Influenza vaccines 2024-2025 season

**2024/2025 Influenza Vaccine Program pre-book update**

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| Supplier | Contract No. | Status |
| GlaxoSmithKline\* | RX6040 | Effective Jan. 15, 2024 |
| Sanofi Pasteur\* | RX80240 | Effective Jan. 1, 2024 |

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| \*The World Health Organization (WHO) and FDA's Vaccines and Related Biological Products Advisory Committee decided to transition to trivalent influenza vaccines because the B/Yamagata strain has not been detected since March 2020. The WHO stated that the absence of confirmed detection of this strain indicates a very low risk of infection, and therefore, it is no longer necessary to include it in quadrivalent influenza vaccines. The FDA's Advisory Committee also voted to remove the Yamagata-B strain as soon as possible. This transition does not impact the current flu season (2023-2024), and the Centers for Disease Control and Prevention (CDC) recommends using the licensed, recommended and age-appropriate flu vaccines currently available in the market to protect against the flu. |

Please note: Suppliers may make the transition from quadrivalent to trivalent formulations for the 2024-2025 season. Prices and terms for influenza vaccine will remain the same. NDCs and trivalent formulations will be announced when available.

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**Product addition: GSK influenza vaccine 2024/2025 program (RX6040)**
Effective Jan. 15, GSK will offer 2024/25 influenza season product and pricing below through the Vizient agreement. GSK influenza vaccines ordered from a Vizient Authorized Distributor are subject to pricing and terms as determined by the respective distributor. Products and pricing under the Vizient agreement will be as follows:

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| NDC | Description | Age | Vizient base contract price effective Jan. 15 | Federal excise tax (FET) |
| TBD | Fluarix (2024/25 influenza vaccine formula) 10 x 0.5 mL Tip-Lok no needle syringes | 6 months and older | $180.80 | $7.50 |
| TBD | FluLaval (2024/25 influenza vaccine formula)10 x 0.5 mL Tip-Lok no needle syringes | 6 months and older | $180.80 | $7.50 |

Pricing and terms above apply to direct orders only.

**Online:** [gskdirect.com](https://info.vizientinc.com/e/73872/2024-01-11/31nznwq/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk)
Orders will be accepted on a first-come, first-served basis subject to availability. Customers that purchased from GSK for the 2023/24 season through the GSK Flu Group Program and/or had a recurring flu vaccine reservation through GSK direct will be given priority with respect to placing an order for available doses for 2024/25.

**Early Reservation Discount:** Members can earn an Early Reservation Discount of 2% on their 2024/2025 GSK influenza vaccines purchases. This discount is for facilities that pre-book for the 2024/2025 influenza season through [gskdirect.com](https://info.vizientinc.com/e/73872/2024-01-11/31nznwq/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk) as of March 31, 2024. The discount is only available on 2024/2025 Supplier Influenza Vaccines pre-booked and purchased directly from Supplier via [gskdirect.com](https://info.vizientinc.com/e/73872/2024-01-11/31nznwq/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk).

**Prompt payment terms:** Prompt Pay discount is 2% for doses purchased direct from GSK, if the applicable invoice is paid within 90 days of the invoice issue date.

**Delivery guarantee:** GSK will provide an additional 10% discount on GSK influenza vaccine doses for members who are not part of an Influenza Vaccine Group Program (FGP) which were prebooked on or prior to March 31, 2024, and are shipped and invoiced after Oct. 18, 2024.

This discount is only applicable to doses that are late due to GSK's inability to ship and invoice prior to Oct. 18, 2024, and will not apply if member facility chooses to delay shipment past Oct. 18, 2024. This delivery guarantee is only available on doses prebooked and purchased directly from GSK via [gskdirect.com](https://info.vizientinc.com/e/73872/2024-01-11/31nznwq/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk).

**Shipment of Fluarix/Flulaval orders:** Subject to product availability, GSK anticipates shipments of its influenza vaccines to begin in August 2024. GSK reserves the right to make partial shipments based on U.S. Food and Drug Administration (FDA) approval and availability.

