

Introduction

Premier's [Pharmacy Committees](#) are pleased to announce new flu vaccine pricing and programs for the 2017-2018 flu season. Premier has contracts with five manufacturers of flu vaccine. These manufacturers include GlaxoSmithKline, MedImmune, Protein Sciences, Sanofi Pasteur and Seqirus.

This agreement coincides with the agreement for flu vaccine distribution that has been awarded to FFF Enterprises. The agreement with FFF is effective July 1, 2012, to June 30, 2018.

Key resources for these agreements include:

- [2017-2018 Flu pricing grid with discounts](#): Provides a list of contract price and FFF discount program price for trivalent and quadrivalent flu vaccines for the 2017-2018 influenza season.
- [2017-2018 Seasonal flu vaccine product information](#): Includes age indication, thimerosal content and latex information for both trivalent and quadrivalent flu vaccine products.
- [Flu vaccine program webcast](#): The recording of the 2017-2018 flu vaccine program webcast which was held January 5, 2017.

Pre-booking resources:

[MyFluVaccine](#): FFF online site for product information and ordering

Influenza vaccine website:

- Influenza and influenza vaccine facts
- Initiatives to increase influenza vaccination rates
- Contracts for influenza vaccine
- Vaccine reimbursement
- Contact information

Additional resources:

- [Executive Summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.

Awarded Suppliers

Ctrl + click on supplier name for more information.

Flu Vaccine-Manufacturer Contracts

Manufacturer	Brand name	Contract number
GlaxoSmith Kline	FluLaval and Fluarix	PPPH18GLX03
Contact: 866.475.8222		
MedImmune	Flumist	PPPH18IMU01
Contact: 877.358.6478		
Protein Sciences	Flublok	PPPW13FFF01
Contact FFF: 800.843.7477		
Sanofi Pasteur	Fluzone	PPPH18CNT02
Contact: 800.822.2463		
Seqirus	Afluria, Fluad, Flucelvax and Fluvirin	PPPH18CSL01
Contact: 919-577-5000		

Distributor	Contract Number
FFF Enterprises	PPPW13FFF01

Portfolio Highlights:

- FFF Enterprises is Premier's sole contracted distributor for flu vaccine.
- Provider Select members may also purchase flu vaccine from McKesson Medical-Surgical (PS-AS-001).
- FFF offers additional value for members selecting them for distribution of both plasma products and flu vaccine.
- FFF will allow 30 percent of product to be returned for GSK, Protein Sciences, Sanofi Pasteur and Seqirus.
- FFF will allow 25 percent of product to be returned for MedImmune.
- FFF offers product to all classes of trade including retail.
- GSK, Seqirus and Sanofi offer direct shipping.

Clinical Information

The influenza virus, commonly known as the flu, is a contagious respiratory illness that can affect all ages. However, adults ages 65 and older, young children, pregnant women, residents of nursing homes and long term care facilities and individuals with a weakened immune system or respiratory illness are most at [risk](#) for complications from the flu. Influenza vaccine is the best form of prevention against the flu but individuals should maintain general hygiene measures such as washing their hands and covering their cough to help prevent the spread of the illness.

The flu season typically runs from October to mid-May. Traditionally cases spike between January and February but flu spikes have been seen year round depending on the strain of the virus. Since it takes around two weeks for the body to build up antibodies that are provided from the vaccine, it is suggested that people receive the vaccine early fall into early winter so that their body is prepared to fight off the virus once the typical flu season hits. However, people may receive the flu vaccine at any time. The protection provided by the vaccine declines over the course of time so it is suggested that individuals receive the vaccine once a year. Also, the flu strains in which the vaccine protects against changes each year.

Every year, the vaccine is developed in advance to protect against multiple strains, or types, of the flu. Trivalent flu vaccines are injections that contain three different influenza strains. Beginning in March 2012, a quadrivalent flu vaccine administered as a nasal mist was approved by the U.S. Food and Drug Administration (FDA). This vaccine protects against four strains of the flu. The Centers for Disease Control and Prevention (CDC) provides information on [quadrivalent influenza vaccine](#). Both injectable and nasal spray quadrivalent vaccines are available.

