

**Seasonal Flu Vaccine Offers 2016/17**

The LMC Buying Groups Federation has concluded negotiations with flu vaccine companies for the 2016/17 season and we can now announce that our joint first preferred suppliers for 2016/17 are **Pfizer** and **GlaxoSmithKline (GSK)**. Our second joint preferred suppliers are **Mylan** (formerly Abbott)and **MASTA.**

Given the occasional occurrence of problems in the manufacture and delivery of vaccines we are pleased to be able to offer Buying Group Members the widest possible choice of reliable suppliers as well as the best profit per dose in the market.

**Pfizer** is offering a maximum discount of **59%** on orders confirmed before 24 December 2015 and **57%** thereafter. Pfizeralso offer excellent profit per dose on a lower priced alternative vaccine (Enzira) which is a maximum **47%** discounton orders confirmedbefore 24 December 2015 and **45%** thereafter.

**GSK** brought their quadrivalent vaccine to the market two years ago. Quadrivalent vaccines contain two A strains and strains from each of the possible B lineages whereas trivalent vaccines include two A strains and only one of the possible B lineages. The NHS price of the GSK vaccine is accordingly higher than its trivalent competitors which explains why the **39%** discount yields a higher profit per dose than our joint second preferred suppliers.

Our joint second preferred suppliers are **Mylan** and **MASTA.** Both are offering a **54%** discount on orders throughout the season in the case of Mylan, and on orders confirmed by 31 December 2015 and 53% thereafter in the case of MASTA. Mylan offers a lower priced alternative, Influvac. MASTAoffer a choice of higher priced vaccines from different manufacturers plus a lower priced alternative.

Details of each of our approved suppliers’ offers, including tables describing how profit per dose is calculated can be found in the pages below. More information is available on our website [www.lmcbuyinggroups.co.uk/members](http://www.lmcbuyinggroups.co.uk/members). You will have to log in to access this information. Please note that the offers are available while stocks last, so please place your orders at your earliest convenience.

Once again, we would urge practices to consider splitting their vaccine orders between at least two companies to mitigate the risk of problems arising with supply and delivery of vaccines.

**LMC Buying Groups Federation**

**Pfizer Vaccines**

**CSL Generic Influenza Vaccine**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Ordered before 24 Dec + base discount (55%)** | **Ordered before 24 Dec + max discount (59%)** | **Ordered after 24 Dec + base discount (54%)** | **Ordered after 24 Dec + max discount (57%)** |
| NHS Price | £6.59 | £6.59 | £6.59 | £6.59 |
| Dispensing Fee\* | £2.24 | £2.24 | £2.24 | £2.24 |
| VAT (20%) | £1.32 | £1.32 | £1.32 | £1.32 |
| **Total NHS Reimbursement** | **£10.15** | **£10.15** | **£10.15** | **£10.15** |
| Actual cost after discount | £2.97 | £2.70 | £3.03 | £2.83 |
| VAT (20%) | £0.59 | £0.54 | £0.61 | £0.57 |
| Total cost to practice | £3.56 | £3.24 | £3.64 | £3.40 |
| **Total Profit Per Dose (PPD)** | **£6.59** | **£6.91** | **£6.51** | **£6.75** |

\* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 449 items a month under rules applying from 1 April 2016 (see separate table).

The Company’s offer (on both the generic vaccine and Enzira) also includes the following:

* If no cancellation is taken orders can be varied +/- 15% up to four weeks prior to delivery
* Named day cold chain delivery
* Personal nominated Account Manager
* 100 dose minimum delivery volume
* Range of support materials
* 120 days credit from each invoice date
* Any sale or return vaccine must be notified to Pfizer by 28 February 2017
* If no cancellation option is not taken orders can be cancelled up to 29 February 2016
* Any reserve vaccines will held until 31 October 2016
* These offers are valid until 30 June 2016. After this date any discount will be at the discretion of Pfizer.
* Deliveries are forecasted to begin w/c 12 September 2016 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 Us**

Tel: 0800 089 4033; Email: [vaccinesuk@pfizer.com](mailto:vaccinesuk@pfizer.com)

**Pfizer Vaccines**

**Enzira (low cost alternative)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Ordered before 24 Dec + base discount (43%)** | **Ordered before 24 Dec + max discount (47%)** | **Ordered after 24 Dec + base discount (42%)** | **Ordered after 24 Dec + max discount**  **(45%)** |
| NHS Price | £5.25 | £5.25 | £5.25 | £5.25 |
| Dispensing Fee\* | £2.24 | £2.24 | £2.24 | £2.24 |
| VAT (20%) | £1.05 | £1.05 | £1.05 | £1.05 |
| **Total NHS Reimbursement** | **£8.54** | **£8.54** | **£8.54** | **£8.54** |
| Actual cost after discount | £2.99 | £2.78 | £3.04 | £2.89 |
| VAT (20%) | £0.60 | £0.56 | £0.61 | £0.58 |
| Total cost to practice | £3.59 | £3.34 | £3.65 | £3.47 |
| **Total Profit Per Dose (PPD)** | **£4.95** | **£5.20** | **£4.89** | **£5.07** |

\* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 449 items a month under rules applying from 1 April 2016 (see separate table).

**The terms are as per the generic vaccine above.**

**Contact Us**

Tel: 0800 089 4033; Email: [vaccinesuk@pfizer.com](mailto:vaccinesuk@pfizer.com)

**GlaxoSmithKline (GSK)**

**Fluarix Tetra**

|  |  |
| --- | --- |
| NHS Price | £9.94 |
| Dispensing Fee\* | £2.24 |
| VAT (20%) | £1.99 |
| **Total NHS Reimbursement** | **£14.17** |
| Actual cost after discount (39%) | £6.06 |
| VAT (20%) | £1.21 |
| Total cost to practice | £7.27 |
| **Total Profit Per Dose (PPD)** | **£6.90** |

\*The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 449 items a month under rules applying at 1 April 2016 (see separate table).

