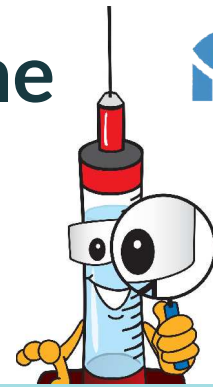


It's time for your Annual Vaccine Management Checkup!



Welcome to a new tool provided by CPP to help you check in on the financial health of your vaccine management practices.

STEP 1: Recap Vaccine-Related updates from 2021

NEW VACCINES

- MenQuadfi™ (quadrivalent A, C, W, Y meningococcal conjugate) Sanofi; CPT 90619
- Vaxelis™ (DTaP, IPOL, HIB, HepB) Merck and Sanofi joint venture; CPT 90697
- Prevnar 20™ (20-valent pneumococcal conjugate) Pfizer; CPT 90677
- Vaxneuvance™ (15-valent pneumococcal conjugate) Merck; CPT 90671

ADVOCACY

CPP highly encourages primary care practices to support [The Strengthening the Vaccines for Children \(VFC\) Program Act](#). This bipartisan bill addresses the declining routine childhood vaccination rates due to the pandemic. The national American Academy of Pediatrics (AAP), along with 25 other respected organizations, sent a letter of support for the bill. [This letter](#) highlights the need to increase payment rates for services offered to vulnerable populations. It is fully supported by the CPP Board of Directors.

- If you are an AAP member, please visit the AAP's [federal advocacy page](#) to contact your local representative in support of this bipartisan bill led by Kim Schrier, MD, FAAP (D-WA), and co-sponsors John Joyce (R-PA), GK Butterfield (D-NC) and David McKinley (R-WV).
- If you are not an AAP member, you can either create an AAP user ID and follow the instructions above or reach out directly to your [local representative](#).

Step 2: Measure the Financial Impact of Vaccines in 2021

According to the [AAP's Business Case for Pricing Vaccines](#), vaccine payments should be at least **125%** of the [CDC Private Sector Cost per Dose](#) to cover the indirect cost of ordering, inventorying, storing, insuring and wasting of vaccines. There are two main ways to analyze the financial impact:

Method 1: Overall Financial Impact

Total Vaccine Revenue - Total Vaccine Invoices Paid = Annual Financial Impact

Sum up all revenue received for vaccine specific CPT codes (see Vaccine Coding Cheat Sheets, [pediatric](#) and [adult](#)) and subtract out all invoices paid to Sanofi (VaxServe), Merck, and Pfizer.

Method 2: Margin per Individual Vaccine

Payment Rate per Vaccine CPT Code - Cost per Vaccine = Margin per Vaccine

Utilize this [Financial Analysis Template](#) to identify areas of inadequate payment with your top 5 payors. Enter your annual dose volume to compare your overall payment to your CPP member cost for each vaccine.

Step 3: Enhance What is Working Well...

- Participate in **CPP's Vaccine Management Survey** coming in June 2022 to help your practice verify vaccine payment rates keep up with manufacturer price increases each year. Keep an eye on your email inbox for more information!
- Boost immunization rates and **earn a grant up to \$1,000** through [CPP's 2nd Dose Grant Program](#).
- **Stay up to date** on all things related to vaccine management by subscribing to CPP's e-newsletter ([Vaccine Vitals](#)), follow the CPP [blog](#) and join our [LinkedIn group](#).

...OR Identify and Remedy Areas of Concern

Are certain payors underpaying for specific vaccines?

- Determine what the payor is using as a benchmark for payments (ASP, AWP, WAC, CDC Private Sector List Price) for comparison purposes.
- The payor could be 'over-compensating' on payments for the vaccine administration codes (90460, 90461, 90471 – 90474), or other E&M codes to make up for this gap.
- Verify that the vaccine admin codes for this payor are being paid above other payors.
- Verify that payments for vaccine administration and/or E&M codes for this payor offsets their lower-than-normal vaccine payments.
- Talk to your payors about adequate payment rates using the [AAP Business Case for Pricing Vaccines](#) and this [Appeal Letter Template](#)

Is there a single vaccine that is consistently underpaid by all payors?

