Annual Influenza Review
2017-2018

A review of past flu trends and what to expect in the coming 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.

Count on Our Support, Educational Resources and Products to Help You Prepare for the Next Influenza Season

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“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 severe 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 0.5mL Prefilled Syringe</td>
<td>65 years and above</td>
<td>10/box</td>
<td>90653</td>
<td>Preservative Free</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Fluad® is an adjuvanted vaccine, which helps create a stronger immune response in patients.</td>
</tr>
<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>
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<td>Flublok® demonstrated a higher antibody response to A strain during two clinical trials in adults 50 years and older. The B strain antibody response was comparable to traditional trivalent vaccine.</td>
</tr>
<tr>
<td>Flucelvax® Quadrivalent 0.5mL Prefilled Syringe</td>
<td>4 years and above</td>
<td>10/box</td>
<td>90674</td>
<td>Preservative Free</td>
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<tr>
<td></td>
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<td></td>
<td>Flucelvax® is an inactivated vaccine with advanced cell culture technology in closed bioreactors, eliminating the need for antibiotics.</td>
</tr>
</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

This report highlights our 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 Coming? 2017 – 2018 Influenza Outlook

Vaccinate Your Patients Early

According to clinical studies it takes about two weeks after vaccination to develop antibodies that protect against influenza.¹

<table>
<thead>
<tr>
<th>New Vaccines Expected in 2017 - 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
</tr>
<tr>
<td>--------------------------------------</td>
</tr>
<tr>
<td>Affluria® Quadrivalent 0.5mL, Prefilled Syringe</td>
</tr>
<tr>
<td>Affluria® Quadrivalent 5mL, Multi-Dose Vial</td>
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<tr>
<td>FluCelvax® Quadrivalent 5mL, Multi-Dose Vial</td>
</tr>
<tr>
<td>Flublok® Quadrivalent 0.5 mL, Prefilled Syringe</td>
</tr>
</tbody>
</table>

See the complete list of influenza vaccines expected for the 2017-2018 season on the enclosed form.

Flucelvax® Quadrivalent Receives Expanded Age Indication Approval

Manufacturer GSK receives FDA approval for expanded indication for Flucelvax® Quadrivalent (Influenza Vaccine) for infants 6 months and older.

Flumist® Anticipation Approval for the 2017 – 2018 Season

The manufacturer of Flumist® AstraZeneca, will be accepting pre-books from McKesson Medical-Surgical.

Nasal Spray 2017-2018 Influenza Shipment Anticipation - Login

Before a new flu season begins, typically around February, the FDA makes a recommendation on the different strains of influenza viruses that should be included in vaccines being produced for the upcoming U.S. influenza season, which triggers production.

In addition, the Center for Biologics Evaluation and Research (CBER), which is responsible for regulating vaccines in the U.S., must undergo a multi-step approval process for each vaccine. For these factors and several others, is difficult to predict with accuracy when shipments will begin, however customers who pre-book with McKesson Medical-Surgical will be notified before the release of their shipment and they can contact the Flu Team directly at any time for the latest updates.

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 once, 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® PFs contains 1 mcg or less mercury per 0.5ml dose).

6. Does McKesson Medical-Surgical provide any resources to help me with reimbursement?
   - We offer a 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 be 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 on Flu vaccines**

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

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**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.

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**Pre-Booking for Flu 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)

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**Influenza Resources**

Order at McKesson SupplyManager™ at mms.mckesson.com

Contact your Account Executive

Have flu questions? Contact the Flu Team at 877.MCK.4FLU (877.625.4358) or fluconnection@mckesson.com

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

**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.
  - Credit limit must be high enough to handle extended term flu purchases and their monthly regular medical supply purchases.
  - 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.
  - Customers who have already prebooked are eligible and will have the terms applied (subject to the outlined conditions).

**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 influenza 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.
  - For Example:
    - A purchase of 30 vials = 6 unopened vials eligible for return
    - A purchase of 33 vials = 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, rounded down to 1 unopened box eligible for return
- Customer will receive a credit for eligible doses returned to McKesson between February 1, 2018 and March 1, 2018 in the subsequent influenza season on or before December 31, 2018.

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