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# **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<br>Last Season (4126) | 4120                         |

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The Report of the Committee on Infectious Diseases

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## SAMPLE PRE-BOOKING UNDER PRIVATE INSURANCE

| <b>PAY Flu Prebook 2020-2021</b>                       | <b>Doses for 6 months and older</b> |
|--------------------------------------------------------|-------------------------------------|
| 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         |
| <b>Total</b> | <b>779</b>                  | <b>839</b> |



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# 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 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](http://aap.org/influenzapolicystatement)
  - Technical Report [aap.org/influenzatechnicalreport](http://aap.org/influenzatechnicalreport)
- Red Book Online Influenza Resources [aap.org/RBOinfluenzaresources](http://aap.org/RBOinfluenzaresources)
- Influenza Patient Care Page [aap.org/influenza](http://aap.org/influenza)
- Influenza Pre-Booking Page [aap.org/influenzaprebooking](http://aap.org/influenzaprebooking)
- How to Set Up a Flu Clinic [aap.org/howtsetupafluclinic](http://aap.org/howtsetupafluclinic)



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# THANK YOU



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