Sometimes a new strain of the flu emerges, as with the case of the 2009 pandemic influenza A H1N1, which was not predicted and therefore not built into the original flu vaccine. Instances such as this can mean that despite receiving a flu vaccine someone can later become sick with the influenza virus. Also, if someone has already been exposed to the virus prior to receiving their vaccine they can still develop the flu since the virus has a one- to four-day period in which it builds in the body before symptoms show.

Information below is from the Centers for Disease Control and Prevention (CDC) website on the [current](#) flu season. Please note that this link is updated by the CDC with information on emerging flu strains as they become available.

Seasonal Flu Shot [Q&A](#) from the CDC includes information on the different types of flu shots.

The 2016-2017 trivalent influenza vaccine protects against 3 flu strains:

- A/California/7/2009 (H1N1)–like virus
- A/Hong Kong/4801/2014 (H3N2)–like virus
- B/Brisbane/60/2008–like virus (Victoria lineage)

The 2016-2017 quadrivalent IIV protects against the strains that are mentioned above and an additional B strain B/Phuket/3073/2013–like virus (Yamagata lineage).

For the 2016-2017 flu season, the CDC is not recommending the live attenuated influenza vaccine (LAIV) nasal spray.

The CDC provides a [website](#) dedicated to information on the current year's vaccine selection.

Changes since the 2016-2017 flu season

- Protein Sciences product, Flublok, will now be a quadrivalent. There will no longer be a trivalent product.
- GSK offers a new pediatric product; FluLaval quadrivalent which is indicated for ages 6 months and older.
- GSK offers extra savings when products are purchased online.
- Sanofi has reduced the cost of their Fluzone pediatric influenza vaccine.
- Seqirus has added a product Fluad, for ages 65 and older, which is available in a preservative free syringe.

FFF Flu Vaccine Distribution Program Trivalent Flu Vaccine Pricing

Company	Vaccine name	Presentation	Direct orders		FFF Enterprises flu discount program
			Contract price	Manufacturer's price including all discounts	
Sanofi Pasteur	Fluzone High Dose	0.5-mL preservative-free high dose syringes (Boxes of 10)	\$423.70 (\$42.37 per dose)	\$402.85 (\$40.29 per dose)	\$402.85 (\$40.29 per dose)
Seqirus	Afluria	0.5-mL preservative-free syringes (Boxes of 10)	\$113.80 (\$11.38 per dose)	\$108.18 (\$10.82 per dose)	\$108.18 (\$10.82 per dose)
		5-mL multi-dose vial (10 doses per vial)	\$104.20 (\$10.42 per dose)	\$99.07 (\$9.91 per dose)	\$99.07 (\$9.91 per dose)
	Fluvirin	5-mL multi-dose vial (10 doses per vial)	\$104.20 (\$10.42 per dose)	\$99.07 (\$9.91 per dose)	\$99.07 (\$9.91 per dose)
		0.5-mL preservative-free syringe (Boxes of 10)	\$113.80 (\$11.38 per dose)	\$108.18 (\$10.82 per dose)	\$108.18 (\$10.82 per dose)
	Fluad	0.5-mL preservative-free syringe (Boxes of 10)	\$410.37 (\$41.04 per dose)	\$390.09 (\$39.01 per dose)	\$390.09 (\$39.01 per dose)

