Annual Influenza Review
2017-2018

A review of past flu trends and what to expect in the coming season.
Count on Our Support, Educational Resources and Products to Help You Prepare for the Next Influenza Season

Healthcare providers play a critical role in preparing for a new flu season. We understand that providers must keep the past and present in perspective when planning for the future.

McKesson Medical-Surgical provides guiding practices to help you prepare for any flu season, along with quality, support and selection to help you navigate the changing market.

“We are committed to reaching more healthcare providers each year with a broader offering of influenza vaccination options. Distributing all authorized vaccines is important to us because we understand your patients have diverse needs and preferences.

This report highlights our most current insights into the health trends, supply chain factors and market conditions that make each flu season unique. I hope it is helpful as you prepare your practice to fight the flu in 2017.”

Stanton McComb
President
McKesson Medical-Surgical

What’s Trending? 2016 - 2017 Season Review

New Guidelines on Patients with Egg Allergies and Flu Vaccine:

The CDC and ACIP have updated their guidelines as of 2016 to recommend:

Those who have only experienced hives after exposure to eggs can and should receive influenza vaccine. Any licensed flu vaccine recommended for the recipient’s age may be used.

Those who have experienced symptoms other than hives after being exposed to eggs (such as angioedema, respiratory distress, lightheadedness or recurrent emesis) may still receive any licensed and recommended flu vaccine. However, the vaccine should be administered in a medical setting and supervised by a health care practitioner who is able to recognize and manage several allergic conditions.

New Vaccines Available 2016 - 2017

<table>
<thead>
<tr>
<th>Description</th>
<th>Age Range</th>
<th>Doses/box</th>
<th>CPT Code</th>
<th>Preservative Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fluad® Trivalent 0.5 mL Prefilled Syringe</td>
<td>65 years and above</td>
<td>10/box</td>
<td>90653</td>
<td>Preservative Free</td>
</tr>
<tr>
<td>Fluad® is an adjuvanted vaccine, which helps create a stronger immune response in patients.</td>
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<tr>
<td>Flublok® Trivalent 0.5 mL Single Dose Vial</td>
<td>18 years and above</td>
<td>10/box</td>
<td>90673</td>
<td>Preservative Free</td>
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<tr>
<td>Flublok® demonstrated a higher antibody response to the A strain during two clinical trials in adults 50 years and older. The B strain antibody response was comparable to traditional trivalent vaccine.</td>
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<tr>
<td>Flucelvax® Quadrivalent 0.5 mL Prefilled Syringe</td>
<td>4 years and above</td>
<td>10/box</td>
<td>90674</td>
<td>Preservative Free</td>
</tr>
<tr>
<td>Flucelvax® is an inactivated vaccine with advanced cell culture technology in closed bioreactors, eliminating the need for antibiotics.</td>
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</tbody>
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The FDA Approved FluMist® for the 2016 - 2017 Season

The FDA has approved FluMist® Quadrivalent flu vaccine for the 2016-2017 season. This decision comes after the CDC Advisory Committee on Immunization Practices (ACIP) voted on June 22, 2016, that FluMist® Quadrivalent should not be used in the 2016-2017 season.

Projected Flu Vaccine Availability this Season

![Projected Flu Vaccine Availability Graph]
Provider’s Frequently Asked Questions - Influenza Vaccines

1. What are some of the differences between Trivalent (TIV) and Quadrivalent (QIV)?

   Trivalent contains three strains of the influenza virus (two "A" strains and one "B" strain). Quadrivalent contains four strains (two "A" and two "B").

2. What is the difference between quadrivalent and high dose vaccines?

   Quadrivalent refers to the number of strains of the influenza virus contained in the vaccine – four strains – two "A" and two "B". High dose is a type of vaccine that provides a more robust immune response in patients 65 years and older.

3. Even with multiple manufacturers producing influenza vaccine, why can we still anticipate shipment delays or partial shipments?

   Manufacturers don’t ship product all at one time, but in waves with several shipments to our distribution centers. Each shipment of vaccines must be approved by Center for Biologics Evaluation and Research (CBER), a branch of the Food and Drug Administration (FDA). If the shipment approval process is delayed for any reason, the shipments are delayed as well.

4. How can McKesson Medical-Surgical help my practice or facility meet the needs of priority patients or residents in case of manufacturer delays?

   We implement a distribution strategy developed with the goal of enabling as many providers as possible to begin vaccination activities early in the season. Our Flu Connection Team is fully committed to respond to your needs.

5. Are there any thimerosal-free or preservative-free influenza vaccines?

   Yes. Most pre-filled single-dose syringes are preservative-free (FLUVIRIN® 0.5ml dose).

