

**Seasonal Flu Vaccine Offers 2017-18**

The LMC Buying Groups Federation has concluded negotiations with flu vaccine companies for the 2017-18 season and we can now announce that our joint first preferred suppliers are **Pfizer** and **MASTA**. Our second preferred supplier is **Mylan**.

Given the occasional occurrence of problems in the manufacture and delivery of vaccines we are pleased to be able to offer Buying Group members a choice of reliable suppliers as well as the best profit per dose in the market and excellent sale or return terms.

Pfizer is offering a maximum discount of **60.7%** on their trivalent vaccine (which offers a Profit Per Dose of £7.21) on orders confirmed before 23 December 2016 and **58.7%** thereafter (PPD of £7.06). Pfizer also offer excellent profit per dose on a lower priced alternative vaccine (Enzira) which is a maximum **47%** discount (PPD of £5.37) on orders confirmed before Christmas and **45%** (PPD of £5.24) thereafter.

MASTA can offer members a choice of vaccines including a quadrivalent. They are offering a **50%** discount on the quadrivalent vaccine (which offers a PPD of £7.21) and **56%** (PPD of £6.84) on the trivalent throughout the season.

Our second preferred supplier, Mylan, are offering **56%** (which offers a PPD of £6.84) on orders confirmed before Christmas and **55%** (PPD of £6.76) thereafter. Mylan also offers a lower priced alternative, Influvac.

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 or register to access this information.

**Pfizer**

**Inactivated Influenza Vaccine**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Ordered before 23 Dec + base discount (56.7%)** | **Ordered before 23 Dec + max discount**+ **(60.7%)** | **Ordered after 23 Dec + base discount (55.7%)** | **Ordered after 23 Dec + max discount**+ **(58.7%)** |
| NHS Price | £6.59 | £6.59 | £6.59 | £6.59 |
| Dispensing Fee\* | £2.405 | £2.405 | £2.405 | £2.405 |
| VAT (20%) | £1.32 | £1.32 | £1.32 | £1.32 |
| **Total NHS Reimbursement** | **£10.32** | **£10.32** | **£10.32** | **£10.32** |
| Actual cost after discount | £2.85 | £2.59 | £2.92 | £2.72 |
| VAT (20%) | £0.57 | £0.52 | £0.58 | £0.54 |
| Total cost to practice | £3.42 | £3.11 | £3.50 | £3.26 |
| **Total Profit Per Dose (PPD)** | **£6.90** | **£7.21** | **£6.82** | **£7.06** |

+ To qualify for Pfizer’s maximum discount, you need to agree to a reduced sale or return (additional 3% on top of the base discount) and another 1% if you agree to take the no cancellation option.

\* 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 Pfizer offer also includes:

* A 20% sale or return facility or 10% if order is split with another company
* 10% reserve (up to max 200 doses) if ordering by 23 December 2016
* If No Cancellation is taken orders can be varied +/- 15% up to 4 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 of vaccine must be notified to Pfizer by 28 February 2018
* If No Cancellation option is not taken orders can be cancelled up to 28 February 2017
* Any reserve vaccines will held until 20 October 2017

**Contact Us**

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

**Pfizer Vaccines**

**Enzira (low cost alternative)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Ordered before 23 Dec + base discount (44%)** | **Ordered before 23 Dec + max discount (47%)** | **Ordered after 23 Dec + base discount (43%)** | **Ordered after 23 Dec + max discount**  **(45%)** |
| NHS Price | £5.25 | £5.25 | £5.25 | £5.25 |
| Dispensing Fee\* | £2.405 | £2.405 | £2.405 | £2.405 |
| VAT (20%) | £1.05 | £1.05 | £1.05 | £1.05 |
| **Total NHS Reimbursement** | **£8.71** | **£8.71** | **£8.71** | **£8.71** |
| Actual cost after discount | £2.94 | £2.78 | £2.99 | £2.89 |
| VAT (20%) | £0.59 | £0.56 | £0.60 | £0.58 |
| Total cost to practice | £3.53 | £3.34 | £3.59 | £3.47 |
| **Total Profit Per Dose (PPD)** | **£5.18** | **£5.37** | **£5.12** | **£5.24** |

