

Stockport Local Medical Committee

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08 January 2009

To: The Senior Partner / Practice Nurse / Manager

Dear Colleague

Re Flu Vaccine Consortium 2009

I am pleased to advise that we have now received the tenders to supply the Greater Manchester Flu vaccine consortium for 2009.

The Association of Greater Manchester LMCs has chosen **Novartis** 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

In contrast to previous years, this year the consortium has chosen 2 primary suppliers.

It is anticipated that **Novartis** will supply most Stockport practices who, by participating in the SMC supported flu purchase rebate scheme will receive a rebate of 12p per dose thereby ensuring they achieve the same net income per dose as the Solvay vaccine but at a lower NHS price to their PBC budget. After paying the rebate the Novartis vaccine will save prescribing budgets 62p per dose.

Solvay will supply practices who wish to source vaccines in the traditional manner to maximise income through the ratio between NHS practice and discount achieved.

Novartis can supply a combination of *Begrivac* and *Aggripal* vaccines generating net income to practices including a £2.34 assumed dispensing fee of **£6.30 + £0.12 (PBC rebate)** per dose.

Solvay will offer their *Imuvac* vaccine generating net income to practices of **£6.42** per dose including the assumed dispensing fee.

As in previous years practices can either place their order with one supplier, or split their order between the two suppliers although they would need to order at least 70% of their vaccines through Novartis to qualify for the rebate.

Novartis customers can order a combination of Begrivac and Aggripal vaccines. These vaccines are manufactured at separate production plants and practices may see this as a method of mitigating supply issues.

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 last year with both suppliers.

Novartis can be contacted on 08457 451 500 (Charlotte Wrigley), whilst Solvay can be contacted on 0800 3587468.

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 2009

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
Solvay (Imuvac)	£6.59	53%	£4.01	£2.34	£6.42	10%	10%	Pay 31/3/09	50
Novartis (Begrivac / Aggripal)	£5.85	58%	£3.89 **	£2.34	£6.30 **	Nil	10%	90 days	50

**** £6.42 per dose if Local PBC group agrees 12p per dose rebate**