



the vital link in healthcare

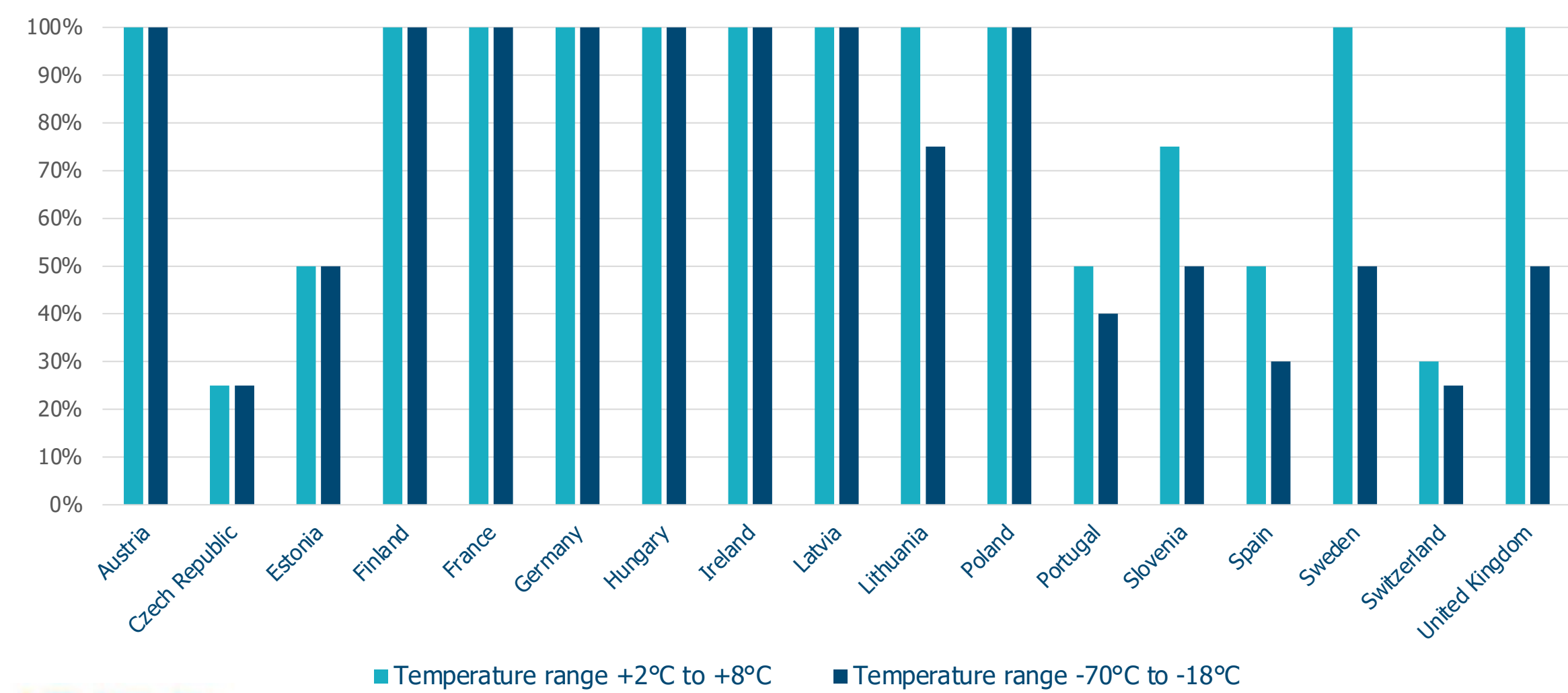
**EUROPEAN HEALTHCARE
DISTRIBUTION ASSOCIATION**
GROUPEMENT INTERNATIONAL
DE LA RÉPARTITION
PHARMACEUTIQUE

GIRP Overview of COVID-19 vaccines distribution – Autumn 2021

The role of full-service healthcare distributors in the COVID-19 vaccines distribution



Overview role of full-service healthcare distributors in the COVID-19 vaccines distribution

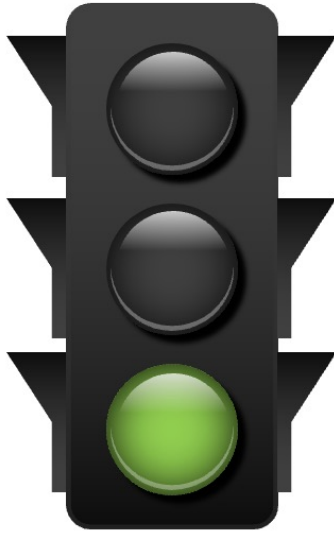


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The role of full-service healthcare distributors in the COVID-19 vaccines distribution