6. Does McKesson Medical-Surgical provide any resources to help me with reimbursement?

   Our Flu Connection Team and our Account Managers have access to the reimbursement calculator to show how much your reimbursement should be based on the flu vaccine and how much vaccine you order.

7. Will pricing be available when I pre-book?

   Pricing can’t be set until manufacturers make it available, which we expect to be into January for the coming season. In the event of any pricing surprises, McKesson Medical-Surgical accepts changes to pre-books and you will also have until July 14, 2017 to cancel pre-books with no penalty.

8. Why is pre-booking important?

   Pre-booking is necessary to make sure you get your product. Historical data shows that manufacturers typically waitlist certain vaccines in March. Once a product is waitlisted, there is no guarantee of a delivery date or even that more vaccines will be available. Product may not be readily available to providers who did not take advantage of the pre-book period.

9. How can practices promote the availability of flu shots?

   One way is to register your practice on the Vaccine Finder website at https://vaccinefinder.org/admin/signup/. This is a free public service and the enrollment process is simple and fast.
McKesson Delivers Quality and Selection

Vaccine options to cover all age indications

Authorized distributor of all vaccine manufacturers

Return policy that allows a portion of unused vaccines to be returned

Extended payment term options

Expert Flu Team ready to help you with all your flu needs

You Have the Power to Prevent Infection

It takes a community of healthcare stakeholders to prevent the spread of even the most common infections. UPrevent helps to build successful infection prevention policies and procedures. It offers resources regarding influenza, infection prevention and more.

The CDC, ACIP and HICPAC recommend that all healthcare workers get vaccinated, even those not directly involved in patient care.* Learn more at uprevent.mckesson.com.

Pre-Book for Influenza Season 2017-2018 is Now Open!

- Family Practices
- Pediatrics
- Community Health Clinics
- Long Term Care Facilities
- Home Care
- Ambulatory Surgery Centers
- Urgent Care Facilities
- All other medical practice types

Pre-Book Instructions

Complete the form enclosed

Email fluconnection@mckesson.com or fax 855.888.8358

Call our Flu Team for any questions at 877.MCK.4FLU (877.625.4358)

* Refer to Return Policy
2017 – 2018 Flu Vaccine Program Terms and Conditions

1. No pre-orders for influenza vaccines may be canceled after July 14, 2017. McKesson will automatically confirm your order by July 14, 2017.
2. Flu vaccine is based on availability from manufacturers. McKesson cannot be held accountable for a manufacturer's failure to deliver product.
3. Account must be in good standing for pre-order and shipment and to qualify for extended payment terms.
4. Standard shipping fees apply. Shipments to Hawaii and Alaska will incur an additional shipping fee.
5. Net 30 day billing terms on all flu vaccine for flu vaccine that do not qualify for the extended payment terms. Prices are subject to change without notice.

Extended Payment Terms

- Any customer who prebooks before June 1, 2017 and accepts their full prebook by November 17, 2017, will be eligible for payment terms until December 17, 2017.
  - To be approved, the customer must be in good standing with no past due balance and must have paid on last year’s flu vaccine orders.
  - If a customer currently has a past due balance, the balance must be paid by the time the flu is invoiced in order to be eligible for the extended terms.
  - Credit card charges will not be eligible for extended terms. Customers on credit card auto charge/deduct will have to pay for their flu vaccine by check or EFT in order to be eligible for extended terms.

Return Policy

Only customers who pre-book 300 or more doses (30 units) by June 1, 2017 and receive their full pre-book on or before November 17, 2017 will have the right to return up to 20% per vendor (excluding FluMist®) of unopened products for the 2017-2018 flu season, according to the guidelines below:

- Full vials or boxes must be returned to McKesson Medical-Surgical between February 1, 2018 and March 1, 2018, and in accordance with McKesson Medical-Surgical’s vaccine guidelines.
- Only full units (vials or boxes of pre-filled syringes) are eligible to be returned. Eligible quantities will be rounded down to the nearest whole number.
  - A purchase of 30 vials = 6 unopened vials eligible for return
  - A purchase of 33 vials = 6.6, rounded down to 6 unopened vials eligible for return
  - A purchase of 10 boxes of syringes = 2 unopened boxes eligible for return
  - A purchase of 6 boxes of syringes = 1.2, rounded down to 1 unopened box eligible for return
- Customer will receive a credit for eligible doses returned to McKesson Medical-Surgical between February 01, 2018 and March 01, 2018 in the subsequent influenza season on or before December 31, 2018.

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