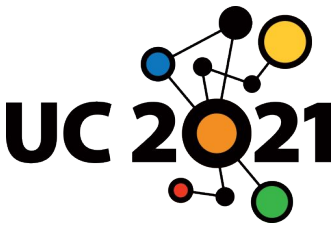


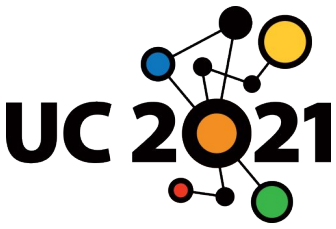
Effective Vaccine Management

Susanne Madden, MBA
The Verden Group/IPMSO



Session Goals

1. Ensuring lowest cost & highest rebates
2. To explore different options for storing and managing vaccines
3. Best practices for inventory management and reporting



Effective Vaccine Management

Three Pillars:

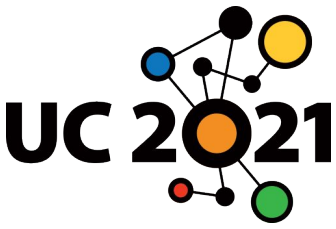
- Pricing: Lowest cost & highest rebates
- Process: Tight inventory control
- Procedure: Effective storage solutions



Pricing: Join A Buying Group

First, make sure that you are linked to a buying group so that you will get

- Best pricing
- Discounts, and lead time on price hikes
- Highest Rebates



Pricing: Lowest Cost

Profitability starts with managing costs

- Order online to ensure you get a 1% discount (Sanofi and Merck) and set an automatic payment method to ensure you get the 2% 'prompt pay' discount
- Make sure you're tied to a buying group for best pricing, volume discounts, and rebates
- Take advantage of pre-buying vaccines before price hikes



Pricing: Setting Payment Terms

At checkout on each vaccine site you have payment choices. Go with:

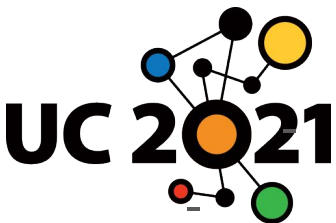
- Debit my credit card 3 days before due date.
- This allows for you to 'float' inventory for approx 75 days after vaccine is ordered
- And putting it on a credit card also gets you another 25-30 days before payment is due
- If you use a cash back card (like Spark) you can also take advantage of up to 2% cash back...



Pricing: Highest Rebates

Buying Groups & Rebates

- Shop around for programs that suit you best (Sanofi + Merck or GSK?) and stick within program parameters to ensure optimal rebates and discounts (most require that you stick with certain products, some have volume thresholds)
- Look for highest rebates: some groups don't rebate, some do <1% of the rebate total, others give the entire rebate to members...

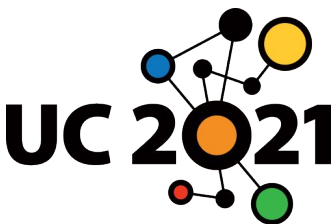


Process: Bar Code Scanning...

... is easy with PCC

- Buy and set up a scanner
- Open the Lot Manager in PCC
- Scan the lots
- You are done!

<https://learn.pcc.com/help/scanning-inventory-lot-manager/>



Immunization Configuration

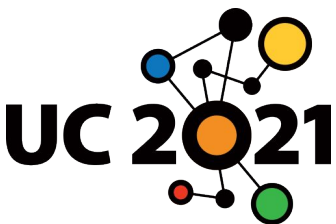
Immunization Configuration

Lot Manager Immunization History Screen Diseases

Lot Manager Lot # Search:

| Immunization (CVX) | Manufacturer (MVX) | Lot Number | Expiration | Funding Source | Diluent |
|---------------------|------------------------------|----------------|------------|-------------------|---------|
| DTaP (20) | Aventis Behring L.L.C. (AVB) | C3141AA | | Private funds | |
| HIB (49) | Akorn, Inc. (AKR) | UB56789 | | State funds | Dxy58 |
| HIB (49) | Akorn, Inc. (AKR) | UB56792 | | State funds | Dxy58 |
| HIB Unspec (17) | Aventis Behring L.L.C. (AVB) | Uf673AA | | State funds | Dxy56 |
| HPV (62) | Abbott Laboratories (AB) | lot number | 01/04/19 | Federal funds | |
| Hepatitis A (83) | GlaxoSmithKline (SKB) | 3458dge | | Other funds | |
| Hepatitis B (08) | Unknown Manufacturer (UNK) | 268646487665 | | Unspecified funds | |
| IPV (10) | Abbott Laboratories (AB) | X83321 | 03/01/17 | | |
| IPV (10) | Aventis Behring L.L.C. (AVB) | d0052 | | | |
| Influenza (88) | Unknown Manufacturer (UNK) | 243254325 | | Federal funds | |
| Influenza 171 (171) | Dynaport (DYN) | 171 lot number | | | |

Immunization: Location: Display:

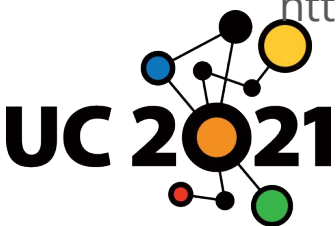


Process: Stock Take

Manage Stock and Reconcile Every Dose

- You need to reconcile daily
- Use the least expensive resource for the task!
- Margins are slim. An unbilled dose of Pentacel can wipe out your profit for the day
- Make sure that what went out was billed out
- Use daily reports to reconcile

<https://learn.pcc.com/help/vaccine-inventory-tracking-pcc-ehr/>



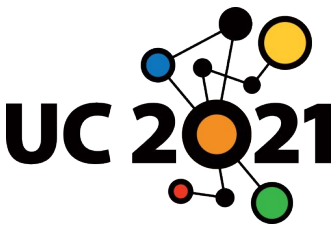
Immunization Configuration
 Vaccine Inventory Tracking in PCC EHR

Lot # Search:

Watch later Share

Lot Manager

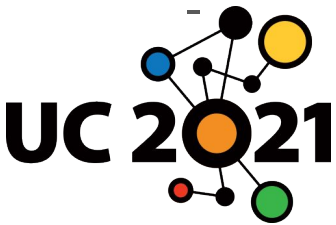
| | Lot Number | Expiration | Funding Source | Diluent Lot # | Diluent Exp. | Location | Status | Quantity |
|----------|----------------|------------|----------------|---------------|--------------|-----------------------------|-----------|----------|
| (AVB) | C3141AA | | Private funds | | | Main - PCC Pediatrics | Available | 6 |
| | 1111111111 | 10/10/17 | Private funds | | | Main - PCC Pediatrics | Available | 9 |
| | 12121212 | 10/24/17 | Private funds | | | Main - PCC Pediatrics | Available | 9 |
| | 3333333 | 10/01/17 | Private funds | | | Main - PCC Pediatrics | Available | 10 |
| (AB) | XY7876 | 05/30/17 | | DYU7998 | | Main - PCC Pediatrics | Depleted | -2 |
| | UB56789 | | State funds | Dxy589 | | Main - PCC Pediatrics | Available | 43 |
| | UB56790 | | State funds | Dxy589 | | Downstairs - PCC Pediatrics | Reserved | 50 |
| | UB56791 | | State funds | Dxy589 | | Upstairs - PCC Pediatrics | Available | 15 |
| | UB56792 | | State funds | Dxy589 | | Main - PCC Pediatrics | Available | -1 |
| (AVB) | UF673AA | | State funds | Dxy568 | | Main - PCC Pediatrics | Available | 0 |
| (AB) | lot number | 04/04/18 | Federal funds | | | Main - PCC Pediatrics | Available | -2 |
|) | 3458dgc | | Other funds | | | Main - PCC Pediatrics | Available | -2 |
| | 28282828 | 10/01/17 | Private funds | | | Main - PCC Pediatrics | Available | 5 |
| (AB) | X83321 | 05/30/16 | | | | Main - PCC Pediatrics | Available | 0 |
| (AVB) | d0052 | | | | | Main - PCC Pediatrics | Available | -1 |
| er (UNK) | 243254325 | | Federal funds | | | Main - PCC Pediatrics | Available | -4 |
| | 171 lot number | | | | | | Available | 0 |
| MSD) | UY567TX | 05/30/20 | Private funds | | | Downstairs - PCC Pediatrics | Available | -1 |



Procedure: Storage & Management

Lots of Options to Choose From...