Prices listed above do not include Federal Excise Tax of \$0.75 per dose

FFF Flu Vaccine Distribution Program

Quadrivalent Flu Vaccine Pricing

Company	Vaccine name	Presentation	Direct orders		FFF Enterprises Flu discount program
			Contract price	Manufacturer's price including all discounts	
GlaxoSmithKline	Fluarix	0.5ml preservative free syringe (Boxes of 10)	\$159.09 (\$15.91 per dose)	\$152.79 (\$15.28 per dose)	\$159.09 (\$15.91 per dose)
	FluLaval	0.5ml preservative free syringe (Boxes of 10)	\$159.09 (\$15.91 per dose)	\$152.79 (\$15.28 per dose)	\$159.09 (\$15.91 per dose)
		5ml multi-dose vial (10 Doses per vial)	\$148.70 (\$14.87 per dose)	\$142.81 (\$14.28 per dose)	\$148.70 (\$14.87 per dose)
MedImmune	Flumist	0.2ml nasal spray (Boxes of 10)	\$229.50 (\$22.95 per dose)	\$190.49 (\$19.05 per dose)	\$190.49 (\$19.05 per dose)
Protein Sciences	FluBlok	0.5mL single dose vials (Boxes of 10)	\$ 400.00 (\$40.00 per dose)	\$ 400.00 (\$40.00 per dose)	\$ 400.00 (\$40.00 per dose)
Sanofi Pasteur	Fluzone	0.25ml pediatric preservative- free syringe (Boxes of 10)	\$168.81 (\$16.88 per dose)	\$158.87 (\$15.89 per dose)	\$158.87 (\$15.89 per dose)
		0.5ml prefilled syringes (Boxes of 10)	\$168.81 (\$16.81 per dose)	\$158.87 (\$15.89 per dose)	\$158.87 (\$15.89 per dose)
		5ml multi-dose vials (10 doses per vial)	\$156.42 (\$15.64 per dose)	\$147.21 (\$14.72 per dose)	\$147.21 (\$14.72 per dose)
		0.5ml single dose vials (Boxes of 10)	\$168.81 (\$16.88 per dose)	\$158.87 (\$15.89 per dose)	\$158.87 (\$15.89 per dose)
		0.1ml Intradermal Microinjection	\$168.81 (\$16.88 per dose)	\$158.87 (\$15.89 per dose)	\$158.87 (\$15.89 per dose)
Seqirus	Afluria	5ml multi-dose vial (10 doses per vial)	\$133.50 (\$13.35 per dose)	\$126.92 (\$12.69 per dose)	\$126.92 (\$12.69 per dose)
		0.5ml preservative free syringe (10 doses per package)	\$143.30 (\$14.33 per dose)	\$136.23 (\$13.62 per dose)	\$136.23 (\$13.62 per dose)
	Flucelvax	5ml multi-dose vial (10 doses per vial)	\$151.10 (\$15.11/dose)	\$143.61 (\$14.36 per dose)	\$143.61 (\$14.36 per dose)
		0.5-ml preservative free syringes (Boxes of 10)	\$164.80 (\$16.48 per dose)	\$156.64 (\$15.66 per dose)	\$156.64 (\$15.66 per dose)

Prices listed above do not include Federal Excise Tax of \$0.75 per dose

Product Information and Price: GlaxoSmithKline

GlaxoSmithKline: <i>Fluarix and FluLaval</i> Order through FFF or www.gskvaccinesdirect.com				
Product description	Contract Price (does <u>not</u> include excise tax of \$0.75/dose)	Additional incentives (Direct orders)	Class of Trade	Delivery schedule (Direct orders)
<i>Fluarix Quadrivalent</i> <ul style="list-style-type: none"> 0.5 ml preservative free syringe 10 doses per package 3 years and older 	Base price: \$159.09 \$15.91/dose	<ul style="list-style-type: none"> 2% savings for orders placed via www.gskvaccinesdirect.com. Order before March 31, 2017. 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 	<u>Direct:</u> Acute, non-acute and long term care <u>FFF:</u> Acute, non-acute, long term care and retail	100% by 9/30/17
<i>Flulaval Quadrivalent</i> <ul style="list-style-type: none"> 0.5 ml preservative free syringe 10 doses per package 6 months and older 	Base price: \$159.09 \$15.91/dose	<ul style="list-style-type: none"> 2% savings for orders placed via www.gskvaccinesdirect.com. Order before March 31, 2017. 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 	<u>Direct:</u> Acute, non-acute and long term care <u>FFF:</u> Acute, non-acute, long term care and retail	100% by 9/30/17
<i>FluLaval Quadrivalent</i> <ul style="list-style-type: none"> 5 ml multi-dose vial 10 doses per vial 6 months and older 	Base price: \$148.70 \$14.87/dose	<ul style="list-style-type: none"> 2% savings for orders placed via www.gskvaccinesdirect.com. Order before March 31, 2017. 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 	<u>Direct:</u> Acute, non-acute and long term care <u>FFF:</u> Acute, non-acute, long term care and retail	100% by 9/30/17

Product Information and Price: GlaxoSmithKline (continued)

Discounts (direct orders through GSK only)

- Pre-book influenza doses prior to March 31, 2017 for a 2 percent discount.
- 2 percent prompt payment discount for payments within 90 days of receiving product.