**Returns:** Facilities will be eligible to return up to 15% of the total aggregate of GSK influenza vaccine doses purchased via [GSKDirect.com](https://info.vizientinc.com/e/73872/2024-01-11/31nznwq/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk) for full credit. A Returned Goods Authorization must be obtained from GSK in advance of any return at [gskdirect.com](https://info.vizientinc.com/e/73872/2024-01-11/31nznwq/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk).

**GSK Flu Group Program (FGP) and Enhanced FGP**
FGP is a three-year contract (2024/2027) for the purchase of GSK flu vaccines that starting with the 2024/25 flu season and continues through the 2026/27 flu season. FGP eligibility includes health care systems made up of two or more acute and/or nonacute facilities and/or Retail Pharmacies, OR one centralized ordering and distribution location servicing the facilities operated by a single owner organization or as a business affiliation among the facilities and operates under a common decision-making process that is agreed to between the facilities in writing. Participation will be limited to immunizing sites only. To be eligible for participation in the FGP, GSK must be able to validate GSK's third-party data vendor is able to provide market share data for each participating facility.

**Benefits of FGP:**

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| **•** | Dose prioritization – these orders are given a priority position |
| **•** | Price Predictability – a maximum net price increase of 4% over the term of three flu seasons 2024-27 for Flu Groups achieving the requisite aggregate market share performance level (≥ 80%) in year 1 (2024/25) and year 2 (2025/26) of the FGP. |
| **•** | Greater discounts

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| – | FGP – deeper discount than Vizient base price |
| – | Enhanced FGP – 4% off FGP contract price (available to established Flu Groups that achieved 80% or greater market share during the previous flu season) |

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For the 2024/25 influenza season, GSK will offer two committed options.

(Please contact your local GSK representative to discuss eligibility, and to obtain and complete the required FGP participation form.)

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| NDC | Description | Age | FGP contract price effective Jan. 15 | Enhanced FGP contract price effective Jan. 15 |
| TBD | Fluarix (2024/25 influenza vaccine formula) 10 x 0.5 mL Tip-Lok no needle syringes | 6 months and older | $149.00 | $143.00 |
| TBD | FluLaval (2024/25 influenza vaccine formula) 10 x 0.5 mL Tip-Lok no needle syringes | 6 months and older | $149.00 | $143.00 |

Price for Fluarix/FluLaval does not include the FET of 75 cents per antigen, per dose.

**FGP Delivery Guarantee:** For members who are a part of an Influenza Vaccine Group Program (FGP), GSK will provide an additional 10% discount on GSK influenza vaccine doses which were pre-booked on or prior to March 31, 2024, and are shipped and invoiced after Sept. 27, 2024. (This discount is only applicable to doses that are late due to GSK's inability to ship and invoice prior to Sept. 27 and will not apply if member facility chooses to delay shipment past Sept. 27. This delivery guarantee is only available on doses prebooked and purchased directly from GSK via [gskdirect.com](https://info.vizientinc.com/e/73872/2024-01-11/31nznwq/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk).

GSK makes Fluarix and Flulaval available through most Vizient Authorized Distributors. Pricing, shipping terms, returned product terms, etc. will be set by the distributor.

For more information, contact Jacob Salmon, Vizient portfolio executive, at (214) 574-3330; or Mike King, GSK director national accounts, at (803) 361-9514.

Classes of Trade: Acute Care, Ambulatory Care, Long-Term-Care, Home Health Care, Physician Offices/Clinics, Staff Model HMO

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**Product addition: Sanofi Pasteur influenza vaccine 2024/2025 season formula (RX80240)**
Sanofi Pasteur will offer the following influenza vaccine products and purchase options through Vizient for the 2024/25 influenza season for doses ordered direct from Sanofi Pasteur by April 19, 2024. Sanofi Pasteur influenza vaccines ordered from a Vizient Authorized Distributor are subject to pricing and terms as determined by the respective distributor. On a direct basis, Sanofi Pasteur offers an access tier option and committed health system options. Please contact your local Sanofi Pasteur representative to discuss health system eligibility.

