



IPS Vaccine Member Update

FLASH



Merck and Schering-Plough merged in 2009 to create a new company. Today, Merck, Sharp & Dohme is the second-largest pharmaceutical company in the world and a global leader in consumer products and animal care. Through the years, Merck's and Schering-Plough's researchers have helped to find new ways to treat and prevent illness - from the discovery of vitamin B1, to the first measles vaccine, to cold remedies and antacids, to the first statins to treat high cholesterol. Their scientists also have helped develop many products to improve animal health, including vaccines and antibiotics.²

Integrated
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(IPS)

888-440-4772

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GREAT NEWS FROM MERCK

Several of you have mentioned to me that you have experienced difficulty ordering Pediatric Hep A (**Vaqta**) and Pediatric Hep B (**Recombivax**) over the past year.

Please note that there is no shortage of either Merck's Hep A or Hep B (pediatric). Merck has advised that there is ample supply of both pediatric vaccines. And there is no limit to the number of doses you can order.

Remember: to be compliant with the terms of the IPS contract, your practice must order Hep A (**Vaqta**), Hep B (**Recombivax**) and any Rotavirus (**Rotateq**) and HPV (**Gardasil**) through Merck.

In order to ensure you receive IPS pricing, remember to order your Merck vaccines directly at www.merckvaccines.com or 1-800-MERCK RX.



TO OUR MEMBERS IN NORTH CAROLINA

With the recent changes in North Carolina's Vaccines for Children program, it is more important than ever to make sure you are getting the best pricing on your pediatric vaccines to help your practice's cash flow. IPS gives you best pricing on your pediatric vaccines through Sanofi Pasteur and Merck up front - **right at the time of your order** - AND gives you up to **90** days to pay and still receive your additional **2%** prompt payment discount. Now that certainly helps your cash flow!

NEW INDICATION FOR GARDASIL

The FDA has approved an additional indication for **Gardasil**. In addition to preventing cervical cancer and other pre-cancers caused by HPV types 16 and 18 in girls and young women ages 9 through 26 years of age,

Gardasil is now approved for use in boys and men 9 through 26 years of age for the prevention of genital warts caused by human papillomavirus (HPV) types 6 and 11.

NEW SAVINGS FROM SANOFI

With Sanofi Pasteur's price increase effective January 15, 2010, our members have a tremendous opportunity to maximize savings with the **Stretch Your Savings Promotion**. **Now through January 15, 2010, you can take advantage of current Sanofi pricing** and maximize your savings by combining your monthly vaccine needs through **March 2010** into **1 order with monthly shipments**.

By placing an order from **November 30, 2009** through **January 15, 2010** and scheduling monthly shipments through **March 24, 2010** you can:

- ◆ Maximize quantity discounts and/or **VaxMax™** savings with 1 order that is delivered over several months
- ◆ **Receive 2009 pricing for product scheduled to ship through March 24, 2010**
- ◆ Obtain a **3%** discount on select Sanofi Pasteur vaccines (shown below):
 - **Adacel®** (Tetanus Toxoid, Reduced Diphtheria Toxoid and Acellular Pertussis Vaccine Adsorbed)
 - **Menactra®** (Meningococcal [Groups A,C,Y and W-135] Polysaccharide Diphtheria Toxoid Conjugate Vaccine)
 - **DAPTACEL®** (Diphtheria and Tetanus Toxoids and Acellular Pertussis Vaccine Adsorbed)
 - **Tripedia®** (Diphtheria and Tetanus Toxoids and Acellular Pertussis Vaccine Adsorbed)
 - **IPOL®** (Poliovirus Vaccine Inactivated)
 - **DECAVAC®** (Tetanus and Diphtheria Toxoids Adsorbed)
 - **Typhim Vi®** (Typhoid Vi Polysaccharide Vaccine)
 - **IMOVAX®** Rabies (Rabies Vaccine)

You can save more by maximizing the quantity of each vaccine added to a single order. By including **VaxMax**-eligible products on your order (in the appropriate quantities), you will be able to maximize your **VaxMax™** or quantity discount savings.

The **3%** savings you receive through the **Stretch Your Savings Promotion** is in addition to the **1%** online savings, **2%** prompt-pay discount, **VaxMax™** savings and **IPS contract savings!**

Here's how it works:

All you need to do is log onto www.vaccineshoppe.com before **January 15, 2010** and click on the "Order" tab to place an order for *all* Sanofi Pasteur vaccines needed through the end of **March 2010**. You will be able stretch your order simply by scheduling a monthly shipment during the order process. By placing **1** order now and taking delivery of the product once per month, you can maximize your savings and free up valuable refrigerator space.

