

# ***Role of Distributors and Suppliers in the Vaccine Supply Chain***

National Influenza Vaccine Summit  
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[www.HIDA.org](http://www.HIDA.org)  
[www.StreamliningHealthcare.org](http://www.StreamliningHealthcare.org)



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## ***About HIDA***

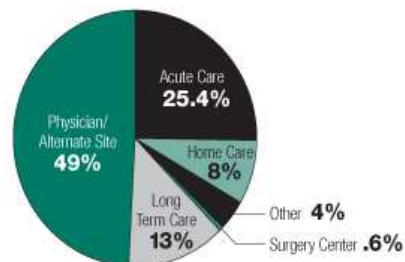
### **■HIDA Members**

- 160 medical products distributor companies
- More than 450 locations and distribution centers nationwide

### **■HIDA Educational Foundation**

- Approximately 130 medical products manufacturers

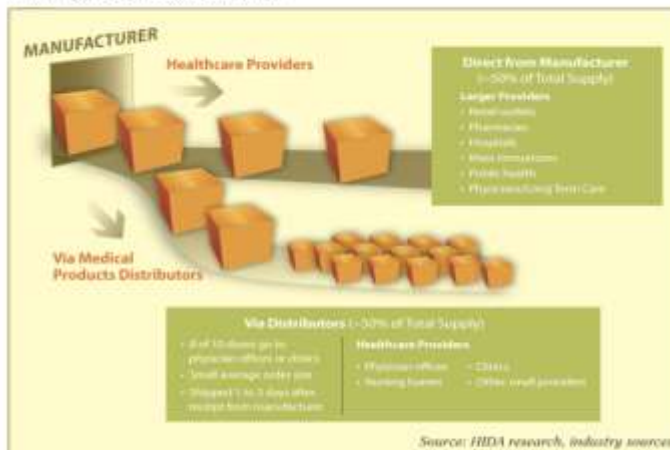
**MEMBERS BY PRIMARY MARKETS SERVED**



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## Getting Vaccine to Market

### Two Ways Vaccine Gets to Market



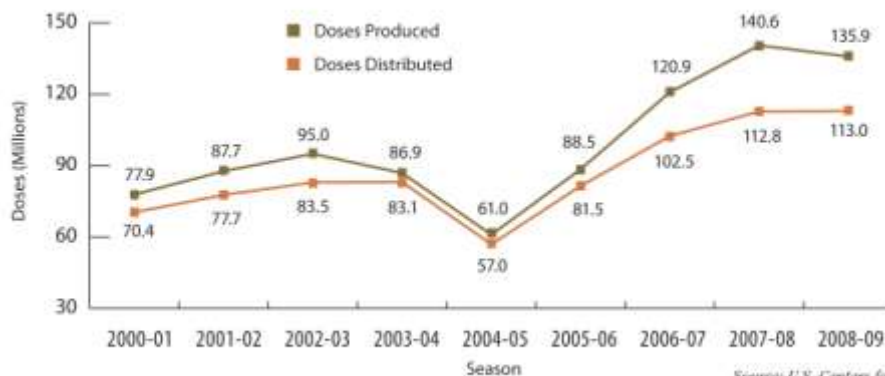
Reprinted from HIDA's 2008-2009 Influenza Vaccine Production & Distribution Market Brief



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## Production vs. Distribution

### Influenza Vaccine Production for the U.S. Market, (2000-2008)



Reprinted from HIDA's 2008-2009 Influenza Vaccine Production & Distribution Market Brief

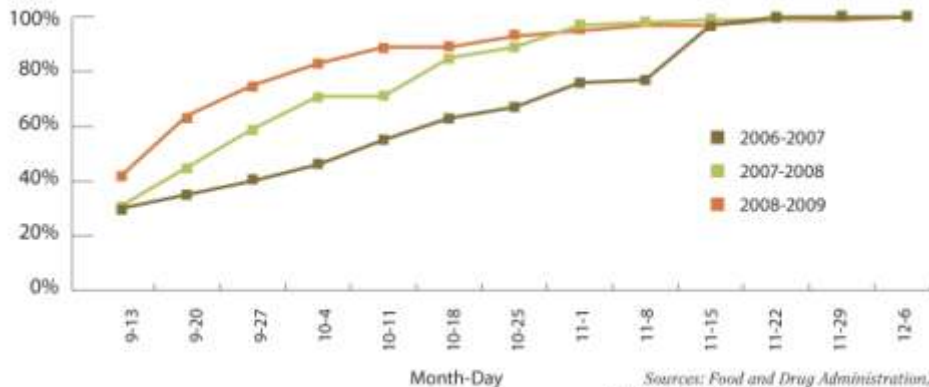
Source: U.S. Centers for Disease Control and Prevention



