


Influenza Vaccination Season 2020-2021 Injection device planning


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1

Focused Topics www.bd.com/covid19




Influenza & COVID-19 immunization planning approach



Devices Key Considerations




Demand & Supply Planning



Conclusion & Q&A

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2

An administration device is more than "just" the device

Speed to Market

Vaccine Approach


- Critical approach based on vaccine presentation
- Solution adapted to vaccine supply
- HCP Safety: NSI Risk Reduction



Business Continuity

Supply Management


- Capacity
- Demand Projections
- On-Time In-Full (OTIF)




Market Success

Vaccines Delivery

- Training & Education
- Digital training tools
- Guidelines on best of practice



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3

Selecting the right device


Optimizing the Mix:
Injection devices used to administer Injectable Vaccines depend on how the vaccine is supplied

Single/Multi-Dose Vials




40% of Doses Administered

Pre-Filled Injectable



60% of Doses Administered



4

Preparing and partnering for a global COVID-19 vaccination campaign

- There is a need to prepare for a COVID-19 vaccination in parallel to heightened flu immunization efforts, and the **time to act is now!**
- Public-private partnership is crucial** to ensure readiness for COVID-19 immunization campaigns
- BD has **ramped up production** of injection devices for mass vaccination efforts for COVID-19 vaccination, not to interfere with normal supply
- We are working closely with governments around the world to emphasize the need to **prepare in advance** of when the vaccine is ready to ensure capacity
- BD is prepared to provide **maximum support for a national vaccination campaign** in collaboration with government agencies, vaccine manufacturers and distribution partners




5

Working Together to Improve Customer Experience

- Discuss openly issues and solutions
Managing Demand & Supply Expectations
- Collaborate to develop and share roadmap and alignment on key priorities
Development & deployment is a collective effort
- Rapidly reprioritize priorities and respond to market needs
Vaccine Developers & Manufacturers to engage with device partners for insights and coordination of delivery profile







6



7



8