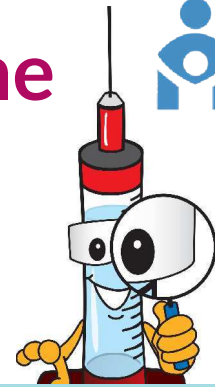


It's time for your Annual Vaccine Management Checkup!



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 2022

NEW VACCINES

- Vaxneuvance™ approved for use in pediatric patients(15-valent pneumococcal conjugate) Merck; CPT 90671

CPP Launched Our First Ever Vaccine Payer Survey

CPP collected data to assess whether or not adequate and timely vaccine payments are received by CPP member practices when vaccine price increases are enacted and when new vaccines come to market. The goal of this survey was to report large-scale trends in how CPP member practices navigate vaccine price increases, help members manage the financial aspects of their vaccine administration programs more effectively and help CPP advocate for efficient and fair payment policies.

Members who completed the survey received aggregated data consolidated from all survey responders to enable benchmarking against other CPP members as well as provide the following insights into the financial health of their immunization services:

- Are you receiving the appropriate CPP member discounts on your vaccine invoices?
- Are you raising your fees when vaccine price increases go into effect?
- Are your vaccine payments adequately covering your vaccine costs?
- Is your practice taking advantage of advance pricing notices to order vaccines before prices increase?
- Which of your major payers might require more documentation and follow-up to adjust their payment schedules in a timely manner?
- How and when to incorporate a new vaccine into your vaccine schedule?

We hope you will consider participating in the 2023 survey when it come out in June!

Step 2: Measure the Financial Impact of Vaccines in 2022

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 2023 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. Consider implementing a policy where doses can't be drawn up until it is entered in the EMR. With some EMR functionality, this can also provide clinical safeguard.
- 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 2022?

- 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 2023 with the following effective dates:

- Merck – 11/10/2022
- Sanofi – 1/1/2023
- Pfizer – 2/23/2023
- Dynavax – 4/29/2023

Please check your vaccine invoices to make sure you are getting the appropriate CPP discounts off the new pricing. Update your fee schedule for 2023 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 2023 include the following updates:

- COVID-19 vaccines for children, adolescents and adults.
- New flu language has been added.
- New measles, mumps, and rubella (MMR) vaccine, a hepatitis B vaccine, and a new pneumococcal vaccine for children and seniors.
- Guidance on use of the 20-valent conjugate pneumococcal vaccine in previously immunized adults.

COVID VACCINES TRANSITIONING FROM GOVERNMENT-SPONSORED EFFORTS

COVID vaccines are expected to join the portfolio of commercially available vaccines sometime in the fall of 2023. More information will be forthcoming regarding vaccine presentations that are favorable for office use, billing codes, pricing, and program discounts through CPP.