**Base tier:**

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| --- | --- | --- | --- | --- |
| Description | NDC | Age | Base contract price | FET |
| Fluzone vaccine 5 mL multidose vial (10 doses) | TBD | 6 months and older | $179.50 | $7.50 |
| Fluzone vaccine 10 x 0.5 mL prefilled syringe | TBD | 6 months and older | $193.82 | $7.50 |
| \*Fluzone High-Dose vaccine 10 x 0.7 mL prefilled syringe | TBD | 65 years and older | $662.54 | $7.50 |
| \*Flublok vaccine 10 x 0.5 mL prefilled syringe | TBD | 18 years and older | $662.54 | $7.50 |

Additional terms:

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| --- | --- |
| **•** | 2% direct order discount (orders direct from Sanofi Pasteur by April 19 online or by phone)\*Excludes Fluzone High-Dose and Flublok |
| **•** | 1% web discount (orders placed online at [vaccineshoppe.com](https://info.vizientinc.com/e/73872/us-vsh-en-USD/31nznwt/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk)) |
| **•** | Payment terms – 2% 90, net 91 days |

Doses ordered specifically for long-term care will ship by Sept. 15, 2024, if 50% or more of the long-term care doses are Fluzone High-Dose and/or Flublok vaccine.

**Shipping commitment timeline:**

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| --- | --- |
| Shipping commitment | Shipping commitment timelines and percentages of total confirmed influenza vaccine reservation by March 31 |
| Fluzone High-Dose and Flublok | Sept. 30 – 75% of doses shipped; Oct. 31 – 100% of doses shipped |
| All other Fluzone vaccines | Sept. 30 – 50% of doses shipped; Oct. 31 – 100% of doses shipped |

**Health system agreement options:**
(Please contact your local Sanofi Pasteur representative to discuss eligibility, and to obtain and complete the required health system participation contract)

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| --- | --- | --- | --- | --- |
| Description | NDC | Option 1: 80% market share \*(Fluzone, Flublok) & 90% market share (Fluzone High-Dose, Flublok) | Option 2: 50% market share \*(Fluzone, Flublok) & 90% market share (Fluzone High-Dose, Flublok) | Option 3: No market share requirement 90% prior year volume retention \*(Fluzone & Flublok) 90% prior year volume retention (Fluzone High-Dose, Flublok) |
| Fluzone vaccine 5 mL multidose vial, 10 doses | TBD | $160.47 | $160.48 | $161.89 |
| Fluzone vaccine 0.5 mL prefilled syringe, 10 doses | TBD | $170.10 | $170.12 | $171.65 |
| Fluzone High-Dose vaccine 0.7 mL prefilled syringe, 10 doses | TBD | $613.47 | $619.60 | $625.73 |
| Flublok vaccine 0.5 mL prefilled syringe, 10 doses | TBD | $613.47 | $619.60 | $625.73 |
| \*\*Fluzone rebate |   | 2% | 1% | 0% |
| Fluzone High-Dose and Flublok rebate |   | 2% | 2% | 2% |

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| A FET of 75 cents per dose will be assessed and is not included in the pricing above.\* Does not include Fluzone High-Dose vaccine\*\*Does not include Fluzone High-Dose vaccine and Flublok vaccine |

Additional terms:

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| **•** | 2% direct order discount (orders direct from Sanofi Pasteur by April 19 online or by phone)\*Excludes Fluzone High-Dose and Flublok |
| **•** | 1% web discount (orders placed online at [vaccineshoppe.com](https://info.vizientinc.com/e/73872/us-vsh-en-USD/31nznwt/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk)) |
| **•** | Payment terms are 2% 90, net 91 days |

**Health system agreement Flublok Rebate:**
(Optional Add-on available for health systems participating in Health System Agreement options. Please contact your local Sanofi Pasteur representative to discuss eligibility, and to obtain and complete the required health system participation contract)

