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Flu Products Supply Channel

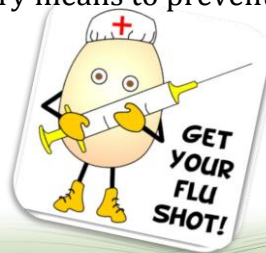
National Influenza Vaccine Summit
May 15, 2014

Josh Babb
Director, Government Affairs

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www.streamlininghealthcare.org

The Impact of Influenza

- About half of 226,000 hospitalizations and 3,000 - 49,000 annual influenza-related deaths occur among ≥ 65 years of age.
 - Severe illness, however, can occur in any age group, e.g. 120 lab-confirmed flu-related deaths in children 2010-11 season.
- Significant cost burden to the US economy - \$8.7 billion annually.
- Influenza vaccination is the primary means to prevent illness and complications from influenza.



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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.

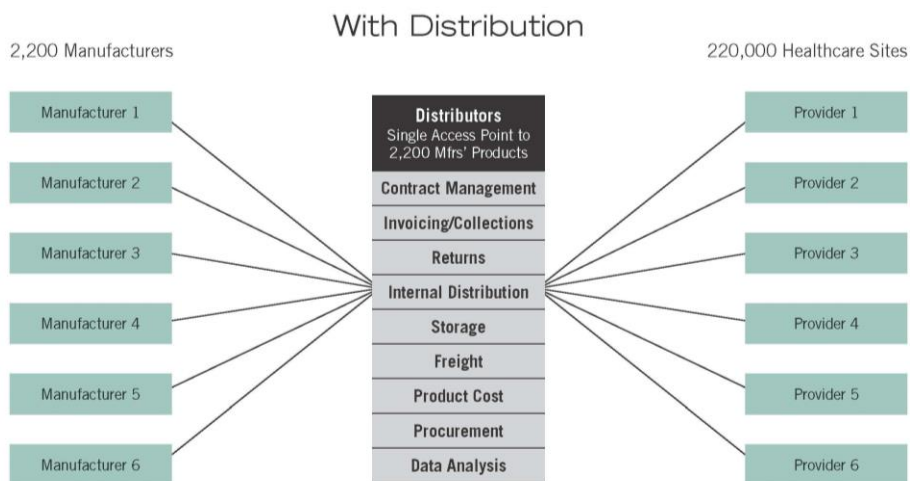
Distributors provide flu vaccines, rapid diagnostic tests, hypodermic supplies and other critical medical products to healthcare settings across the US.

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**



The Continuum of Care Supported by Distribution



Partners in the Flu Season

McKnight's Long-Term Care News

The flu vaccine is the best way to prevent the spread of influenza.

To learn more, please visit FluSupplyNews.com



Educational Tools for Providers and Policymakers

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Safe and Efficient Flu Vaccination Administration How Prefilled Syringes Can Help



With a universal recommendation for flu immunization, many healthcare provider organizations have established influenza vaccination programs and view them as centerpieces of their commitment to preventive services. As these programs grow and adapt to changing immunization requirements, the choice of vaccine packaging is more and more a core consideration for ensuring safety and efficiency in these important public health programs.

Risk in the Vaccination Process: It's Real

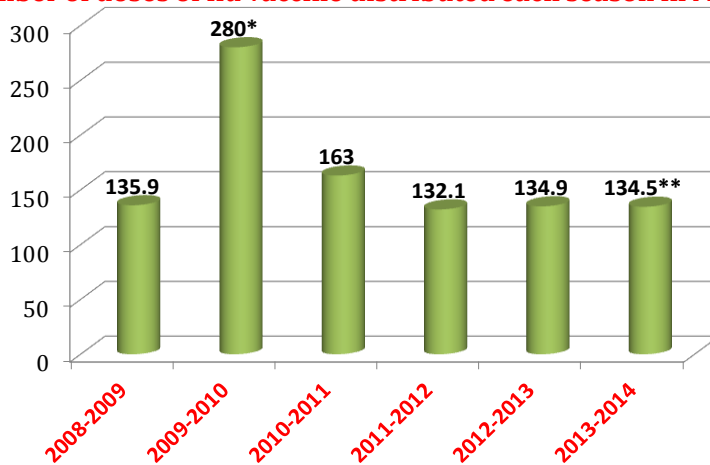
Unfortunately, even experienced vaccination sites remain subject to human error that can cause healthcare-associated infections or medication mix-ups. For example:

Nurses and physician still occasionally misuse or reuse vials, syringes, or needles in ways that increase the risk of blood-borne disease transmission.¹⁻³ Too often, syringes pre-drawn from vaccine vials are left unlabeled, thereby increasing the risk of wrong or improperly labeled or stored vaccine being given. Dosing errors increase when vaccine is prepared and labeled by hand.⁴



Production & Distribution of Flu Vaccine

Number of doses of flu vaccine distributed each season in Millions -



*Includes both H1N1 and seasonal flu vaccine production

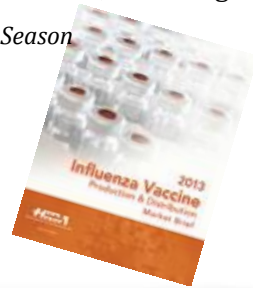
**As reported by the CDC on February 28, 2014