Delivery guarantee (direct orders only)

- 10 percent discount on doses pre-booked by March 31, 2017 and are shipped after September 30, 2017.

Returnability – 30 percent (direct orders only)

- Doses must be returned by July 31, 2018.

Returnability – 30 percent (FFF orders)

- FFF will offer the ability to return 30 percent of vaccine.

Class of trade (FFF orders)

- FFF pricing available to all classes of trade.

GSK Influenza Vaccine Group Program

- Program is available to select current full line GSK vaccine customers. **New registration is closed.**
- Offers dose prioritization, only half of GSK production will be enrolled.
- Requires a 3 year commitment through a Letter of Participation. There is no penalty to cancel.
- Dose prioritization for members in the program.
- Maximum price increase of 3 percent over the 3 year term. There are no price increases for the 2017-2018 flu season.
- Enhanced pricing
 - Fluarix PFS -\$15.29
 - FluLaval Quad PFS-\$15.29
 - FluLaval Quad MDV-\$14.29

GSK Influenza Vaccine Group Program Market share performance requirement			
Season	Minimum Market Share Performance	Market share performance for annual rebate	Annual rebate
Year 1 (2015)	≥ 40%	≥ 40%	1%
		≥ 80%	2%
Years 2 & 3 (2016 & 2017)	≥ 50%	≥ 50%	1%
		≥ 80%	2%

Product Information and Price: MedImmune

MedImmune – FluMist Order through FFF only				
Product description	Contract price (<u>Does not</u> include excise tax of \$0.75/dose)	Additional incentives	Class of trade	Delivery schedule
<i>FluMist Quadrivalent</i> <ul style="list-style-type: none"> 0.2 ml nasal spray Healthy non-pregnant people age 2 through 49 years 	Doses booked <u>before</u> 6/30/17: \$19.05 per dose Doses booked <u>after</u> 6/30/17: \$19.51 per dose	<ul style="list-style-type: none"> Pre-book before June 30, 2017 See details below for requirements. 	Acute, non-acute, long term care and retail	100% by 10/15/17

Declaration form

- Please see MedImmune declaration form in Supply Chain Advisor to designate Premier as member's GPO. Instructions will be provided on how to submit the form to MedImmune.

Returnability

- 25 percent of product is returnable through FFF.

Product Information and Price: Protein Sciences

Protein Sciences Order through FFF				
Product description	Contract price (Does not include excise tax of \$0.75/dose)	Additional incentives	Class of trade	Delivery schedule
<i>Flublok Quadrivalent</i> <ul style="list-style-type: none"> • 0.5 ml preservative free syringe • Boxes of 10 • 18 years and older 	Base price: \$400.00 \$40.00 per dose	None	Acute, non-acute, long term care and retail	None

Returnability

- 30 percent of product is returnable through FFF.
- Product only available through FFF.