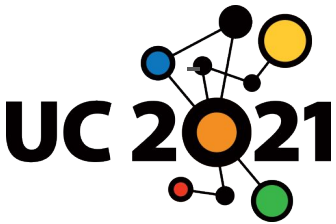
- Traditional storage (Fridge + Freezer), manual inventory counts
- 'Outsourced' solutions
- Storage + Inventory Management solutions



Procedure: Traditional

Traditional storage (Fridge + Freezer), manual inventory counts

- Finding the best equipment (Thermo Fischer & American Biotech are most popular)
- About glass door fridges ... save 7 seconds a dose
- Organize stock within for efficient counts
- Labor intensive



Procedure: Traditional

Traditional storage (Fridge + Freezer), manual inventory counts

- About VFC
 - Comply, comply, comply!
 - Set strict processes and procedures for managing counts, tracking and recording temp readings, and complying with state regulations
 - You will be audited and you will not want to fail the audit!

<https://www.cdc.gov/vaccines/programs/vfc/contacts-state.html>

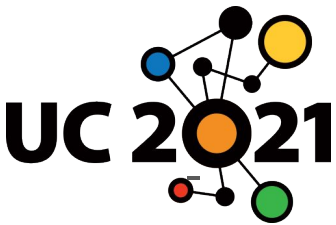


Procedure: Outsource

MiniBarRx

- Pay as you go
- Automatic replenishment
- Automated stock counts
- Tightly managed cold chain
- Giving up some margin; small practices only

<https://minibarrx.com/>

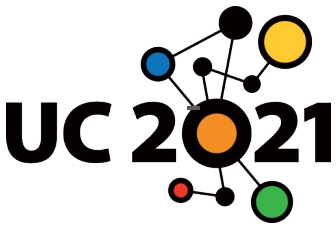


Procedure: Outsource

VaxCare

- They supply the product (you never buy vaccines)
- They bill out for the vaccines, you bill out for admins
- Automatic replenishment and stock counts
- You give up your profit margins

<https://lp.vaxcare.com/vaccine-solution>



Procedure: Management Systems

TruMed AccuVax

- Innovative storage (fridge/freezer dispensary)
- Scans inventory
- Automatically tracks stock counts (commercial & VFC)
- Automatically tracks temps and produces VFC-ready reports for temps and stock
- Compare cost with labor cost savings

<https://trumedsystems.com/>



Resources

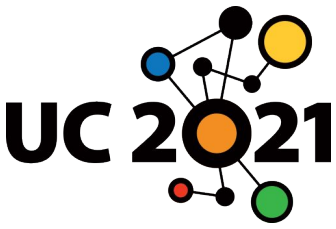
[PCC Blog with Dr. Graham Barden](#)

Dr. Robin Warner, American Academy of Pediatrics (AAP): [CDC changes vaccine storage requirements for all VFC providers.](#)

AAP: [Vaccine Storage and Handling](#)

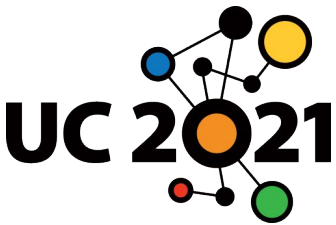
Centers for Disease Control and Prevention (CDC): [Vaccine Storage and Handling Toolkit](#)

National Institute of Standards and Technology (NIST): [Vaccine Storage](#)



Session Takeaways

1. Effective Cost Management
2. Efficient Inventory Management
3. Best Options for Storage and Inventory Management



What Questions Do You Have?

Questions posted in the Socio will be read aloud by moderator for the presenter to answer. Please post your questions in Socio now.



Later Viewing

This and all other UC2021 course recordings will be available for later viewing through Socio and [PCC's YouTube Channel](#)