	AT	BE	BG	CZ	DE	DK	EE	ES	FI	FR	HU	IE	IS	IT	LV	LT	LU	NL	NO	PL	PT	RO	SI	SE	CH	UK
Distributed by wholesalers	✓	✗	✗	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✗	✗	✓	✓	✗	✓	✓	✓	✓
Vaccination centres	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Hospitals	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
GP (doctors)	✓	✗	✓	✓	✓	✗	✓	✗	✗	✓	✓	✓	✓	✓	✓	✗	✗	✓	✗	✓	✗	✗	✗	✓	✓	✓
Other	✗	✓	✗	✓	✓	✗	✓	✗	✓	✓	✗	✗	✗	✗	✗	✗	✗	✗	✓	✓	✓	✗	✓	✗	✗	✓
Pharmacies	✓	✗	✗	✗	✓	✗	✓	✗	✗	✓	✗	✓	✗	✓	✗	✓	✗	✗	✗	✓	✗	✗	✗	✗	✓	✓
Inoculation in pharmacies	✗	✓	✗	✗	✗	✗	✓	✗	✗	✓	✗	✓	✗	✓	✗	✓	✗	✗	✓	✓	✗	✗	✗	✓	✓	✓

Role of pharmacies in the COVID-19 vaccines dispensation and administration

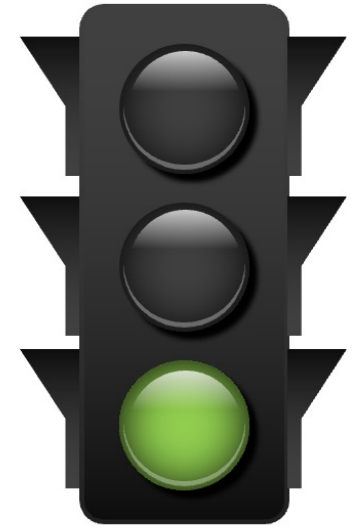


Countries dispensing COVID-19 vaccines
via pharmacies (to other healthcare
professionals for inoculation)



Austria, Estonia, France,
Germany, Ireland, Italy,
Lithuania, Poland, Switzerland,
United Kingdom

Countries in which pharmacies/pharmacists
inoculate COVID-19 vaccines



(Belgium), Estonia, Ireland,
France, Italy, Lithuania, Norway,
Poland, Sweden,
Switzerland, United Kingdom

Overview of COVID-19 & influenza vaccines dispensation/administration sites

	AT	BE	BG	CZ	DE	DK	EE	ES	FI	FR	HU	IE	IS	IT	LV	LT	LU	NL	NO	PL	PT	RO	SI	CH	UK
	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F	C F
Distributed by wholesalers	✓✓	✗✓	✗✓	✓✓	✓✓	✗✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✗✓	✗✗	✗✓	✓✓	✓✓	✗✓	✓✓	✓✓	✓✓
Vaccination centres	✓✓	✓✗	✓✗	✓✗	✓✗	✓/	✓✗	✓✓	✓✓	✓✗	✓✗	✓✗	✓✗	✓✗	✓✓	✓/	✓✗	✓✗	✓✗	✓✗	✓✗	✓✗	✓✓	✓✗	✓✗
Hospitals	✓✗	✗✗	✓✗	✓✓	✓✗	✓/	✓✓	✓✓	✓✓	✓✗	✓✗	✓✓	✗✗	✓✓	✓✓	✓/	✓✗	✓✗	✓✓	✓✓	✓✓	✓✗	✓✓	✓✗	✓✓
GP (doctors)	✓✓	✗✗	✓✓	✓✓	✓✗	✗/	✓✓	✗✗	✗✗	✓✗	✓✓	✓✓	✓✓	✓✓	✓✓	✗/	✗✓	✓✓	✗✓	✓✓	✓✓	✗✗	✗✓	✗✓	✓✓
Other	✗✗	✓✗	✗✓	✓✓	✓✗	✗/	✓✓	✗✗	✓✓	✓✗	✗✗	✗✓	✗✗	✗✗	✗✓	✗/	✗✓	✗✗	✓✓	✓✓	✓✓	✓✗	✗✗	✓✓	✗✓
Pharmacies	✓✓	✗✓	✗✓	✗✗	✓✓	✗/	✓✓	✗✓	✗✗	✓✓	✗✓	✗✓	✗✗	✓✗	✗✓	✓/	✗✓	✗✗	✗✗	✗✓	✓✓	✗✓	✗✓	✓✓	✓✓
Inoculation in pharmacies	✗✗	✓✗	✗✗	✗✗	✗✗	✗✓	✓✓	✗✗	✗✗	✓✓	✗✗	✓✓	✗✗	✓✗	✗✗	✓✗	✗✗	✗✗	✓✓	✓✓	✓✗	✗✓	✗✗	✗✗	✓✓

