



PLANNING FOR THE NEXT INFLUENZA SEASON: PRE-BOOKING

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FACULTY DISCLOSURE

No disclosures



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LEARNING OBJECTIVES

By the end of the presentation, learners will:

- Know vaccine pre-booking tips and strategies for the upcoming influenza season
- Understand vaccine manufacturer policies
- Be able to incorporate lessons learned from the current influenza season



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PRE-BOOKING

Pre-booking of influenza vaccine (ordering doses for the next year's influenza season) begins around February, before the current season is over.



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INFLUENZA VACCINE PRE-BOOKING: GATHER DATA

- Use various practice reports to help determine the number of doses needed.
 - **Demographic reports** help assess the number of active patients at practice.
 - **Coverage rate reports** help assess immunization rates and obtain lists of patients who are due for vaccination.
 - **New patient reports** help assess if there was an increase or decrease in patients or if there was an increase or decrease in providers.



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INFLUENZA VACCINE PRE-BOOKING: COMPARE DATA

- Compare last year's data to this year and previous years.
 - How many active patients? Has there been an increase or decrease?
 - How do the doses administered compare to the number of doses pre-booked/ordered?
 - How many doses were left at the end of the season?
 - Were you able to return for full credit or did you exceed return policy percentages?
 - How does the current pandemic situation affect this data?



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SAMPLE PRE-BOOKING UNDER VACCINES FOR CHILDREN PROGRAM

VFC Flu Prebook 2020-2021	Doses for 6 months and older
Total Doses Prebooked	2250
Total Number of Doses Received	2320
Total Doses Administered (1/28/2021)	1616
Doses Lost/Unaccounted For	4
Total Doses Left (1/28/2021)	
Total Number of Doses Expired at the End of the Season	
Dose Predictions for 2021-2022	
Dose Predictions for 2021-2022 (Mist)	
Total Doses	
Estimated Patients 2021/2022 – 6 months to 2 years	448
Estimated Patients 2021/2022 – 2 years to 18 years	3672
Total Estimated Patients 2021/2022 Last Season (4126)	4120



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SAMPLE PRE-BOOKING UNDER PRIVATE INSURANCE

PAY Flu Prebook 2020-2021	Doses for 6 months and older
Total Doses Prebooked & Received from Sanofi	470
Total Doses Prebooked & Received from McKesson	450
Total Number of Doses Prebooked/Received	920
Total Doses Administered (1/28/2021)	685
Total Doses Wasted/Unaccounted For (1/28/2021)	1
Total Doses Left (1/28/2021)	234
Total Number of Doses Expired at the End of the Season	
Dose Predictions for 2021-2022	450 (300 GSK & 150 Sanofi)
Dose Predictions for 2021-2022 (Mist)	400
Total Doses	850
Estimated Patients 2021/2022 – 6 months to 2 years	148
Estimated Patients 2021/2022 – 2 years to 18 years	1575
Total Estimated Patients 2021/2022	1723
Last Season (1710)	



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PRE-BOOK IN A TIMELY MANNER

- Pre-booking by due date will ensure best pricing and supply of needed doses.
- Some manufacturers will reserve doses and hold that reservation until their deadline.

Note: Some manufacturers will offer a couple of deadlines.



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SHIPPING/RECEIPT OF INFLUENZA VACCINES

- Staggered shipping options gets you vaccines when you need it but prevents overloading your storage unit.
 - Prevents money being tied up in your inventory.
 - Helps to manage short expiration dates, eg, Flumist
- Look at the number of doses that were administered each month the previous season.
- Discuss options with manufacturers.

Number of Doses Administered Each Month

Month	Doses for 6 month and older	Mist
July	0	0
August	67	0
September	139	167
October	233	258
November	166	208
December	114	120
January	60	86
Total	779	839



UNDERSTAND RETURN POLICIES

- They are not all the same and can change from year to year.
- You can only return a certain percentage for full credit.

- Must have pre-booked by a certain date

AND

- Have ordered a certain number of doses

AND

- Have a received a certain percentage of doses by a certain date



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INCORPORATE LESSONS LEARNED FROM THE CURRENT SEASON

- What happened this season that could inform planning for next?
- Are coverage rates higher or lower?
- Will you have more influenza vaccine left than usual?
- What were barriers to vaccination?
 - Less appointments than usual?
 - Patients not wanting to come into the office?
 - Patient/caregiver concerns?
 - Little to no influenza activity?
 - Vaccination rates affected by the pandemic?



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BE THINKING AHEAD TO THE NEXT SEASON

- Put social media posts out when you first get the influenza vaccine **AND** throughout the season
- Send out educational handouts/resources via social media, text, email
- Prepare your website
- Have in-office resources/handouts available, in exam rooms, slide-shows on computers, etc. including those addressing common concerns/issues
 - Little to no flu – “You still need to get vaccinated and here’s why...”
 - COVID vaccine is not in the influenza vaccine
- Influenza vaccine promotion during hold messages for when patients call in



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RESOURCES

Information for Pediatricians, Pediatric Clinicians, and Pediatric Practice Staff

- AAP Recommendations for Influenza Control and Prevention
 - Policy Statement aap.org/influenzapolicystatement
 - Technical Report aap.org/influenzatechnicalreport
- Red Book Online Influenza Resources aap.org/RBOinfluenzaresources
- Influenza Patient Care Page aap.org/influenza
- Influenza Pre-Booking Page aap.org/influenzaprebooking
- How to Set Up a Flu Clinic aap.org/howtsetupafluclinic



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THANK YOU



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