

Stockport Local Medical Committee

Stockport Drs Co-operative
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To: The Senior Partner / Practice Nurse / Manager

Dear Colleague

Re Flu Vaccine Consortium 2006

I am pleased to advise that we have now received the tenders to supply the Greater Manchester Flu vaccine consortium for 2006.

The Association of Greater Manchester LMCs has chosen **Solvay** and **Wyeth** as its preferred suppliers for the forthcoming flu season and I have attached a schedule showing the details of their offer.

As last year, the consortium's choice of supplier has been based on the following criteria:

- Choosing two suppliers whose supply chain is not linked.
- Best combination of profit to GP and NHS price
- Suppliers track record

There have been no significant changes in NHS prices this year.

Attempts are ongoing within some LMCs to reach an agreement with their PCTs, which ensures practices can benefit from the maximum level of profit whilst NHS prescribing budget costs are contained. Effectively, this means the PCT makes good the difference in profit practices would have gained by ordering through a flu supplier with a higher NHS price.

This proposal is shown in the attached table. Practices ordering from Solvay's *influvac* vaccine, with their 52% discount will earn approximately £4.98 per dose plus a 65p PCT rebate giving a total of £5.63 per dose. Practices will also

of course earn the enhanced service fee and contribute to their QOF targets (where applicable). Practices ordering Wyeth's *Aggripal* (50% discount) will earn £4.73 per dose plus the 65p PCT rebate giving a profit to practice of £5.38 per dose.

Unfortunately, PCTs have to date stated Practice Based Commissioning considerations mean they are unable to reach such an agreement despite the clear advantages to both the PCT/Practice Based Commissioning Prescribing budgets (Net 72p per dose).

Therefore to ensure GPs have the opportunity to maximise the income generated from the flu campaign, the consortium is able to offer Solvay's alternative flu vaccination, *Invivac*, and Wyeth's *Enzira* as detailed in the table below. Solvay's product would then give a profit to the practice of £5.63 per dose, whilst Wyeth's product would give £5.44. These products would, however, cost the NHS £6.59 per dose (£1.37 per dose more than Solvay's *Influvac*). (Practices should be aware that *Invivac* can only be given to patients aged 18 and over. Solvay will discuss arrangements for under 18s separately with practices.)

Should agreement be reached with PCTs in the near future in respect of the rebate, I will notify both Solvay and Wyeth who will make arrangements to supply *influvac* and *aggripal* to practices instead.

Whilst Wyeth's supply difficulties were handled commendably by Wyeth last year, practices may still wish to split their order to ensure they preserve options with either supplier should any shortages of supply materialise during the vaccination season.

This year, Solvay and Wyeth have indicated that they would prefer to take orders directly from practices and as this saves Stockport LMC a considerable amount of paperwork I have agreed to this request!

Naturally, should you have any queries in respect of this year's consortium please do not hesitate to contact me.

Yours faithfully

P J Stevens
Executive Officer

Greater Manchester Flu Consortium 2006

Current Option – No PCT Rebate

Company	NHS Price Ex VAT	Discount Offered	Profit per Dose Inc VAT	Plus PCT Rebate	Possible Profit per Dose	Reserve	Sale or Return	When payable	Min Order
Solvay (Invivac)	£6.59	47.5%	£5.63	n/a	n/a	10%	10%	Pay 31/3/07	50
Wyeth (Enzira)	£6.59	45%	£5.44	n/a	n/a	5%	10%	120 days	£150

Second Option – PCT Agree Rebate

Company	NHS Price Ex VAT	Discount Offered	Profit per Dose Inc VAT	Plus PCT Rebate	Possible Profit per Dose	Reserve	Sale or Return	When payable	Min Order
Solvay (Influvac)	£5.22	45%	£4.98	£0.65	£5.63	10%	10%	Pay 31/03/07	50
Wyeth	£5.03	50%	£4.73	£0.65	£5.38	5%	10%	120 days	£150