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# NORFOLK & WAVENEY LOCAL MEDICAL COMMITTEE

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3rd December 2009

Dear Practice Manager

## THE BUYING GROUP SEASONAL FLU VACCINE OFFERS 2010/11

Many of you may well have already placed your orders for next year's flu vaccines, but if not you may like to take a look at the Buying Group's negotiated discounts accompanying this letter. Unfortunately we understand that both Solvay and Wyeth have jumped the gun and emailed practices saying they are a Norfolk LMC preferred provider. We are not endorsing the use of any particular vaccine or recommending any particular product and are aware your choice of product is determined by a multitude of factors. The deals set out below, *which include the "minimum clawback"*, are out there so we are simply laying out facts.

When choosing which product to use we would draw your attention to Annex 8 \* -revision to GMS contract 2006/7 which lays out some principles in regard to excessive or inappropriate prescribing. It addresses the area of cost-effectiveness and affordability in the context of the overall use of NHS resources and, in particular, the principle that it is appropriate to prescribe the most cost effective product for the individual patient.

The Buying Group has received offers of broadly equal merit, in terms of the overall package offered, from **Solvay** and **Wyeth** respectively. You will note from the information enclosed \* that each company offers additional benefits which may appeal more to some of you than others. They are both offering prices for branded and generic drugs. Please see below the details of both companies' offers, together with the appropriate contact details for your consideration.

If you have already purchased your flu vaccines for next year and have negotiated a better deal, it would be really helpful if you could let the LMC office know details so we can try and incorporate this information into future Buying Group negotiations. We hope that some of you will find this offer beneficial.

Yours sincerely



Norfolk LMC Buying Group

\* Please visit <http://www.lmcbuyinggroups.co.uk/members/> for prices and to place an order.

*"representing all General Practitioners in Norfolk and Great Yarmouth & Waveney"*