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| --- | --- | --- |
|  | Option 1 | Option 2 |
| **Fluzone High-Dose prior year volume** | 95% prior year volume | 95% prior year volume |
|   | & | & |
| **Flublok market share** | 10% | 20% |
| **Flublok Rebate\*** | $2 per dose | $5 per dose |

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| \* For clarity, only one rebate will be paid, if earned; a health system will not qualify for both growth rebates above. Flublok Rebate is measured on purchases between Jan. 1, 2024, and Dec. 31, 2024. |

**Shipping commitment timelines for options 1, 2 and 3**

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| --- | --- | --- |
| Shipping Commitment | Option 1Shipping commitment timelines and percentages of total confirmed influenza vaccine reservation by March 31 | Option 2 & 3Shipping commitment timelines and percentages of total confirmed influenza vaccine reservation by March 31 |
| **Fluzone High-Dose and Flublok** | Aug. 31 – 25% of doses shippedSept. 30 – 75% of doses shippedOct. 31 – 100% of doses shipped | Sept. 30 – 75% of doses shippedOct. 31 – 100% of doses shipped |
| **Other Fluzone presentations** | Aug. 31 – 25% of doses shippedSept. 30 – 60% of doses shippedOct. 31 – 100% of doses shipped | Sept. 30 – 60% of doses shippedOct. 31 – 100% of doses shipped |

**Sanofi Pasteur Fluzone and Flublok returns:**
For direct purchases from Sanofi Pasteur for the 2024/25 influenza season ONLY, members may return a limited number of unused and expired doses for credit toward future purchases of influenza vaccine as follows:

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| **•** | 15% of each presentation of Influenza vaccine shipped during the 2024-2025 influenza season may be returned for full credit. |
| **•** | Credit can be applied to any future direct vaccine purchase from Sanofi Pasteur. |
| **•** | Expired influenza vaccine returns are accepted beginning after May 1, 2025, and must be made by July 31, 2025. |

**Sanofi Pasteur's Failure To Meet Shipping Commitment:**
If Sanofi Pasteur does not meet the minimum shipping percentages, and the member purchases a competitor's injectable influenza vaccine at a price greater than the price set forth in 2024-2025 Influenza Vaccine Specific Terms and Conditions, then Sanofi Pasteur will issue a credit of $1 per dose for every competitor's injectable dose purchased, up to the amount of the influenza vaccine committed doses not shipped per shipping commitment timelines. Any such purchases must be executed within 10 days of the date(s) committed by Sanofi Pasteur. This credit shall be the sole and exclusive remedy to members. The credit issued may only be applied to a future purchase by the member of Sanofi Pasteur influenza products. All claims for shipping commitment credit, together with appropriate documentation (proof of purchase), must be received by Sanofi Pasteur, no later than Dec. 1, 2024. These shipping commitment percentages and failure-to-supply credits only apply for orders made directly with Sanofi Pasteur. Orders placed indirectly with Authorized Distributors are subject to specific delivery terms set by the distributor.

**To place a direct order:

By phone: 800-VACCINE (822-2463) (1% discount applied to web-ordering not available when ordered by phone)

Online:** [vaccineshoppe.com](https://info.vizientinc.com/e/73872/us-vsh-en-USD/31nznwt/2017055628/h/HPYcWWtdUX4M3utp9PO-GoHkjLM0979TqdbzWfQtyvk)

For more information, contact Jacob Salmon, Vizient portfolio executive, at (214) 574-3330; or Kelley Charlton, Sanofi Pasteur director, at (817) 371-6959.