Rapid antigen tests available in pharmacies

	AT	BE	BG	CZ	DK	EE	FR	DE	HU*	IE	IT	LV	LT	LU	NL	NO	PL	PT	RO	RS	SI	ES*	CH
Availability	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

*For professional use only (by healthcare professionals, company doctors, etc.)

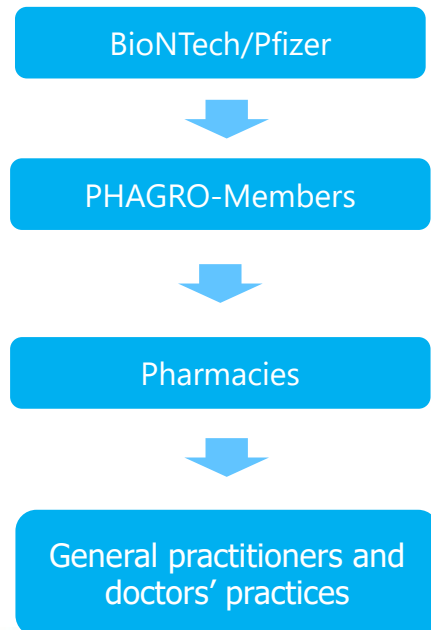
COVID-19 vaccine distribution by German full-line wholesalers



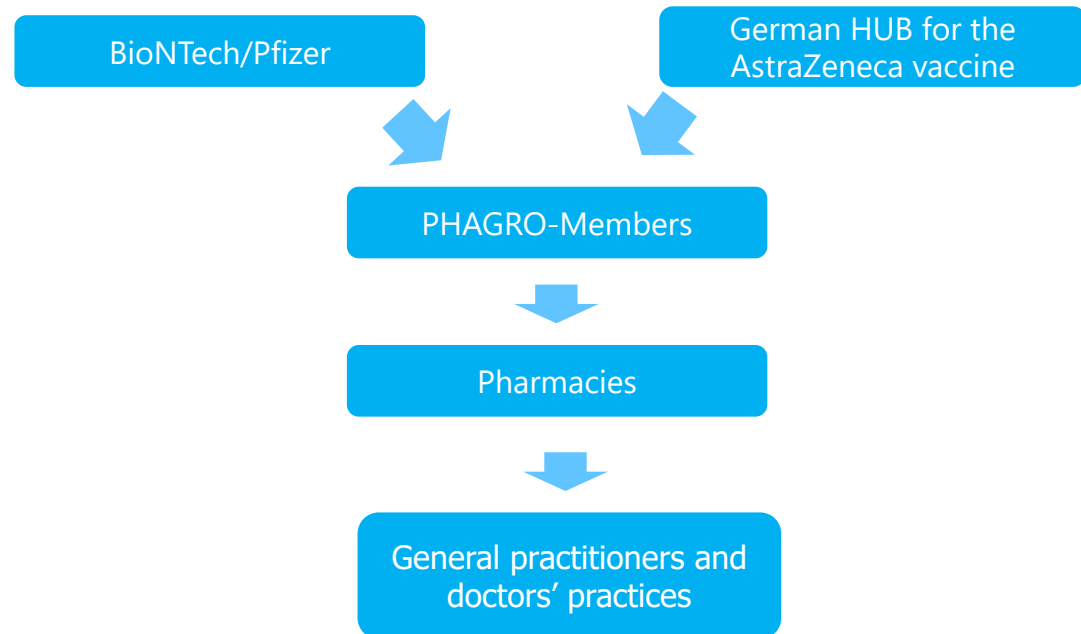
COVID-19 vaccine distribution by German full-line wholesalers

- Starting on 6 April in Germany, in addition to the state vaccination centres, around 35,000 general practitioners and doctors' practices started administering the COVID-19 BioNTech/Pfizer vaccine. Beginning 19 April, general practitioners and doctors' practices will start the administering the AstraZeneca COVID-19 vaccine.
- The nine German full-line pharmaceutical wholesalers are obliged to supply all German pharmacies with the COVID-19-vaccines and the equipment (syringe, needles, NaCl) for the supply of practitioners and doctors' practices by law.