HIDA Flu Vaccine Production & Distribution Market Brief

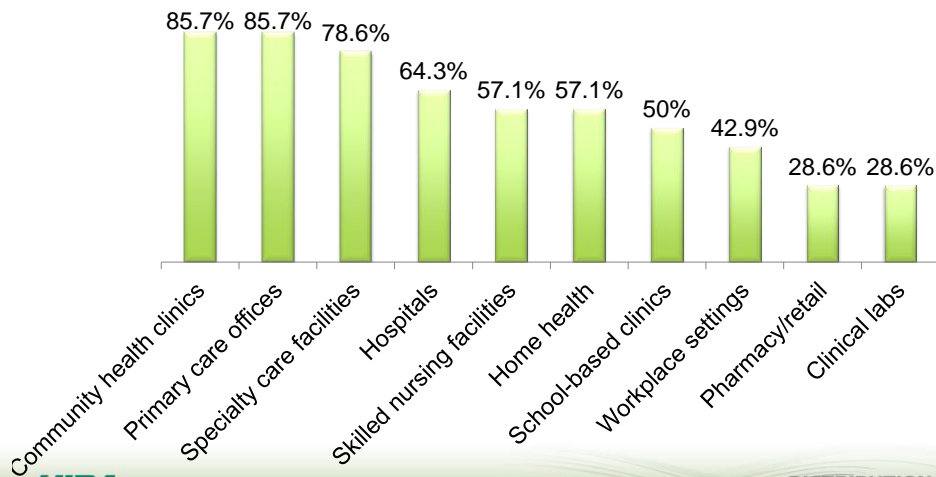
HIDA Conducts a survey each year and uses the results to produce the *Influenza Vaccine Production & Distribution Market Brief*

- Provides insights into the flu products supply chain, featuring information gleaned in the survey.
- The market brief provides updates on key information, including:
 - ✓ *Flu Vaccine Supply and Production for the Current Season*
 - ✓ *Patient and Physician Vaccination Trends*
 - ✓ *Manufacturing and Distribution Processes*
 - ✓ *Sites for Patient Vaccination*
 - ✓ *Medicare Reimbursement Guide*
 - ✓ *Managing Influenza with Diagnostic Resources*
 - ✓ *The Effort to Achieve Universal Vaccination*



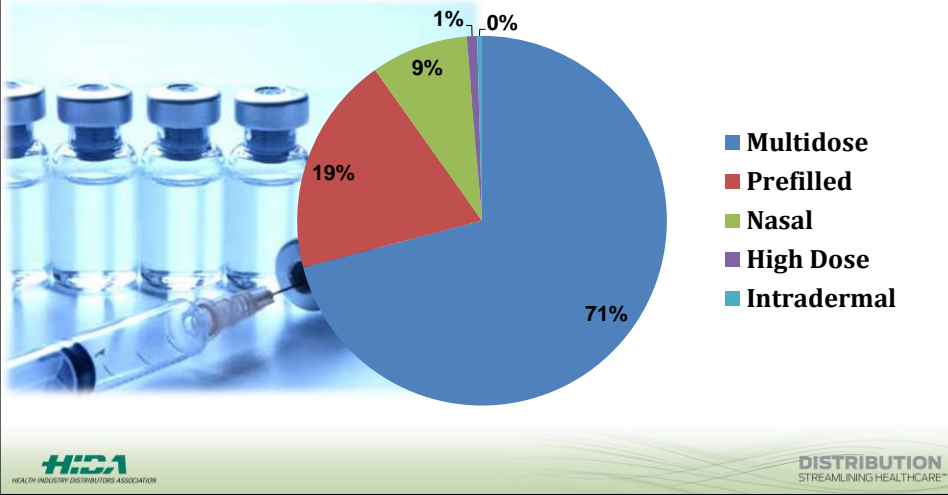
HIDA Early Flu Survey Results

Distributors supply all manner of providers during flu season –



HIDA Early Flu Survey Results

Flu vaccine options available through distribution in 2013-14 season:



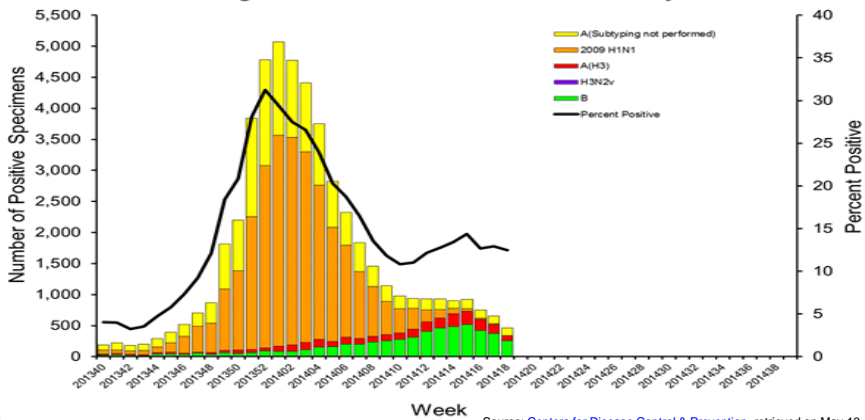
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HIDA Early Flu Survey Results

Helping providers track and diagnose the flu virus...

Influenza Positive Tests Reported to CDC by U.S. WHO/NREVSS Collaborating Laboratories, National Summary, 2013-14



Source: Centers for Disease Control & Prevention, retrieved on May 13, 2014

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Thank You!

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