



HEALTH INDUSTRY DISTRIBUTORS ASSOCIATION

# Flu Products Supply Channel

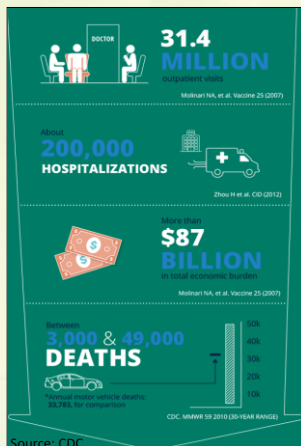
National Influenza Vaccine Summit

May 11, 2017

Mary Beth Spencer

Manager of Government Affairs

## The Impact of Influenza



- 5-20% of the U.S. population each year
- **\$10.4 billion** per year in direct medical expenses
- For the 2015-2016 season flu vaccination prevented as many as:
  - **5 million** illnesses
  - **2.5 million** medical visits
  - **71,000** hospitalizations

***Flu vaccination is the best way to prevent the disease from spreading.***

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## The Continuum of Care Supported by Distribution

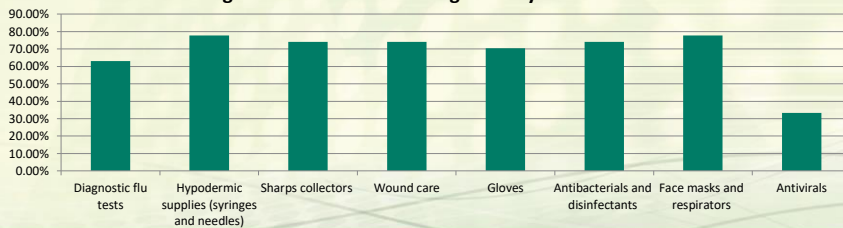
The healthcare supply chain plays a critical role each flu season in delivering products to prevent the spread of the flu virus.

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:

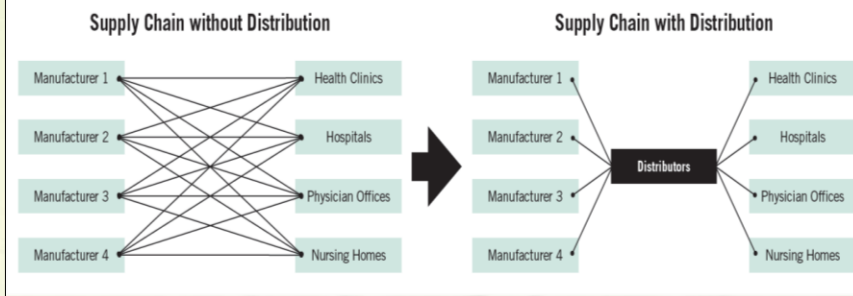
- ✓ 210,240 Physician Offices
- ✓ 44,061 Assisted Living Facilities and Nursing Homes
- ✓ 6,512 Hospitals
- ✓ 33,722 Medical Facilities

Percentage Of Distributors Planning To Carry Flu-Related Product



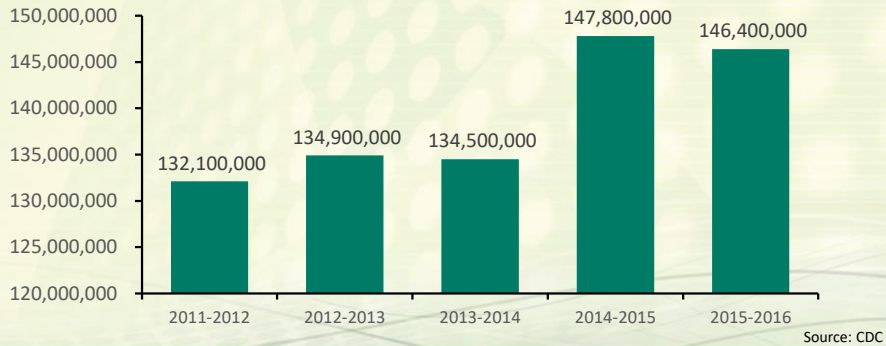
## The Continuum of Care Supported by Distribution

### HOW DO DISTRIBUTORS MAKE A DIFFERENCE?



## Production and Distribution of Flu Vaccine

### Number of Doses of Flu Vaccine Distributed Each Season



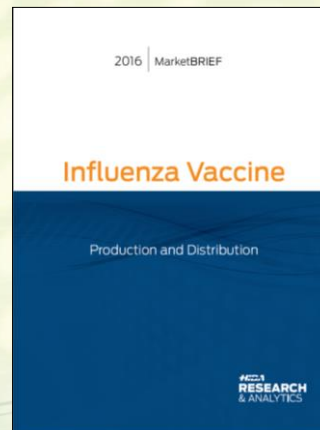
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## HIDA Flu Vaccine Production and Distribution Market Brief

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*

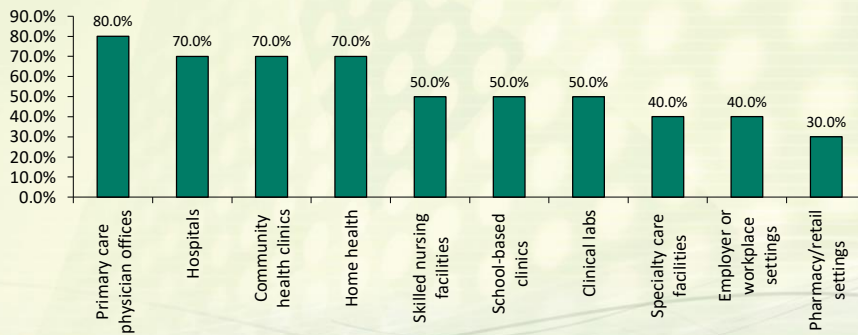


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## HIDA Early Flu Survey Results

### Providers Serviced by HIDA Members

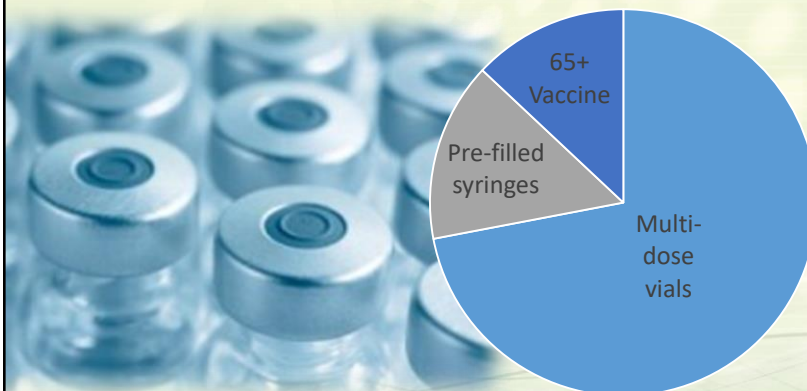


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## HIDA Early Flu Survey Results

### Percent of Reported Doses Carried



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# Thank You!

- **Mary Beth Spencer, Manager-Government Affairs**

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- [www.FluSupplyNews.com](http://www.FluSupplyNews.com)

- [www.HIDA.org](http://www.HIDA.org)

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