Product Information and Price: Sanofi Pasteur

Sanofi Pasteur – Fluzone							
Order through FFF or direct through Sanofi Pasteur at www.vaccineshoppe.com							
Product description	Contract price (Does not include excise tax of \$0.75/dose)	Additional incentives (Direct orders)	Class of trade	Delivery schedule (Direct orders)			
<i>Fluzone High Dose Trivalent</i> <ul style="list-style-type: none"> 0.5 ml preservative free syringe 65 years and older 	Base price: \$423.70 \$42.37 per dose	<ul style="list-style-type: none"> 1% savings for orders placed via www.vaccineshoppe.com 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 2% end of season performance credit 	Direct: Acute, non-acute and long term care FFF: Acute, non-acute, long term care and retail	20% delivered by 8/31/17 75% delivered by 9/30/17 100% delivered by 10/31/17			
<i>Fluzone Quadrivalent</i> <ul style="list-style-type: none"> 5 ml multi-dose vial 10 doses per vial 6 months and older 	Base price: \$156.42 \$15.64 per dose	<ul style="list-style-type: none"> 3% early bird discount (order by March 31, 2017) 1% savings for orders placed via www.vaccineshoppe.com 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 		20% delivered by 8/31/17 100% delivered by 9/30/17			
<i>Fluzone Intradermal</i> <ul style="list-style-type: none"> 0.1 ml Intradermal Microinjection Syringes 18 years-64 years 	Base price: \$168.81 \$16.88 per dose			<ul style="list-style-type: none"> 3% early bird discount (order by March 31, 2017) 1% savings for orders placed via www.vaccineshoppe.com 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 	20% delivered by 8/31/17 50% delivered by 9/30/17 100% delivered by 10/31/17		
<i>Fluzone Quadrivalent</i> <ul style="list-style-type: none"> 0.5 ml preservative free single-dose vial 36 months to adult 	Base price: \$168.81 \$16.88 per dose				<ul style="list-style-type: none"> 3% early bird discount (order by March 31, 2017) 1% savings for orders placed via www.vaccineshoppe.com 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 	20% delivered by 8/31/17 50% delivered by 9/30/17 100% delivered by 10/31/17	
<i>Fluzone Quadrivalent</i> <ul style="list-style-type: none"> 0.5 ml preservative free syringe 36 months to adult 	Base price: \$168.81 \$16.88 per dose					<ul style="list-style-type: none"> 3% early bird discount (order by March 31, 2017) 1% savings for orders placed via www.vaccineshoppe.com 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product. 	20% delivered by 8/31/17 50% delivered by 9/30/17 100% delivered by 10/31/17
<i>Fluzone Quadrivalent</i> <ul style="list-style-type: none"> 0.25 mL preservative free pediatric syringe 6 to 35 months 	Base price: \$168.81 \$16.88 per dose						<ul style="list-style-type: none"> 3% early bird discount (order by March 31, 2017) 1% savings for orders placed via www.vaccineshoppe.com 2% prompt payment discount for payments within 90 days of receiving product. Full payments due within 91 days of receiving product.

Sanofi Pasteur (continued)

Returnability – 30 percent (FFF orders)

Returnability – Direct orders only

- 25 percent if shipped before October 31, 2017
- 50 percent if shipped after October 31, 2017

Fluzone Partners Program (direct orders only)

- **Fluzone High- Dose**
 - 1 percent online order discount
 - 2 percent prompt pay discount
 - 2 percent end of season performance credit
 - Retain 90 percent of total prior year volume
 - Credit must be used for future flu orders
- **All other Fluzone products**
 - 1 percent online order discount
 - 2 percent prompt pay discount
 - 3 percent early bird discount on orders placed by March 31, 2017
- **FFF will match all supplier discounts including early bird, online order and prompt pay discounts**

Class of trade

- FFF pricing available to all classes of trade

Product Information and Price: Seqirus

Seqirus: Afluria, Fluad, Fluvirin, Flucelvax Order through FFF or direct				
Product description	Contract price (does not include excise tax of \$0.75/dose)	Additional incentives (Direct orders)	Class of trade	Delivery schedule
<i>Afluria Trivalent</i> <ul style="list-style-type: none"> • 5 ml multi-dose vial • 10 doses per vial • 9 yrs and older 	Base price: \$104.22 \$10.42/dose	<ul style="list-style-type: none"> • Pre-book by March 31, 2017 • 3% firm dose discount • 2% prompt pay discount • Direct purchase only • No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17
<i>Afluria Trivalent</i> <ul style="list-style-type: none"> • 0.5 ml preservative free syringe • 9 yrs and older 	Base price: \$113.81 \$11.38/dose	<ul style="list-style-type: none"> • Pre-book by March 31, 2017 • 3% firm dose discount • 2% prompt pay discount • Direct purchase only • No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17
<i>Afluria Quadrivalent</i> <ul style="list-style-type: none"> • 5 ml multi-dose vial • 10 doses per vial • 18 yrs and older 	Base price: \$133.52 \$13.35/dose	<ul style="list-style-type: none"> • Pre-book by March 31, 2017 • 3% firm dose discount • 2% prompt pay discount • Direct purchase only • No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17
<i>Afluria Quadrivalent</i> <ul style="list-style-type: none"> • 0.5 ml preservative free syringe • 10 doses per package • 18 years and older 	Base price: \$143.31 \$14.33/dose	<ul style="list-style-type: none"> • Pre-book by March 31, 2017 • 3% firm dose discount • 2% prompt pay discount • Direct purchase only • No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17