Supply Chain of the Vaccine (week 14 and 15)



Supply Chain of the Vaccines (beginning in week 16)



COVID-19 vaccine distribution by German full-line wholesalers

German Corona-Vaccinations-Regulation

- Wholesalers Remuneration for the distribution of the vaccines:

Until 9 May

- 9,65 EUR / vial (refrigerated vaccines)
 - 11,55 EUR / vial (deep-freeze-vaccines)
 - Starting on 10 May: 6,55 EUR / vial (each vaccine)
- Remuneration for the distribution of the equipment: 1,65 EUR (per distributed vial)

Wholesalers' obligations according to the "General ruling to ensure the nationwide distribution of vaccines against COVID-19 to medical practices"

- Obligation for PHAGRO-Members to supply the orders of vaccines and equipment to German pharmacies
- Ensure the fair supply of the vaccines to the pharmacies per state (according to the states contingents)
- Ensure the supply of the equipment according to the supplied vaccines

COVID-19 vaccine distribution by German full-line wholesalers

Tasks of the German full-line wholesalers in connection with the vaccine-distribution

- ✓ Coordination with the manufacturers of the vaccines and the equipment
- ✓ Coordination with the German Ministry of Health
- ✓ Distribution of the vaccines from the HUB's of the full-line wholesalers to the further sites of the full-line wholesalers
- ✓ Definition of new standard operation procedures for each vaccine
- ✓ Controlled unfreezing of the deep-freeze-vaccines
- ✓ Decollating the vials from the original packing

COVID-19 vaccine distribution by German full-line wholesalers

Tasks of the German full-line wholesalers in connection with the vaccine-distribution

- Repacking of the decollated vaccines and equipment
- Distribution of the vaccine to the pharmacies at 2-8°C within a fixed time frame
- Distribution of the equipment according the vaccine orders (syringe, needles, NaCl)
- Reporting of stocks, sell in and sell out data of vaccines (on vial level) to the PEI (Paul Ehrlich Institute)

COVID-19 vaccine distribution by Austrian full-line wholesalers



COVID-19 vaccine distribution by Austrian full-service healthcare distributors

Order management and allocation done by the MoH - 100% focus on strong cooperation with full-service healthcare distributors



Full-service healthcare distributors act as "distribution hubs" for ALL COVID-19 vaccines



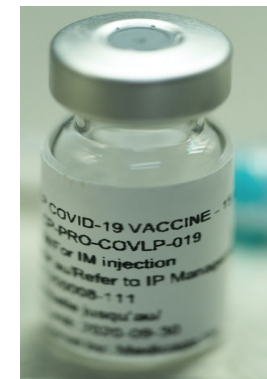
100% responsible for storage distribution and logistic



Enables easy access to COVID-19 vaccines for all administration points



Delivery to > 1.000 vaccination centres within 2 hours



COVID-19 vaccine distribution by Austrian full-service healthcare distributors

Necessary investments: Reorganisation and upgrading of warehouses

- New ultra-low-temperature-freezers (-75° C/Pfizer-BioNTech) and new freezers (-20° C/Moderna)
- Enhanced security measures (video control, power supply,...)
- Additional staff (warehouse, drivers and call centre)
- Dedicated teams with specific staff-training
- Definition of new processes
- Enlargement of vehicle fleet



COVID-19 vaccine distribution by Austrian full-service healthcare distributors

Full service packaging to vaccination centres

- Decollating the vials down to 3 vials minimum from the original packing (Pfizer 195 Vials, Moderna and AZ 10 Vials)
- Controlled unfreezing of the deep-freeze-vaccines
- Repacking of the decollated vaccines
- Distribution to vaccination centre at + 2-8 °C for all products
- Equipment Package per vial (syringe, needles, NaCl)
- Information Package (instructions for use, instructions for doctors, vaccination certificates,...)
- Coordination with vaccination centres
- Interface for government e-shop
- Reporting of quantities



