



Seasonal Flu Vaccine Offers 2018-19

The LMC Buying Group has concluded negotiations with flu vaccine companies for the 2018/19 season and we can now announce that our preferred supplier for trivalent vaccines is **Pfizer** and our preferred supplier for quadrivalent vaccines is **Mylan**. Our other suppliers are **Seqirus** and **MASTA**.

We know that practices choose their vaccine supplier for different reasons, but **we have ranked our preferred suppliers purely on Profit Per Dose (PPD) for ease of comparison**. Other terms such as discounts on the NHS price, sale or return, reserves, early delivery etc. have also been negotiated and of course play a significant role in your deliberations over choice of supplier along with the evidence-base for choosing the type of vaccine that you deliver to your patients.

For the 2018-19 season, the LMC Buying Group can offer members access to excellent discounts on trivalent, adjuvanted trivalent and quadrivalent vaccines from different manufacturers to mitigate against the occasional occurrence of problems in the manufacture and delivery of vaccines.

We appreciate that some practices have been particularly concerned about early deliveries to pharmacy ahead of general practice. Our suppliers have made provision for this (see their offers from page 3 onwards) but stocks of single packs are limited so allocation will be on a first come, first served basis. We suggest that you ask your flu vaccine supplier for the earliest date that you can receive deliveries (ask about single packs) and start your clinics as early as possible if you are concerned about competition from pharmacies.

If you have been provided with a quote by any vaccine company, please make sure they are using the October 2017 dispensing fee scales otherwise your quote will be 20p a dose out as the fees have dropped by this much since last year. The dispensing fee scales are attached but if you have any questions about how to calculate PPD then please contact us.

We have outlined the main offers available to our members before Christmas below but for a more detailed breakdown of all the offers we have produced separate tables for each supplier.

Trivalent Vaccines

Company	NHS Price	Discount off NHS Price	PPD	Sale or Return
Pfizer	£6.59	61.5%	£7.07	20%
Seqirus	£6.59	61.2%	£7.05	20%
Mylan	£6.59	60%	£6.95	20%
MASTA	£6.59	56.8%	£6.70	20%

Adjuvanted Trivalent

This vaccine is only licensed for use in patients over 65 and is the only adjuvanted inactivated surface antigen trivalent seasonal flu to be made available in the UK.

Company/Vaccine	NHS Price	Discount off NHS Price	PPD	Sale or Return
Seqirus (FLUAD)	£9.79	40.3%	£6.95	20%

Quadrivalent

Company	NHS Price	Discount off NHS Price	PPD	Sale or Return
Mylan (Influvac QIV)	£9.94	50%	£8.18	20%
MASTA	£8.00	50%	£7.01	20%
Mylan (Generic QIV)	£8.00	50%	£7.01	20%

Contact LMC Buying Group

Tel: 0115 979 6910

Email: info@lmcbuyinggroups.co.uk

Pfizer

Inactivated Influenza Vaccine

	Ordered before 31 Dec (61.5%)	Ordered after 31 Dec (60%)
NHS Price	£6.59	£6.59
Dispensing Fee*	£2.209	£2.209
VAT (20%)	£1.32	£1.32
Total NHS Reimbursement	£10.12	£10.12
Actual cost after discount	£2.54	£2.64
VAT (20%)	£0.51	£0.53
Total cost to practice	£3.05	£3.17
Total Profit Per Dose (PPD)	£7.07	£6.95

* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 457 items a month under rules applying from 1 October 2017 (see separate table).

The Pfizer offer also includes:

- 20% sale or return facility or 10% if order is split with another company
- Deliveries of packs of ten start week commencing 10 September 2018
- Surgeries can opt to take 100-200 doses in single packs. Historically, single packs are normally earlier to clear through the batch release process. If they do in 2018, Pfizer will email each practice that takes this option to inform them of the earlier delivery date (i.e.: before w/c 10 Sep 2018). Singles will be delivered by Pfizer in the same week that they deliver direct to retail pharmacies
- 10% reserve (up to max 200 doses) if ordering by 31 December 2017
- Orders can be varied +/- 15% up to 4 weeks prior to delivery
- Named day cold chain delivery – you name the week and we will tell you the actual day it will arrive
- Personal nominated account manager
- 100 dose minimum delivery volume
- Range of support materials
- 120 days' credit from each invoice date
- To receive the maximum pre-Christmas discount Pfizer's order confirmation must be signed and returned by 31 December 2017 or they will revert to the post-Christmas offer and delivery dates may be changed/delayed
- Any sale or return of vaccine must be notified to Pfizer by 28 February 2019
- Any reserve vaccines will be held until 19 October 2018
- These offers are valid until 31 May 2018. After this date any discount will be at the discretion of Pfizer.

