
NORFOLK & WAVENEY LOCAL MEDICAL COMMITTEE

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Dear Practice Manager

TRAVEL VACCINE: DISCOUNT OFFER 2011

Many of you may well have already placed your orders for Travel vaccines, but if not you may like to take a look at the Buying Groups negotiated discount.

Approved supplier - Crucell

We are aware that GSK is currently the sole supplier of a number of commonly used vaccines not shown in the attached table. Regrettably, GSK has chosen not to enter into negotiations with the LMC Buying Group, preferring instead to negotiate with practices on a 'customer by customer' basis. However, as a result of our negotiations, the LMC Buying Group believes members will receive additional discounts on Crucell vaccines to those received on comparable GSK vaccines, in the majority of cases.

Please see the attached table, which offers relevant information and an illustration of the profit per dose, based on the discounts shown. As you will see from the attached table, Crucell offers incremental discounts based on the number of vaccines ordered *on standing order arrangements*. Practices ordering on *an ad hoc basis* may find profit per dose is minimal.

The LMC Buying Group has devised a simple vaccine profit ready-reckoner programme which can be accessed via the LMC Buying Groups Federation website on www.lmcbuyinggroups.co.uk/members. Don't forget you will need your practice username and password.

If you have already purchased your travel 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 LMC Buying Group negotiations.

We hope that some of you will find this offer beneficial.

With best wishes.

Norfolk & Waveney LMC Buying Group

Travel Vaccines - Typical Profit Per Dose Comparisons from 1st January 2011

Product Type	Supplier	Brand	NHS Price (2011)*	Buying Group % Discount **	Number of Doses	Profit Per Dose (PPD) ***	PPD with Minimum Clawback ****
Hep A Adult/Paed	Crucell	Epaxal	£23.81	21.50	60+	£8.33	£7.43
Hep A Adult	SPMSD	Avaxim†	£18.10	18.75	80-139	£6.27	£5.58
Hep A Paeds	SPMSD	Vaqta	£14.74	17.75	50-149	£5.34	£4.77
Typhoid VI	Crucell	Vivotif	£14.77	21.50	60+	£6.00	£5.45
Typhoid VI	SPMSD	Typhim	£9.30	15.75	100-159	£3.95	£3.60
Hep A + Typhoid	SPMSD	Viatim†	£29.80	18.25	60-159	£8.72	£7.59
Hep B Adult	SPMSD	HBvaxPro 10	£12.20	16.75	110-399	£4.65	£4.19
Hep B Paeds	SPMSD	HBvaxPro 5	£8.95	13.75	10-49	£3.67	£3.33
Cholera	Crucell	Dukoral	£23.42	10.00	10+	£4.99	£4.12

† Currently unavailable. Stocks expected to be available later in the year.

* NHS Price shown excludes VAT

** Discounts apply to number of doses shown. Each company has a sliding discount scale based on volume ordered. The discounts shown are predicated on practices signing up to standing order/flexible delivery arrangements. The discounts on ad hoc orders will be lower.

*** This is PPD before clawback plus VAT at 20%.

**** This is PPD with minimum clawback (3.17%) plus VAT at 20%. To calculate clawback, see extracts overleaf from the GMS Statement of Financial Entitlements.