

# Stockport Local Medical Committee

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**05 January 2010**

To: The Senior Partner / Practice Nurse / Manager

Dear Colleague

## Re Flu Vaccine Consortium 2010

I am pleased to advise that we have now received the tenders to supply the Greater Manchester flu vaccine consortium for 2010.

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

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

This year the Consortium has chosen two Primary Suppliers as each supplier's Net Income per dose is £6.14. There are, however, some minor differences in the contract terms available from the suppliers:

**Wyeth – Income per Dose £6.14** - will supply practices with their *Enzira* vaccine. Their NHS Price at £6.33 per dose is slightly lower than Solvay and they will offer a 20% sale or return (normally 10%) to practices that place their whole order through Wyeth by 31<sup>st</sup> January 2010.

**Solvay – Income per Dose £6.14** – will supply their *Imuvac* vaccine. Imuvac's NHS price of £6.59 per dose is higher than Wyeth, however Solvay do offer a Reserve option of 10% and a sale or return option of 10%.

The figures above assume VAT at 17.5% and a dispensing fee of £2.20 per dose but do not take into account NHS clawback which adjusts practices reimbursements by a differential % dependant on the size of the practice to allow for an assumed level of discount.

Whilst no PCT rebate scheme is proposed this year, practices conscious of the cost to their PBC prescribing budget may therefore prefer to chose Wyeth's *Enzira* vaccine on account of its lower NHS price.

Both suppliers have indicated that orders will be taken directly from practices. Their respective Call Centres / Representatives will therefore begin to contact practices in the very near future. Practices should make sure they know which supplier they have placed an order with as a small number of practices placed duplicate orders with both suppliers last year.

Wyeth can be contacted on 0800 089 4033, whilst Solvay can be contacted on 0800 358 7468.

As in previous years practices can either place their order with one supplier, or split their order between the two suppliers.

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 2010

Company	NHS Price Ex VAT	Discount Offered	Income per Dose Inc VAT before Dispensing Fee	Typical Dispensing Fee	Typical Income per Dose	Reserve	Sale or Return	When payable	Min Order
Wyeth (Enzira)	£6.33	55%	<b>£3.94</b>	£2.20	<b>£6.14</b>	Nil	20% (whole order) 10% (split order)	120 days	50
Solvay (Imuvac)	£6.59	53%	<b>£3.94</b>	£2.20	<b>£6.14</b>	10%	10%	Pay 31/03/11	50