\* 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 Us**

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**MASTA**

**A choice of vaccines**+

|  |  |  |
| --- | --- | --- |
|  | **Trivalent** | **Quadrivalent** |
| NHS Price | £6.59 | £8.00 |
| Dispensing fee\* | £2.405 | £2.405 |
| VAT (20%) | £1.32 | £1.60 |
| **Total NHS Reimbursement** | **£10.32** | **£12.01** |
| Actual cost after discount (56%/50%) | £2.90 | £4.00 |
| VAT (20%) | £0.58 | £0.80 |
| Total cost to practice | £3.48 | £4.80 |
| **Total Profit Per Dose (PPD)** | **£6.84** | **£7.21** |

+ 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 2016 (see separate table).

MASTA’s offer also includes:

* 20% sale or return facility on contract order volumes. Returns must be back with MASTA by 28 February 2018 to be eligible for credit.
* There will 120 days’ payment terms from the date of each invoice.
* Reserve doses can be placed in the event of uptake exceeding expectation.
* Named day cold chain delivery, minimum order volume just 50 doses for carriage free delivery
* Delivery dates can be amended with just 72 hours’ notice to MASTA. Flexibility to cancel or reduce last deliveries to assist with stock management.
* Range of campaign support materials provided free of charge.

**Contact Us**

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**Mylan**

**Imuvac**

|  |  |  |
| --- | --- | --- |
|  | **Orders before 24.12.16** | **Orders after 24.12.16** |
| NHS Price | £6.59 | £6.59 |
| Dispensing Fee\* | £2.405 | £2.405 |
| VAT (20%) | £1.32 | £1.32 |
| **Total NHS Reimbursement** | **£10.32** | **£10.32** |
| Actual cost after discount (56% before Christmas then 55%) | £2.90 | £2.97 |
| VAT (20%) | £0.58 | £0.59 |
| Total cost to practice | £3.48 | £3.56 |
| **Total Profit Per Dose (PPD)** | **£6.84** | **£6.76** |

**Influvac** (low cost alternative)

|  |  |
| --- | --- |
| NHS Price | £5.22 |
| Dispensing Fee\* | £2.405 |
| VAT (20%) | £1.04 |
| **Total NHS Reimbursement** | **£8.67** |
| Actual cost after discount (43%) | £2.98 |
| VAT (20%) | £0.60 |
| Total cost to practice | £3.58 |
| **Total Profit Per Dose (PPD)** | **£5.09** |

\* 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).

Mylan’s offer also includes:

* Delivery dates available from week commencing 11 September 2017
* Payment by 31 January 2018
* 20% sale or return completed by 31 March 2018
* Support materials
* Dedicated account manager

**Contact Us**

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**Dispensing payments**

Discount scale (from October 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 457 | 230.8 |
| 458 - 571 | 227.5 |
| 572 - 687 | 224.5 |
| 688 - 800 | 221.6 |
| 801 - 916 | 219.0 |
| 917 - 1029 | 216.7 |
| 1030 - 1430 | 214.4 |
| 1431 - 2001 | 212.4 |
| 2002 - 2287 | 210.5 |
| 2288 - 2859 | 208.9 |
| 2860 - 3430 | 207.4 |
| 3431 - 4002 | 206.2 |
| 4003 - 4572 | 205.1 |
| 4573 and over | 204.4 |

**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 | 240.5 |
| 458 - 571 | 237.2 |
| 572 - 687 | 234.2 |
| 688 - 800 | 231.3 |
| 801 - 916 | 228.8 |
| 917 - 1029 | 226.4 |
| 1030 - 1430 | 224.1 |
| 1431 - 2001 | 222.1 |
| 2002 - 2287 | 220.2 |
| 2288 - 2859 | 218.6 |
| 2860 - 3430 | 217.1 |
| 3431 - 4002 | 215.9 |
| 4003 - 4572 | 214.8 |
| 4573 and over | 214.0 |

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