Pfizer Vaccines

Enzira (low cost alternative)

	Ordered before 31 Dec (48.7%)	Ordered after 31 Dec (47.7%)
NHS Price	£5.25	£5.25
Dispensing Fee*	£2.209	£2.209
VAT (20%)	£1.05	£1.05
Total NHS Reimbursement	£8.51	£8.51
Actual cost after discount	£2.69	£2.75
VAT (20%)	£0.54	£0.55
Total cost to practice	£3.23	£3.30
Total Profit Per Dose (PPD)	£5.28	£5.21

* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 457 items a month under rules applying from 1 October 2016 (see separate table).

The terms are as per the generic vaccine above.

Contact Pfizer

Tel: 0800 089 4033; Email: vaccinesuk@pfizer.com

Mylan

Influvac QIV

NHS Price	£9.94
Dispensing Fee*	£2.209
VAT (20%)	£1.99
Total NHS Reimbursement	£14.14
Actual cost after discount (50%)	£4.97
VAT (20%)	£0.99
Total cost to practice	£5.96
Total Profit Per Dose (PPD)	£8.18

Generic QIV

NHS Price	£8.00
Dispensing Fee*	£2.209
VAT (20%)	£1.60
Total NHS Reimbursement	£11.81
Actual cost after discount (50%)	£4.00
VAT (20%)	£0.80
Total cost to practice	£4.80
Total Profit Per Dose (PPD)	£7.01

Generic TIV

NHS Price	£6.59
Dispensing Fee*	£2.209
VAT (20%)	£1.32
Total NHS Reimbursement	£10.12
Actual cost after discount (60%)	£2.64
VAT (20%)	£0.53
Total cost to practice	£3.17
Total Profit Per Dose (PPD)	£6.95

Imuvac

NHS Price	£6.59
Dispensing Fee*	£2.209
VAT (20%)	£1.32
Total NHS Reimbursement	£10.12
Actual cost after discount (56%)	£2.90

VAT (20%)	£0.58
Total cost to practice	£3.48
Total Profit Per Dose (PPD)	£6.64

Influvac TIV (low cost alternative)

NHS Price	£5.22
Dispensing Fee*	£2.209
VAT (20%)	£1.04
Total NHS Reimbursement	£8.47
Actual cost after discount (49%)	£2.68
VAT (20%)	£0.54
Total cost to practice	£3.22
Total Profit Per Dose (PPD)	£5.25

* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 457 items a month under rules applying from 1 October 2017 (see separate table).

Mylan's offer also includes:

- 20% sale or return
- Payment by 31 January 2018
- Dedicated support materials
- Switch formulations until February 2018
- No cancellation

Contact Mylan

Tel: 0800 358 7468; Email: flu@mylan.com

Seqirus

Agrippal (Trivalent)

	Orders before 22 December 2017 (61.2%)	Orders after 22 December 2017 (54.6%)
NHS Price	£6.59	£6.59
Dispensing fee*	£2.209	£2.209
VAT (20%)	£1.32	£1.32
Total NHS Reimbursement	£10.12	£10.12
Actual cost after discount	£2.56	£2.99
VAT (20%)	£0.51	£0.60
Total cost to practice	£3.07	£3.59
Total Profit Per Dose (PPD)	£7.05	£6.53

* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 457 items a month under rules applying from 1 October 2017 (see separate table).

FLUAD (Adjuvanted Trivalent)

This vaccine is only licensed for use in patients over 65 and is the only adjuvanted inactivated surface antigen trivalent seasonal flu to be made available in the UK.

	Orders before 22 December 2017 (40.3%)	Orders after 22 December 2017 (38.8%)
NHS Price	£9.79	£9.79
Dispensing fee*	£2.209	£2.209
VAT (20%)	£1.96	£1.96
Total NHS Reimbursement	£13.96	£13.96
Actual cost after discount+	£5.84	£5.99
VAT (20%)	£1.17	£1.20
Total cost to practice	£7.01	£7.19
Total Profit Per Dose (PPD)	£6.95	£6.77

* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 457 items a month under rules applying from 1 October 2017 (see separate table).

