



IPS Vaccine Member Update

ADDITIONAL SAVINGS FROM MERCK AND IPS ON GARDASIL



Effective **3/1/10**, IPS and Merck have reduced pricing on **Gardasil** by **6%**! This means a substantial savings for your practice AND you receive the savings right at the time of your order. There's no waiting for months to see if you will get a check in the mail! Now that's a big boost for your practice's cash flow!

Integrated
Physician
Solutions
(IPS)

888-440-4772

March, 2010

PREPARE NOW FOR MERCK'S TEMPORARY SERVICE INTERRUPTION

Don't get caught short! Make sure you order a full supply of your Merck vaccines so you have enough inventory on hand to immunize your patients during Merck's service interruption from **March 25th-April 6th**. Place your order for Merck vaccines **no later than the week of March 15** to ensure full processing and shipping of vaccines to your practice before their service interruption. Merck will be implementing a major software update during this time and will re-commence full operations on **April 7th**. If you do need to order vaccines during **March 25-April 6th**, your order will be on hold and order processing and shipping will resume **April 7th**.

ADACEL® AND MENACTRA® REMINDER

Per the terms of our IPS and Sanofi contract, our members must purchase Sanofi's **DTaP** vaccine (**Adacel®**) and meningococcal vaccine (**Menactra®**). While there is a new-comer to the meningococcal vaccine market, in order to maintain your pricing on your entire portfolio of Sanofi Pasteur, Merck, and Medimmune vaccines, it is important that you continue immunizing your patients using Sanofi's **Adacel®** and **Menactra®**.



FLUZONE

Don't forget to reserve your doses of 2010-2011 flu vaccine through Sanofi's Recurring Reservation and receive all your discounts. Pre-booking is occurring **right now and ends March 31, 2010**. And remember, Sanofi has a risk sharing program that allows IPS members to return a limited number of unused doses for full credit toward future purchases of **Fluzone**. Specifics are based on ship dates.

Attention Family Practice, Internal Medicine, GYN:

Check it out: Sanofi is offering a brand new **Fluzone** High Dose Vaccine for your patients > **65 years old**. Consider including this vaccine when you place your **Fluzone** Recurring Reservation order for **2010-2011**.

MORE SAVINGS FROM SANOFI

Reach New Heights in Savings Promotion

Save an additional **3%** from **February 15** through **March 24** on many of the Sanofi vaccines you are currently using. This additional **3%** discount is over and above IPS contract pricing **PLUS** your additional **2%** discount for prompt payment **PLUS** your additional **1%** discount for on line ordering at www.vaccineshoppe.com **PLUS** any additional **VaxMax™** savings. WOW!

Here's how the Reach New Heights in Savings Promotion works:

Place and ship an order from **Monday, February 15** through **Wednesday, March 24, 2010** and receive a **3%** discount on select Sanofi Pasteur products (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)
- ✦ **Pentacel®** (Diphtheria and Tetanus Toxoids and Acellular Pertussis Adsorbed, Inactivated Poliovirus and Haemophilus b Conjugate [Tetanus 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)
- ✦ **TUBERSOL®** (Tuberculin Purified Protein Derivative [Mantoux])

This is a great opportunity if you were not able to take advantage of the **Stretch Your Savings Promotion**. Even if you already have shipments scheduled for the **Stretch Your Savings Promotion**, you can simply place an additional order for the **Reach New Heights in Savings Promotion** to save even more.

Note: Orders scheduled to ship that had been placed through the **Stretch Your Savings Promotion** [orders placed by **January 15** and scheduled to ship through **March 24**] *are not impacted* by the **Reach New Heights in Savings Promotion**.

Remember, these savings are above and beyond **VaxMax™** savings, **1%** online savings, **2%** prompt-pay discount, and IPS contract savings.

Just log onto www.vaccineshoppe.com between **February 15** and **March 24, 2010** and click on the "Order" tab to place an order for *all* of the Sanofi Pasteur products you need.



WOULD YOU LIKE MORE SAVINGS FROM SANOFI PASTEUR AND IPS?

How about a **12%** credit on all **IPOL**[®] vaccine doses ordered every **6** months?



Here's how it works:

Sanofi Pasteur and IPS are happy to introduce the **IPOL**[®] (Inactivated Poliovirus Vaccine) credit program for all members who use a **4-dose Pentacel**[®] (Diphtheria and Tetanus Toxoids and Acellular Pertussis Adsorbed, Inactivated Poliovirus and Haemophilus b Conjugate [Tetanus Toxoid Conjugate] Vaccine) schedule completed with **DAPTACEL**[®] (Diphtheria and Tetanus Toxoids and Acellular Pertussis Vaccine Adsorbed) and **IPOL**[®] vaccines for the **5th dose**.

By boosting Pentacel vaccine with **DAPTACEL**[®] and **IPOL**[®] vaccines, qualifying customers can:

- Obtain a **12%** credit on all **IPOL**[®] vaccine doses ordered every 6 months.
- Credit will be applied to eligible accounts every **6** months.
- Maximize quantity discounts and **VaxMax**[™] savings with each order.

These savings complement the benefits of using Pentacel vaccine for the 4-dose primary series and **DAPTACEL**[®] vaccine as the **5th** dose.



Don't forget that this is the month to set your clocks ahead an hour.

PREVNAR 13

Pfizer has received FDA approval for their new **Prevnar 13** vaccine, covering **13** strains in the prevention of pneumococcal illnesses in infants and young children. This vaccine covers an additional **6** strains over and above the existing **Prevnar 7** vaccine.

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.