COVID-19 vaccine distribution by Irish full-line wholesalers



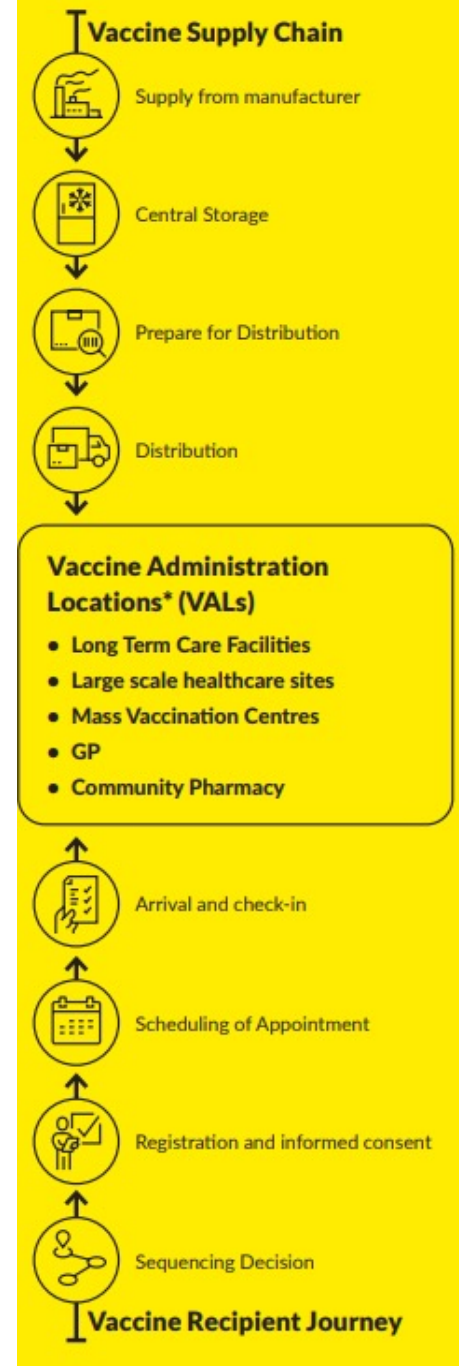
COVID-19 vaccine distribution by Irish full-service healthcare distributors

Early engagement: significant task entailing

- **Complex logistics operations** - specific vaccine handling activities (thawing of ULT vaccines, pack-down activity, labelling, handling of dry ice, etc.)
- **Substantial storage capacity** for various temperature ranges (incl. LT & ULT)
- **Customer Management** – new customers, bona fides, master data, communication
- **Order management** & coordination from multiple customers
- **Full Fleet Review** – Maintain current standards & increase capacity for -20 degree active transportation
- Additional **security** measures Establish **communications** protocol

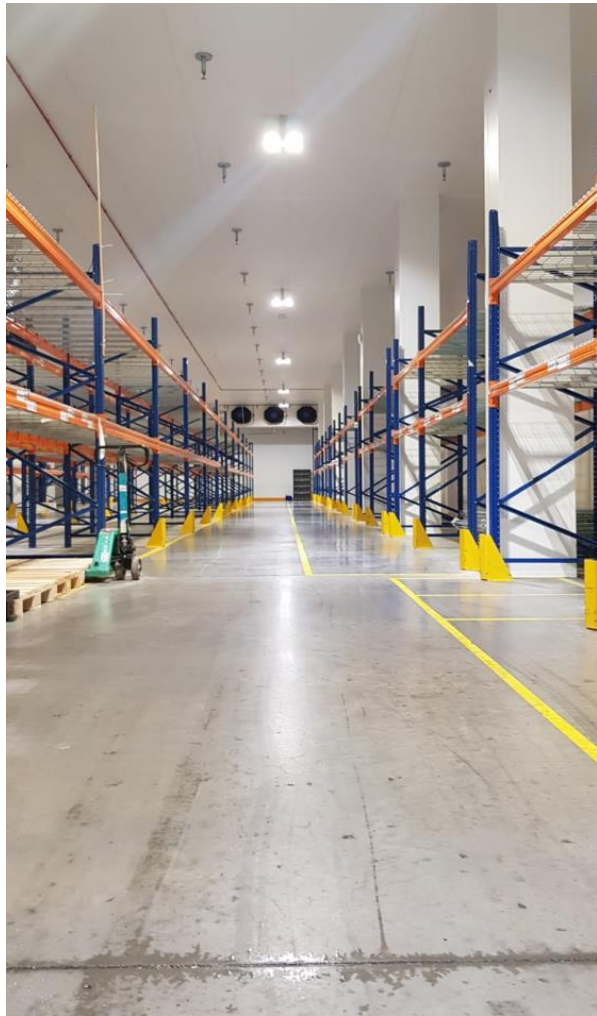


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COVID-19 vaccine distribution by Irish full-service healthcare distributors