HIB VACCINE CATCH UP RECOMMENDATIONS



Based on additional supply of **Hib** vaccine, the CDC has updated its previous advisory on **Hib** booster administration recommendations. Health-care providers are now advised to begin an active recall of children whose booster dose of **Hib** vaccine had previously been deferred due to short supplies.

The following are highlights of the new CDC **Hib** catch up recommendations:

- Children 12 months through 4 years of age (before the fifth birthday) who did not receive a booster because of the recent shortage of **Hib** vaccines should receive a booster with any of the available **Hib**-containing vaccines at the earliest opportunity.
- The increased supply of **Hib**-containing vaccines will be sufficient to support a provider-initiated notification process to contact all children whose **Hib** booster dose had been deferred.

- Providers should review their records (e.g., registry) to identify and recall children in need of a booster dose.
- If office supplies are not adequate to sustain a recall, providers should continue to follow previous recommendations to provide the booster dose at the child's next regularly scheduled visit.

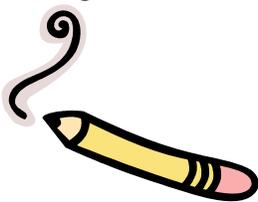
Please see the following link to view the updated recommendations for use of **Hib** vaccine:

http://www.cdc.gov/mmwr/preview/mmwrhtml/mm5836a5.htm?s_cid=mm5836a5_e

Log on to www.VaccineShoppe.com to view your new allocation of **ActHIB** vaccine and begin recalling those children whose booster dose of **Hib** vaccine had previously been deferred.

We hope these new CDC recommendations and the increase in **ActHIB** vaccine allocation will help you as you begin reintroducing the booster dose in your practice.

Remember: to be compliant with the terms of the IPS contract, your practice must order **IPOL, Hib, Dtap** through Sanofi. Be sure to order on line at www.vaccineshoppe.com and receive the additional **1%** discount for on line ordering.



1. Did you know that Sanofi Pasteur, the vaccines division of [Sanofi-Aventis](http://www.sanofi-aventis.com) Group, is the largest company in the world devoted entirely to human vaccines?¹ **TRUE**
2. Did you know that Sanofi Pasteur produces more than 1.6 billion doses of vaccines yearly to immunize more than 500 million people in the world?¹ **TRUE**
3. Did you know that Sanofi Pasteur invests more than 1 million euros every day in R&D?¹ **TRUE**
4. Did you know that Merck published the 1st Merck Manual as a guide for physicians and pharmacists in 1899? And today, the Merck Manual is published in 17 languages?² **TRUE**
5. Did you know that Merck introduced the first measles vaccine in 1963 and introduced mumps vaccine in 1967?² **TRUE**
6. Did you know the 1st tetanus vaccine developed by Sanofi Pasteur dates back to 1922?¹

¹ www.sanofipasteur.com

² www.merck.com

VACCINE TIMELINE FROM SANOFI PASTEUR:

- 1922 First tetanus vaccine
- 1939 New application of the percutaneous reaction
- 1939 First use of the Mérieux tuberculin
- 1946 Anti-pertussis serum
- 1953 Yellow fever vaccine
- 1955 First Salk (inactivated) polio vaccine (injectable)
- 1960 Lépine (inactivated) polio vaccine (injectable)
- 1962 First Sabin (attenuated) polio vaccine (oral)
- 1963 Tuberculin multipuncture ring
- 1968 Measles vaccine
- 1968 Influenza vaccine
- 1970 Rubella vaccine (human diploid origin)
- 1974 First group A Meningococcal vaccine
- 1975 First groups A+C Meningococcal vaccine
- 1975 Vaccine against diphtheria, tetanus, pertussis and polio (injectable)
- 1977 First rabies vaccine (human diploid origin)
- 1981 First plasmatic hepatitis B vaccine
- 1982 First injectable Salk polio vaccine (on Vero cells)
- 1985 First rabies vaccine (on Vero cells)
- 1986 MMR (Measles-Mumps-Rubella) vaccine
- 1987 Hepatitis B vaccine (based on genetic engineering)
- 1987 First *Haemophilus influenzae* type b conjugate vaccine
- 1988 First oral Sabin polio vaccine (Vero cells)
- 1988 First typhoid vaccine (polysaccharides)
- 1992 DT acellular pertussis vaccine for adults
- 1993 Vaccine against diphtheria, tetanus, pertussis (whole cell) and *Haemophilus influenzae* type b
- 1993 First pentavalent diphtheria, tetanus, pertussis (whole cell), poliomyelitis and *Haemophilus influenzae* type b vaccine (awarded the Galien Prize in 1994)
- 1996 Hepatitis A vaccine
- 1997 First pentavalent vaccine with acellular pertussis
- 1998 Diphtheria, tetanus, pertussis (acellular) and poliomyelitis vaccine
- 1999 Adult booster against tetanus, diphtheria, and polio
- 2004 First quadrivalent conjugate vaccine against meningococcal disease