- Make sure your fee schedule is up to date. Rates can be set above your highest payor's payment rate for each vaccine.
- Ensure you use the correct CPT codes by comparing the CPT codes you are using with our Vaccine Coding Cheat Sheets, [pediatric](#) and [adult](#).

Is there a mismatch between your per dose cost and what you actually paid?

- Check your invoices to ensure you are getting the CPP member on-invoice discount and manufacturer discounts (i.e. prompt pay). [Contact CPP](#) for the most current member pricing sheets.
- Refer to the [CPP Purchasing Guide](#) to ensure you're purchasing in a way that maximizes discounts and for help correcting pricing issues with the vaccine manufacturers.
- Maximize payment terms and other benefits by paying with a credit card. See this [Credit Card Comparison](#) to explore the benefits of paying for vaccines with a credit card.

Does your margin for each individual vaccine appear favorable but overall, total vaccine invoices paid exceeded vaccine payments received?

- You may have an inventory issue where there is too much wastage. Maintain a wastage log to see if it exceeds the 5% benchmark.
- Billing opportunities could be missed due to improper documentation. Audit a vaccine lot from inventory by pulling a specific lot number, see which patients received those doses, and pull the claim to see what you got paid. If your EMR or Practice Management system doesn't already do this, track it manually until you are confident the process is working.
- Perform inventory reconciliation more often using this [inventory reconciliation](#) sheet to determine where inventory leaks may be occurring.

Did you have a temperature excursion and lose some vaccine inventory due to spoilage?

- Hold onto inventory until it expires and return it to manufacturer for credit.
- Invest in proper vaccine storage equipment and don't forget about [CPP's Vaccine Storage Equipment Grant Program](#) to help offset the cost of this investment.

Did you have staff turnover in 2021?

- Create a vaccine management training orientation guide for all new staff members by customizing this [CPP Vaccine Management Orientation Guide](#) template.
- Assign a Vaccine Champion in the office to identify training gaps.

VACCINE PRICE INCREASES

Each of the vaccine manufacturers have announced new pricing for 2022 with the following effective dates:

- Merck – 11/10/2021
- Sanofi – 1/1/2022
- Pfizer – 2/23/2022
- Dynavax – 4/29/2022

Please check your vaccine invoices to make sure you are getting the appropriate CPP discounts off the new pricing. Update your fee schedule for 2022 to reflect these changes and ensure your major payors adjusted their vaccine payment rates accordingly.

UPDATED [VACCINE SCHEDULES](#)

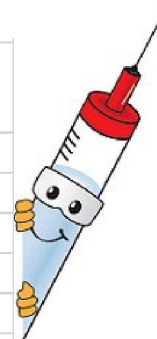
New vaccine schedules published by the CDC for 2022 include the following updates:

- **New pneumococcal recommendation for all adults 65+ and ages 19-64 with certain underlying medical conditions.** 1 dose PCV15 or 1 dose PCV20. If PCV15 is used, this should be followed by a dose of PPSV23 given at least 1 year after the PCV15 dose.
- **Adult HepB vaccine is universally recommended for all adults aged 19 through 59 years,** and the 2-, 3-, or 4- dose regimens are listed.
- **HPV vaccination is recommended by the CDC for 11-12 year-olds, starting the 2-dose series as young as age 9.** The **AAP also recommends** starting this vaccine at age 9 for several reasons including more scheduling flexibility with no known downside and a retrospective study that showed adolescents who started the HPV vaccine series at age 9 or 10 were 22 times more likely to complete the two-dose series by age 15 than those who initiated the series at age 11 or 12 (St. Sauver JL, et al. *Prev Med.* 2016;89:327-333).

UPDATED RVUS FOR VACCINE ADMINISTRATION CODES

RVUs associated with vaccine administration codes increased significantly in 2021. Payments should have increased accordingly and are expected to remain at the same levels in 2022.

CPT Code	2020-2021 RVU Growth %	2021-2022 RVU Growth %
90460	23%	0%
90461	3%	0%
90471	23%	0%
90472	3%	0%
90473	23%	0%
90474	3%	0%



Don't forget to update your fee schedule and work with your payors to make sure they are using these updated RVUs to calculate your vaccine administration payments.