Product Information and Price: Seqirus (continued)

Seqirus: Afluria, Fluad, Fluvirin, Flucelvax Order through FFF or direct				
Product description	Contract price (does not include excise tax of \$0.75/dose)	Additional incentives (Direct orders)	Class of trade	Delivery schedule
Fluad <ul style="list-style-type: none"> 0.5-mL preservative-free syringe Boxes of 10 65 years and older 	Base price: \$410.37 \$41.04/ dose	<ul style="list-style-type: none"> Pre-book by March 31, 2017 3% firm dose discount 2% prompt pay discount Direct purchase only No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17
Fluvirin Trivalent <ul style="list-style-type: none"> 5 ml multi-dose vial 10 doses per vial 4 years and older 	Base price: \$104.22 \$10.42/dose	<ul style="list-style-type: none"> Pre-book by March 31, 2017 3% firm dose discount 2% prompt pay discount Direct purchase only No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17
Fluvirin Trivalent <ul style="list-style-type: none"> 0.5 ml preservative free syringe 10 doses per package 4 years and older 	Base price: \$113.81 \$11.38/dose	<ul style="list-style-type: none"> Pre-book by March 31, 2017 3% firm dose discount 2% prompt pay discount Direct purchase only No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17
Flucelvax Quadrivalent <ul style="list-style-type: none"> 5 ml multi-dose vial 10 doses per vial 4 years and older 	Base price: \$151.08 \$15.11/dose	<ul style="list-style-type: none"> Pre-book by March 31, 2017 3% firm dose discount 2% prompt pay discount Direct purchase only No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17

Product Information and Price: Seqirus (continued)

Seqirus: Afluria, Fluad, Fluvirin, Flucelvax Order through FFF or direct				
Product description	Contract price (does not include excise tax of \$0.75/dose)	Additional incentives (Direct orders)	Class of trade	Delivery schedule
Flucelvax Quadrivalent <ul style="list-style-type: none"> 0.5 ml preservative free syringe 10 doses per package 18 years and older 	Base price: \$164.78 \$16.48/dose	<ul style="list-style-type: none"> Pre-book by March 31, 2017 3% firm dose discount 2% prompt pay discount Direct purchase only No cancellation 	Acute, non-acute, long term care and retail	50% delivered by 8/31/17 100% delivered by 10/15/17

Seqirus direct terms:

- **Pre-book by March 31, 2017**
- **Returns are placed into three buckets:**
 - 20 percent returnability for Fluad
 - 20 percent returnability for Trivalent
 - 20 percent returnability for Quadrivalent
- **Payment terms/discounts**
 - 2 percent prompt pay discount (60, net 61)
 - Additional 3 percent firm **dose**

FFF terms and discounts:

- 30 percent of product is returnable through FFF
- 0.25 percent discount for payments within 20 days. Full payment due within 30 days.

While Seqirus will have a Trivalent product for the upcoming season the quantities available for prebook will be limited. Seqirus along with FFF have established the allocation process listed below:

- All Seqirus Trivalent products need to be ordered through FFF Customer Service and is not available for order through the My Flu Vaccine ordering platform.
- Allocations are calculated in doses and are 25 percent of what the member orders were with FFF last year (2016-2017 flu season). If members did not order one of the Trivalent products from FFF last year, no Trivalent product will be available to order.
- Allocations are presentation specific and cannot be adjusted. For instance, if the member ordered 100 doses of Afluria multi-dose vial (MDV) last year, the allocation this season will be 30 doses (25 doses rounded up to 30) of the Afluria MDV. Members will not be able to exchange for 30 doses in Afluria prefilled syringe (PFS). It is presentation specific based on how Seqirus has defined the allocations.
- Allocations are firm as Seqirus will only produce this limited amount of product.