* 90 days’ credit starting from the date of invoice. Invoices will be sent at the time of each delivery of the vaccine to the customer.
* Sale or return of up to 20% of your original order quantity
* Delivery from w/c 12 September 2016 with named delivery dates
* Full pack of flu clinic support materials

**Contact Us**

Tel: 0800 7830 470; Email: [uk.flu@gsk.com](mailto:uk.flu@gsk.com) or create your contract online at: [www.vaccines.co.uk](http://www.vaccines.co.uk).

**Mylan (formerly Abbott)**

**Imuvac**

|  |  |
| --- | --- |
| NHS Price | £6.59 |
| Dispensing Fee\* | £2.24 |
| VAT (20%) | £1.32 |
| **Total NHS Reimbursement** | **£10.15** |
| Actual cost after discount (54%) | £3.03 |
| VAT (20%) | £0.61 |
| Total cost to practice | £3.64 |
| **Total Profit Per Dose (PPD)** | **£6.51** |

\* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 449 items a month under rules applying at 1 April 2016 (see separate table).

The company’s offer (for both Imuvac and Influvac) also includes:

* Delivery dates available from week commencing 12th September 2016
* Payment by 31 March 2017
* 20% sale or return completed by 31 March 2017
* Dedicated account managers
* Free support materials

**Influvac** (low cost alternative)

|  |  |
| --- | --- |
| NHS Price | £5.22 |
| Dispensing Fee\* | £2.24 |
| VAT (20%) | £1.04 |
| **Total NHS Reimbursement** | **£8.50** |
| Actual cost after discount (43%) | £2.98 |
| VAT (20%) | £0.60 |
| Total cost to practice | £3.58 |
| **Total Profit Per Dose (PPD)** | **£4.92** |

**Contact Us**

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

**MASTA**

**A choice of vaccines**+

|  |  |  |
| --- | --- | --- |
|  | **Orders before**  **31 December 2015** | **Orders after**  **31 December 2015** |
| NHS Price | £6.59 | £6.59 |
| Dispensing fee\* | £2.24 | £2.24 |
| VAT (20%) | £1.32 | £1.32 |
| **Total NHS Reimbursement** | **£10.15** | **£10.15** |
| Actual cost after discount (54% before 31.12.15 and 53% after) | £3.03 | £3.10 |
| VAT (20%) | £0.61 | £0.62 |
| Total cost to practice | £3.64 | £3.72 |
| **Total Profit Per Dose (PPD)** | **£6.51** | **£6.43** |

+ The company offers a portfolio of seasonal flu vaccines from different manufacturers. Customers can order just one brand of vaccine or can split their order across MASTA’s portfolio of vaccines. Within the portfolio will be a choice of higher priced vaccines plus a lower priced alternative. There will be vaccines suitable for all age categories from six months and upwards available in both single and 10 x 1 dose presentation.

\* The dispensing fee illustrated is for guidance purposes only and is based on a non-dispensing practice dispensing up to 449 items a month under rules applying from 1 April 2016 (see separate table).

The Company’s offer also includes:

* 20% sale or return on contract order volume on orders placed before 31 December 2015 and 10% thereafter. Returns must be back with MASTA by the end of February 2017 to be eligible for credit.
* The flexibility to reduce or cancel last deliveries to assist with stock management if the 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 2016 after which it will be released to the market.
* Orders placed with MASTA can be cancelled up to 31 March 2016
* Order volumes can be amended up to 31 July 2016
* Deliveries available from w/c 12 September 2016 or earlier if stock is released to market prior to this date. Delivery dates will be scheduled in line with orders placed. During the campaign delivery dates and volumes can be amended with just 72hrs notice to MASTA.
* Named day cold chain deliveries to as many sites as required.
* 50 doses and above are delivered carriage free within the couriers’ designated postcode areas.
* 120 days’ payment terms from the date of each invoice.
* Full support materials will be available to order online free of charge.

**Contact Us**

Tel: 0113 238 7500 (option 1); Email: [fluteam@masta.org](mailto:fluteam@masta.org)

**Dispensing payments**

Discount scale (from April 2016)

**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 455 | 214.9 |
| 456 - 568 | 211.9 |
| 569 - 683 | 209.1 |
| 684 - 796 | 206.4 |
| 797 - 911 | 204.0 |
| 912 - 1023 | 201.8 |
| 1024 - 1422 | 199.7 |
| 1423 - 1990 | 197.8 |
| 1991 - 2275 | 196.1 |
| 2276 - 2844 | 194.5 |
| 2845 - 3412 | 193.2 |
| 3413 - 3981 | 192.1 |
| 3982 - 4548 | 191.1 |
| 4549 and over | 190.3 |

**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 455 | 224.0 |
| 456 - 568 | 220.9 |
| 569 - 683 | 218.1 |
| 684 - 796 | 215.5 |
| 797 - 911 | 213.1 |
| 912 - 1023 | 210.8 |
| 1024 - 1422 | 208.7 |
| 1423 - 1990 | 206.8 |
| 1991 - 2275 | 205.1 |
| 2276 - 2844 | 203.6 |
| 2845 - 3412 | 202.2 |
| 3413 - 3981 | 201.1 |
| 3982 - 4548 | 200.1 |
| 4549 and over | 199.4 |

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