Leveraging existing infrastructure with newly identified requirements



Storage



Processing Area



Caged and secure locations No. 1



Local power supplies



Caged and secure locations No. 2



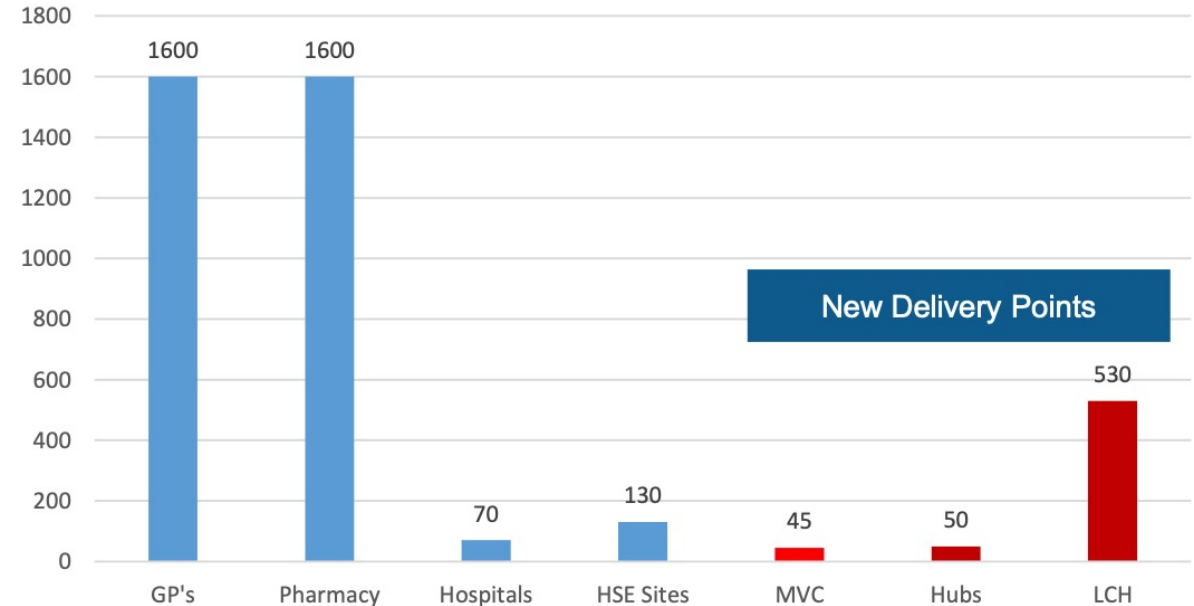
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COVID-19 vaccine distribution by Irish full-service healthcare distributors

Changing Pace of Roll-out & Customer Landscape: adapting to new knowledge & experience

Plan Stage	Initial Roll-Out	Mass Ramp-Up	Open Access
Vaccine Availability	Limited doses available	Large number of doses available	Large number of doses available
Vaccine Distribution Volume			
Population to be vaccinated	As per Government-approved population sequencing		
Example Vaccination sites used	<ul style="list-style-type: none"> > LTC facilities > Large scale healthcare sites 	<ul style="list-style-type: none"> > Mass Vaccination Centres > GPs and Pharmacies 	<ul style="list-style-type: none"> > Mass Vaccination Centres > GPs and Pharmacies
Types of vaccine used	> First approved vaccine(s)	> Variety of vaccines types as they are approved by the EMA	> Small number of effective and easily stored vaccine types
Potential Start Date	> Early 2021 subject to EMA approval	> Depends on vaccine delivery schedule - to be determined	> Depends on vaccine delivery schedule - to be determined

Customer Type 2021



Delivery landscape evolving to meet the needs of the government roll-out

HSE: National COVID-19 Vaccination Programme: Implementation Plan



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MVC = most valuable customer
LCH = London Clearing House



