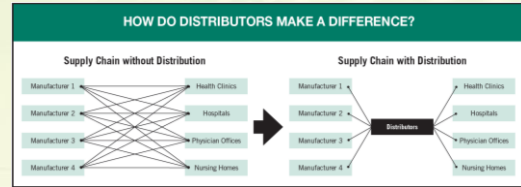
48,600 nursing homes and assisted living facilities

230,000 physician offices

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# Distributors Provide Access To Thousands of Manufacturers' Products Through One Channel



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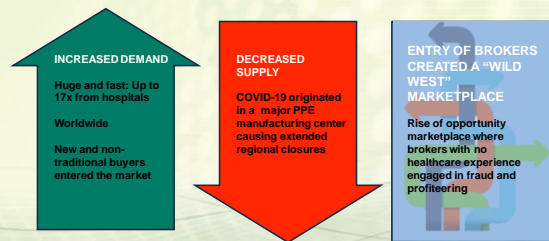
# How Might COVID Impact Flu Vaccine Distribution?

- More demand
- Shift in vaccination settings?
- PPE: increased demand exacerbating shortages
- Other potential challenges: needles and syringes, especially if COVID vaccine becomes available during this flu season

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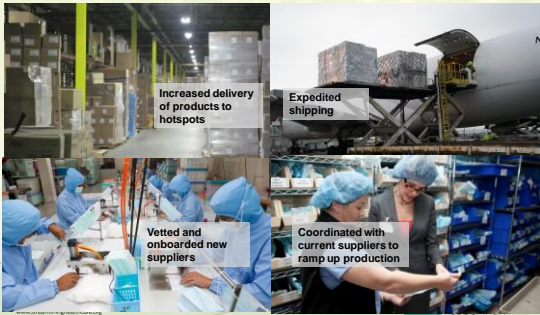
# COVID-driven Demand Has Created Supply Problems That Have Challenged The Supply Chain



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


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## Distributors Responded To COVID-19 Quickly



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## Don't Confuse Distributors With Brokers

Brokers	Vs.	Distributors
One time deals for the highest price	 <b>PRICE</b>	Prices based on long term relationships and contracts with manufacturers and healthcare providers
No vetting of manufacturers or products, no experience in healthcare		 <b>SAFETY</b>
Only negotiate, no guarantees of product delivery or condition	 <b>QUALITY</b>	Take possession of products and deliver to healthcare provider

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