+ Discount based on order of less than 1000 doses. Additional discounts are available to those practices wanting to order more than 1000 doses.

Seqirus' offer also includes:

- 20% sale or return on contract order volume on orders placed before 22 December 2017 and 10% thereafter. Any sale or return vaccine must be notified to Seqirus by 28 February 2019 to be eligible for credit.

- 150 days' credit for FLUAD® orders of 1,000+ doses. Otherwise 120 days' credit from each invoice date for orders placed before 22 December 2017 and 90 days thereafter.
- 100 doses minimum delivery volume
- Named day cold chain delivery
- Practice Promotional materials (including materials to distinguish between two vaccines)
- Orders can be amended or cancelled up to 28 February 2018
- Deliveries are forecasted to begin w/c 10 September 2018 allocated whilst stock lasts. If stock is released earlier than the above date, then it will be offered to accounts in priority of date the order was placed.

Contact Seqirus

Tel: 01530 454288; Email: flu.salesuk@seqirus.com

MASTA

A choice of vaccines+

	Trivalent (56.8%)	Quadrivalent (50%)
NHS Price	£6.59	£8.00
Dispensing fee*	£2.209	£2.209
VAT (20%)	£1.32	£1.60
Total NHS Reimbursement	£10.12	£11.81
Actual cost after discount	£2.85	£4.00
VAT (20%)	£0.57	£0.80
Total cost to practice	£3.42	£4.80
Total Profit Per Dose (PPD)	£6.70	£7.01

+ The company offers a portfolio of seasonal flu vaccines from different manufacturers including a quadrivalent vaccine. Customers can order just one brand of vaccine or can split their order across MASTA's portfolio of vaccines.

* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 457 items a month under rules applying from 1 October 2017 (see separate table).

MASTA's offer also includes:

- Portfolio of vaccines to protect against unforeseen manufacturing/supply issues.
- The quadrivalent vaccine is suitable for 3+ years; the trivalent vaccine is suitable for 6 months plus.
- 20% sale or return facility on contract order volumes placed with MASTA. (Returns must be back with MASTA by the 22 February 2019 to be eligible for credit).
- Deliveries available from w/c 10 September 2018 or earlier if stock is released to market prior to this date. Delivery dates will be scheduled in line with orders placed.
- Named day cold chain deliveries to as many sites as required.
- 120 days payment terms from the date of each invoice.
- Free of charge campaign support materials available to order online.
- The flexibility to reduce or cancel last deliveries to assist with stock management if the vaccination uptake is lower than expected.
- Reserve doses can be placed, up to 10% of the contract order volume. This will be held until 31 October 2018 after which it will be released to the market.
- Orders placed with MASTA can be cancelled up to 31 March 2018.
- Order volumes can be amended up to 31 July 2018.
- During the campaign delivery dates and volumes can be amended with just 72 hours' notice to MASTA.
- 50 doses and above are delivered carriage free within the couriers' designated postcode areas.

Contact MASTA

Tel: 0113 238 7552; Email: fluteam@masta.org

Dispensing payments Proposed Discount scale (from October 2017)

Table 1: Dispensing Feescale for Contractors that are authorised or required to provide dispensing services

Total prescriptions calculated separately for each individual dispensing practitioner, in bands	Prices per prescription in pence
Up to 457	212.0
458 - 571	209.0
572 - 687	206.2
688 - 800	203.6
801 - 915	201.2
916 - 1028	199.0
1029 - 1429	196.9
1430 - 2000	195.1
2001 - 2286	193.4
2287 - 2857	191.9
2858 - 3428	190.6
3429 - 4000	189.4
4001 - 4569	188.4
4570 and over	187.7

*Table 2: Dispensing Feescale for Contractors that are not authorised or required to provide dispensing services**

Total prescriptions calculated separately for each individual dispensing practitioner, in bands	Prices per prescription in pence
Up to 457	220.9
458 - 571	217.8
572 - 687	215.1
688 - 800	212.5
801 - 915	210.2
916 - 1028	207.9
1029 - 1429	205.8
1430 - 2000	204.0
2001 - 2286	202.3
2287 - 2857	200.8
2858 - 3428	199.4
3429 - 4000	198.3
4001 - 4569	197.3
4570 and over	196.6

* This includes prescribing doctors or non-dispensing doctors' personal administration drugs.