Terms and Conditions

Company	Vaccine	Cancellation	Return policy / percent returnable
Flu vaccine manufacturer			
GSK	Fluarix FluLaval	Member can cancel a pre-book order prior to delivery confirmation.	<ul style="list-style-type: none"> Return allowed for orders placed with GSK direct. Details on returns are outlined in the above GSK section of this document.
MedImmune	Flumist	Cancellation policy will follow FFF guidelines.	<ul style="list-style-type: none"> Orders placed through a distributor follow the selected distributor's guidelines.
Protein Sciences	Flublok	Cancellation policy will follow FFF guidelines	<ul style="list-style-type: none"> Orders placed through a distributor follow the selected distributor's guidelines.
Seqirus	Afluria, Fluad, Fluvirin, Flucelvax	Cancellation policy will follow FFF guidelines.	<ul style="list-style-type: none"> Orders placed through a distributor follow the selected distributor's guidelines.
Sanofi Pasteur	Fluzone	Orders through Sanofi direct can be cancelled any time prior to ship.	<ul style="list-style-type: none"> Return allowed for orders placed with Sanofi Pasteur direct. Details on returns are outlined in the above Sanofi Pasteur section of this document.
Distributor			
FFF	Fluvirin Afluria Fluarix FluLaval Flumist Fluzone Flublok Fluad Flucelvax	<ul style="list-style-type: none"> Members can cancel or modify orders at any time up until July 1, 2017. Cancellations/decreases in quantities may affect prices where a discount has been given for early period ordering. 	<ul style="list-style-type: none"> FFF will allow 30 percent of product to be returned for GSK, Protein Sciences, Sanofi Pasteur and Seqirus. FFF will allow 25 percent of product to be returned for MedImmune

Sourcing Summary

2017-2018 Flu Vaccine	
Committees	Pharmacy Contracting Subcommittee and National Pharmacy Committee
Awarded suppliers:	<ul style="list-style-type: none"> • GlaxoSmithKline • MedImmune • Protein Sciences (provided through the FFF agreement) • Sanofi Pasteur • Seqirus

About the Pharmacy Committees:

The Pharmacy Contracting Subcommittee reviews and recommends which suppliers should be preliminarily awarded. The subcommittee's award recommendation is then presented to the National Pharmacy Committee who reviews the information and decides on the suppliers that should be awarded a contract. Both committees are composed of pharmacy and group purchasing professionals, including directors of pharmacy.

About the Pharmacy Flu and Plasma Task Force

The Premier Pharmacy Flu and Plasma Task Force, composed of members from six hospital systems with backgrounds in pharmacy (both inpatient and outpatient/retail), provided guidance to the sourcing team and recommendations for pricing and key terms and conditions. Many of the task force members also served on other Premier committees, including National Pharmacy Committee.

Information contained in this document is current as of January 12, 2017.

Questions

For questions about these agreements, please contact your local Premier representative or the Premier Solution Center at 877.777.1552 or solutioncenter@premierinc.com. Pricing and other contract information may be accessed through Premier's Supply Chain Advisor catalog at <https://premierconnect.premierinc.com>.

Value analysis toolkits: The goal of the VA toolkits is to expedite value analysis processes of Premier supplier offerings within member facilities by leveraging the existing work already completed by the Premier member committees as part of the standard negotiations process. Certain contracted products and/or services may still require a trial within your IDN, regional collaborative or facility. While some members may still choose to complete ad hoc value analysis work at their facility, we hope that these enhanced documents will give you the critical information gathered in our in-depth sourcing process as well as related resources to move you to trial more efficiently. As in your own facilities, depth of material will depend on who was awarded, their market share, healthcare-associated conditions and concerns commonly associated with procedures in which the product/service is used, and the ability to share member conversion/usage experiences.

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