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## Influenza Vaccine: Demand and Supply

Cumulative Vaccine Releases, 2008-2009 Season



Sources: Food and Drug Administration,  
Center for Biologics Evaluation and Research;  
sanofi aventis

Reprinted from HIDA's 2008-2009 Influenza Vaccine Production & Distribution Market Brief



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## Number of Doses Vary Weekly

Weekly Releases, 2008-2009 Season



Source: Food and Drug Administration,  
Center for Biologics Evaluation and Research

Reprinted from HIDA's 2008-2009 Influenza Vaccine Production & Distribution Market Brief



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## H1N1 VACCINE: CENTRALIZED DISTRIBUTION MODEL

### How Vaccine Is Requested

- Step 1  
Healthcare Provider(s)  
Register and Request Vaccine:**
- Clinics (large-scale public health, occupational health, etc.)
  - Medical facilities
  - Retail pharmacies
  - Physicians
  - Local health department(s)
  - Others

**Step 2  
State Health Department**  
(coordinates provider registration and requests)

**Step 3  
CDC**  
(coordinates requests, allocates vaccine and supplies, directs central distributor)

### How Vaccine and Supplies Reach Designated Providers

**Step 1  
Vaccine Manufacturers (5)**

**Step 1  
Ancillary Product Manufacturers**  
(The government supplies all ancillary products: needles, syringes, sharps containers, alcohol swabs.)

**Step 2  
Third-party Kiters**  
(assembles all products into kits)

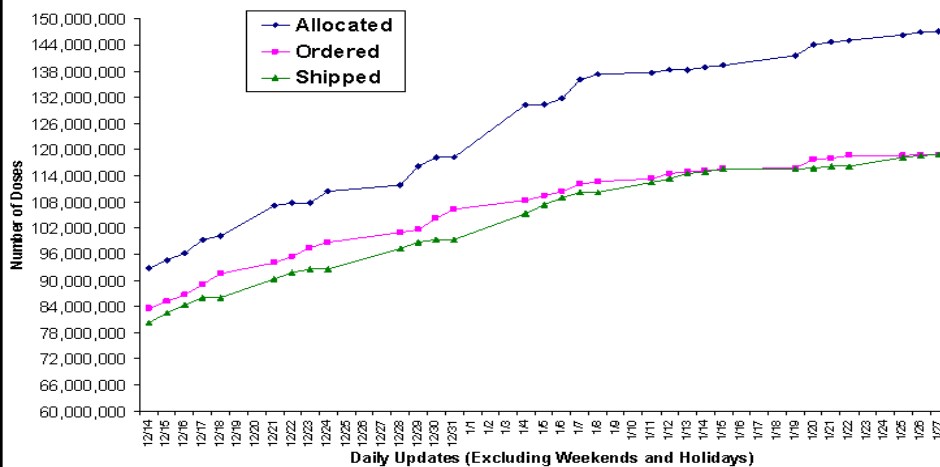
Vaccine & products delivered

**Central Distributor**  
(operates 4 CDC-identified regional distribution centers)

**HISA**  
and a team of technical experts  
streamline your healthcare distribution

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## H1N1 Vaccine Doses: Allocated, Ordered, Shipped



CDC, 2010 H1N1 Influenza Vaccine Doses Allocated, Ordered and Shipped

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## *On HIDA's Radar*

- Expanding immunization recommendations to all age groups
- Extended flu vaccination season
- Multi-dose vials vs. single dose (pre-filled syringes and sprays)
- Strategic pandemic stockpiles of medical flu products (i.e. syringes) / provider needs
- Growth of retail clinics as a flu vaccination site
- State legislative and regulatory proposals



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## *What are Distributors Doing?*

- [www.FluSupplyNews.com](http://www.FluSupplyNews.com)
- Partners: CDC/AMA, NFID, AAFP, Immunization Action Coalition, CIIC
- Education and Awareness



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## ***HIDA Resources***

- **www.FluSupplyNews.com**
- **www.StreamliningHealthcare.org**
- **Ashley Fishburn**
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