Classes of Trade: Acute Care, Long-Term Care, Ambulatory Care, Home Health Care, Physician Offices/Clinics, Staff Model HMO

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**Product addition: AstraZeneca FluMist Quadrivalent (RX80100)**
AstraZeneca is pleased to announce the addition of FluMist Quadrivalent (influenza vaccine live, intranasal) for the 2024-2025 season to RX80100, effective Dec. 1:

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| NDC | Description | Size | List price | Contract discount | Effective dates |
| 66019-0311-10 (pending FDAapproval) | FluMist Quad 2024-2025 0.2 mL prefilled, single use sprayers | 10 x 1 ct | $24.70 per dose | List price minus up to 14% | Dec. 1, 2023 – June 30, 2025 |

**Product Pricing Terms and Conditions:**
The price for product pricing will be determined by the date an order is placed by a member through an Authorized Distributor in conjunction with the chart listed below for the 2024-25 season:

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| --- | --- | --- |
| Date order is placed: | Dec. 1, 2023, to April 30, 2024 | On or after May 1, 2024 |
| Eligible discount: | 14% discount off list price(e.g., $21.24 per dose) | 5% discount off list price(e.g., $23.46 per dose) |

List price is exclusive of federal, state and local excise and other applicable taxes. List Price does not include the FET of 75 cents per dose.

AstraZeneca reserves the right to change pricing without notice and limit order quantities. Authorized members will maintain their applicable eligible discount based on their initial date of order reference above based throughout the 2024-2025 Season.

**Replacement Program Terms and Conditions:**
All of the following criteria must be met for members to become eligible for the Replacement Program:

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| **•** | Pre-book orders received on or before April 30, 2024. |
| **•** | There is a minimum purchase of 100 doses. |
| **•** | Replaced product must expire on or before Jan. 31, 2025. |
| **•** | Must notify Authorized Distributor of request to replace the eligible product no earlier than 15 days prior to the expiration date and no later than Feb. 4, 2025. |

Eligible members may only replace up to a maximum of 10% of product that it ordered and received by Dec. 31, 2024. Replacement amount will be rounded down to the nearest 10 dose count and only available while supplies last.

Any claims for replacement of product must be in the form of multiples of 10 doses, unopened in original packaging.

Eligible members are responsible for any associated return shipping costs in accordance with its Authorized Distributor's instructions.

Replacement doses are not eligible for return.

**Return Program terms and conditions:**
Members may enroll in the FluMist Quadrivalent Recurring Reservations Program by signing the AstraZeneca Recurring Reservations Form. Participation in this program allows for the highest level of returnability of FluMist Quadrivalent. The recurring reservation program permits AstraZeneca to place the total quantity pre-booked the previous season with the chosen distributor, as a recurring order for the coming season unless notified otherwise in advance. The facility will be notified by its distributor of order confirmation prior to invoice and shipment. The facility may increase, decrease or opt out of their recurring order by contacting the distributor at any time prior to shipping.

The following criteria must be met for a member to become eligible for the Return Program:

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|  | Minimum pre-booked qty. for 2024-25 season | Eligible returns % |
| Recurring reservations participant | ≥ 100 doses | Up to 25%  |
| Recurring reservations non-participant | ≥ 100 doses | Up to 15%  |

**All eligible returns must be sent back to the Authorized Distributor no sooner than 15 days prior to the product's expiry, and no later than June 30, 2025.**

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| 1. | Members may return the maximum allowable unused product that it ordered and received by Dec. 31, 2024. Return amount will be rounded down to the nearest full 10-dose pack.  |
| 2. | Any claims for return of product must be in the form of multiples of 10 doses, unopened in original packaging. For each valid claim, the eligible members will receive a refund of 100% of the net price paid (e.g., List Price – Discount), by Sept. 30, 2025, if all the terms and conditions are met and barring any audit of the member returns eligibility by AstraZeneca or the Authorized Distributor. |
| 3. | Members are responsible for any associated return shipping costs in accordance with its Authorized Distributor's instructions. |

For more information, contact Jimmy Kim, Vizient portfolio executive, at (972) 831-3537; or Amy Wood, AstraZeneca national account manager, at (856) 430-5457.

Classes of Trade: Acute Care, Ambulatory Care, Disproportionate Share Hospital, Long-Term Care, Home Health Care, Staff Model, Physician Offices/Clinics