

BBOLMC Flu vaccine discount Deals for Autumn 2009 campaign

BBOLMC has negotiated discounts on Flu vaccine for 2009 (next year) with both Wyeth and Novartis

Details are given below and more will soon appear on
<http://www.bbolmc.co.uk/discgrp/discgrp.html>

Price and Profit

(Practice profit can be calculated using the attached BBOLMC designed spreadsheet)

Company	Vaccines	NHS Price	Discounted Price	Profit Calculated
Novartis	Begrivac and Agripal	£5.85	£2.46	£6.17
Wyeth	Enzira	£6.59	£3.16	£6.19
	Generic	£4.40	£3.08	£3.79

Perks

Company	Sale or return	Credit
Wyeth	30% (Enzira) and 10% (Generic)	120 days
Novartis	10% (see also * below)	90 days

Early Bird Deal

Company	Conditions	Sale or return	Credit
Novartis	orders made before 30/11/08	20%	120days

Contact details

Company	Name	Tel number	Email address	Fax numbers
Wyeth	Wyeth Flu Team Les Doughty	0800 089 4033 07774 194988	wyethfluwyeth.com doughtl@wyeth.com	01628 414982
Novartis	Debbie Ridout (Berks) Melanie Allen (Bucks and Oxon)	07919 334524 07900 828964	Debbie.ridout@novartis.com melanie.allen@novartis.com	0208 569 7779 01923 264114

Please note that the Novartis Framework deal shows a minimum order for the whole of BBOLMC of 15K. For 2008 the total volume purchased by BBOLMC practices was 70K

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