COVID-19 vaccine distribution – key learnings & looking ahead

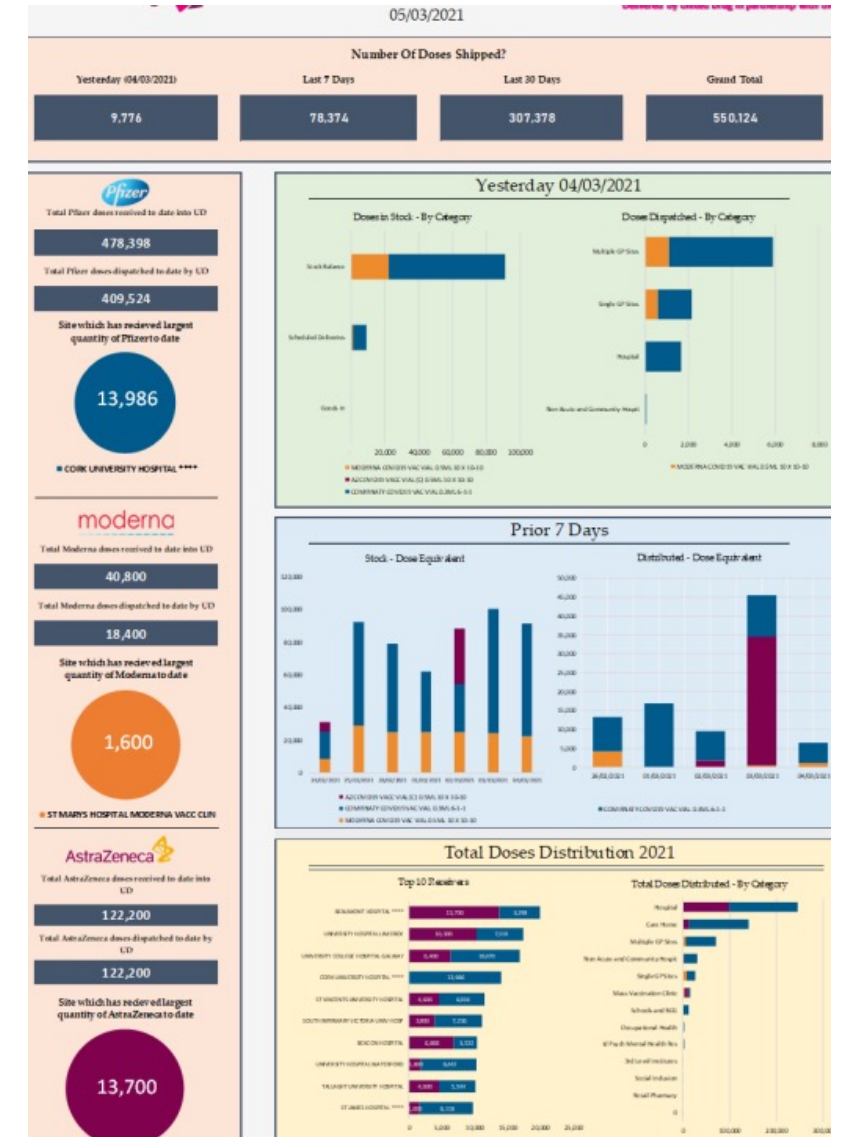


COVID-19 distribution key learnings

- Need to be 100% sure of your **capacity & capability**
- Effective **Project Management** is crucial & challenging in a highly evolving landscape
- Need to be able to **Say No** – in a constructive manner
- **Data management and reporting** across multiple data points is key
- **Regulator alignment** should be a rolling process
- Managing a **scarce & high profile** resource requires close alignment & effective communications



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Distribution in Ireland as of 5 March 2021



Future challenges for our sector

Overall challenges

- Quantities are increasing
- Numbers of vaccines with different technology platforms and profiles are increasing
- Public pressure is increasing
- Additional challenges are increasing (e.g. distribution of Antigen tests for the general public)
- Exact approval dates by EMA: product availability
- Initial delivery schedule & ongoing pace of inbound deliveries from manufacturers
- Customer types and location
- Points of Contact & Communication Protocols
- Alignment of COVID-19 booster and seasonal flu vaccines requires careful management and communication

Vaccine Specific

- Administration and data management challenges
- Specific product handling requirements, esp. mRNA technology, multi-dose vials
- COVID-19 variants
- Transition to commercial supply chain

General Supply Chain

- Availability of Personal Protective Equipment (PPE)
- Domestic manufacturing and sourcing mandates
- Stockpiling mandates
- Supply Chain alignment with healthcare professionals & ancillary supplies

Thank you!



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