VACCINE DEVELOPMENT CYCLE¹

Vaccine research is long, complex and costly. Because a vaccine is a biological product made from living microorganisms, its development cycle is quite different from that of a pharmaceutical product:

Exploratory stage: to understand the disease, its epidemiological data and the right proteins (antigens) to use in preventing or treating the disease

Pre-clinical stage: to assess antigen safety and select the best candidate vaccine

Clinical development: from **10** (Phase I) to **1,000** people (Phase III) are involved in clinical trials and the first batches are produced (clinical batches and industrial batches for compliance)

Regulatory approval: all the data collected through the preceding stages are submitted to the relevant health authorities for approval

Manufacturing process: takes up to **22** months to produce a single batch of vaccine

Quality control: approximately **70%** of production time is dedicated to quality control



that was easy.sm

Don't forget to sign your practice up with Staples to receive IPS discounted pricing on all your office supplies. We have negotiated great pricing on such items as copy paper, toner, printing needs, even Smile-maker labels.

It's Easy:

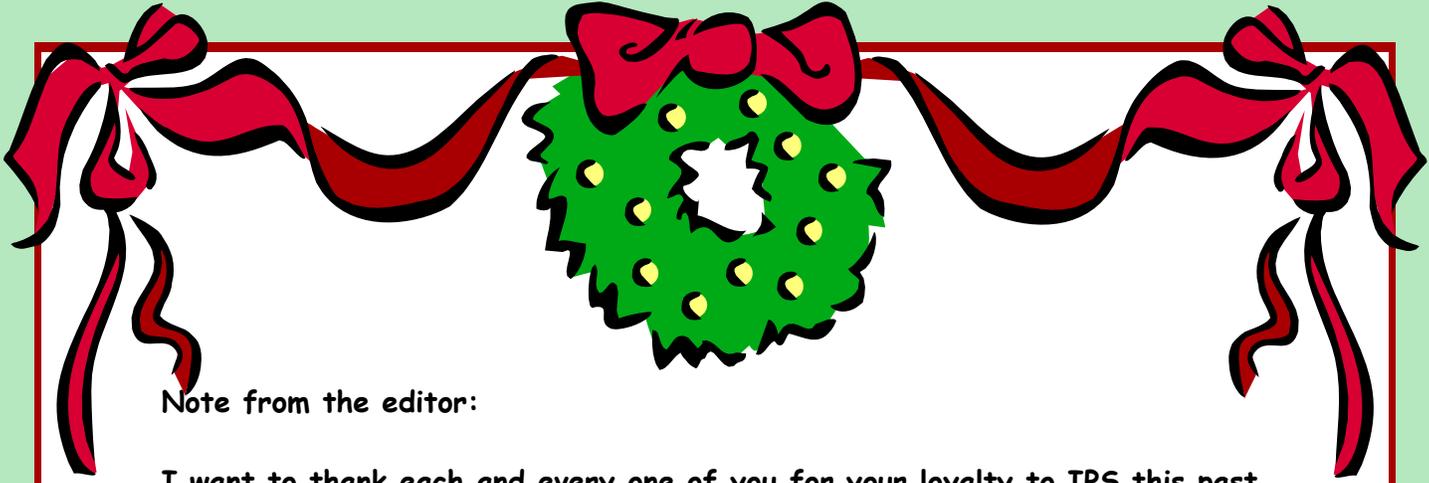
Once your account is set up, just go to www.stapleslink.com to place your order and receive IPS discounted pricing.

Contact IPS if you have not yet set up your practice to receive IPS discounted pricing with Staples. We will gladly arrange the account set up for you.

MED/SURG SUPPLIES

Take advantage of IPS pricing on your medical/surgical supplies for your office. Need table paper, Sharps, needles, syringes, gowns? When you order your vaccines at www.vaccineshoppe.com, visit the med/surg product area on line and see how much money you can save with our great discounted rates.





Note from the editor:

I want to thank each and every one of you for your loyalty to IPS this past year. I have worked personally with many of you during the year and I appreciate your confidence and patronage.

I hope you and yours have a peaceful and joyous holiday season. The entire IPS Vaccine Group Purchasing Alliance team looks forward to serving you in 2010.

Happy Holidays!

Lynne Sherman

Director

IPS Vaccine Group Purchasing Alliance



SECURE DISCOUNTS

Be sure to order

Merck vaccines through www.merckvaccines.com

or 1-800-MERCKRX (1-800-637-2579)

AND

Sanofi vaccines and med/surg supplies and injectables through www.vaccineshoppe.com

to receive your IPS discounted pricing.



Contact IPS at

888-440-4772



We're on the web:

vaccines.ips-usa.com