

OFFERING EMPLOYEES A FLU SHOT IS A WIN-WIN OPPORTUNITY



health action council

Enhancing Business. Enlightening Lives. Enriching Communities.



Why Offering Employees a Flu Shot is a Win-Win Opportunity

Influenza can have a devastating impact on individuals and organizations.

Although the 2019-2020 flu season is still in full swing, now is the time to start working on ways to best protect your employees next year.

HOW THE FLU IMPACTS YOUR WORKFORCE

The Centers for Disease Control and Prevention (CDC) estimates that during this current flu season, there have been at least 34 million reported cases, 350,000 hospitalizations, and 20,000 deaths.

On average, the flu costs the U.S. economy \$10.4 billion annually for medical expenses, on top of the \$7 billion per year in sick days and lost productivity. Not to mention the added complications from the emergence of the world-wide coronavirus.

WHY YOU SHOULD PROVIDE A FLU SHOT PROGRAM

A flu shot program can reduce doctor visits and hospitalizations leading to cost savings and greater employee productivity.

Additionally, it enforces a culture of health and wellbeing, which can engender greater loyalty, productivity, and job satisfaction.

There are many different flu viruses and they are constantly changing. The composition of U.S. flu vaccines is reviewed annually and updated as needed to match circulating viruses. Flu vaccines protect against the three or four viruses (depending on the vaccine) that research suggests will be most common.

10 Questions To Ask Your Flu Shot Provider

Finding the right partner to manage flu shot services requires considerable time to evaluate vendors. Here are some questions you should ask:

- 1 What is the difference between trivalent (three-component) vaccines and quadrivalent (four-component) vaccines? Is there a cost difference between the two?
- 2 If flu shot vouchers must be distributed by the employer rather than the vendor, what are some practices that other employers have put into place to distribute these to their population while still maintaining control over who uses them?
- 3 Are there any upfront fees for vouchers? Any fees collected for vouchers that do not get redeemed?
- 4 Are there any travel fees associated with on-site clinics?
- 5 When does the vendor send administrative personnel to the on-site clinic? For some smaller clinics, the nurses will handle check-in and paperwork. Some vendors look to the client to provide personnel for this. Some vendors will send an administrator at no extra charge for clinics anticipating greater than 50 shots. What are the vendor's best practices for this?
- 6 What kind of reporting capability do you have for clients?
- 7 What does the process look like for account management? Who will be my point of contact, how were they trained, and how long have they been with the company?
- 8 If there is a staffing issue the day of the event, what does the process look like for the team lead to cover the missing employee?
- 9 How will my employees register for a flu shot? What about employees that do not have access to a computer throughout the day? How are walk-ins handled?
- 10 How is the quantity of serum brought to an event decided? How much more than anticipated is brought? How is the serum transported to the onsite clinic?

Health Action Council Flu Shot Program

LabCorp Employer Services, Inc. was chosen to lead the Health Action Council Flu Shot Group Purchasing Program.



Benefits of Endorsed Program

1. An abundance of qualified staff to cover all clinic locations.

- Local flu shot clinic resources in all U.S. markets through the LabCorp Employer Services, Inc. network of 250-plus offices across the country, including program management, supply chains, data management, and clinical and administrative personnel.

2. Valued, long-term flu partnerships.

- With longstanding relationships nurtured over many years, including the CDC and several of the largest vaccine manufacturers, their turnkey approach will remove the administrative burden from Health Action Council members while providing safe, secure, and efficient flu shot program operations. They also conduct routine reviews of mandates and regulations to make certain CDC and Advisory Committee on Immunization Practices (ACIP) requirements for immunization standards are being maintained.

3. Managed on-site clinical and administrative staff.

- Professionals are employed and managed as W-2 employees, allowing LabCorp Employer Services, Inc. to manage assignments, payroll, training, performance management, and other employer functions.
- Qualified clinical care is provided through clinic nurses (RNs, LPN/LVNs). LabCorp Employer Services, Inc. has standardized screening, hiring, training, and testing of healthcare professionals for quality clinical services.

4. Flu voucher program option.

- To enhance the health of your population, they offer a Flu Voucher Program Option through a partnership with both Walgreens and CVS. This program gives your employees the ability to receive their flu shot through your program even if they cannot obtain it during an on site scheduled clinic.

5. A single point of contact for communication and coordination.

- They handle everything – from professional staffing, clinic set-up, required paperwork, and overall clinic administration, to bio-hazardous waste removal, clinic clean-up and periodic reporting. They provide prompt communication via intranet, email, and 24-hour resources when questions, needs or concerns arise.

6. Centralized reporting, third-party data transfer, billing and follow-up for customer service.

GET STARTED: Contact Aaron Graham at agraham@healthactioncouncil.org or call 216.236.0368

Health Action Council Endorsed



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Description of Program	See page 3	See page 5	See page 5	See page 5	See page 5
Program is perfect for an employer that...	Is looking for a customizable, low-cost approach	Is looking for a hands-off, turn-key solution	Uses UnitedHealthcare for Medical Benefits	Is looking for a locally-based program at a national scale	Is regionally located in areas listed in Exhibit A
Organization is Primary Purchaser of the Vaccine	X	X		X	
Onsite Clinics Available	X	X	X	X	X
Voucher Program Available	X	X	X	X	X
Geographical Reach in all 50 States	X	X	X	X	
ZIP Code Reach	100%	100%	100%	100%	1%
Voucher Network	Walgreens and CVS	Concentra, CVS Minute Clinic, Walgreens, Publix	Anywhere in network Medical ID Card can be used	Walgreens	Giant Eagle Pharmacies
Voucher Administration Handheld by Vendor		X			
Fee Charged Per Unused Voucher		X			
Direct Employees Rather Than Subcontractors	X	X	Quest Employees	X	X
HIPAA & HITECH Compliant	X		X	X	X
Onsite Clinics Available 24/7	X	X	Additional Fee	X	X
Customer Support Covered Languages	English Only - Other languages upon request	English & Spanish Translator line for others	240 languages available	English & Spanish Translator line for 150 others	All languages through translation services
Biometric Screening Available	X	X	X		
Insurance Billing Available	X	X	X	X	X

OTHER FLU SHOT PROGRAM PROVIDERS

Quest Diagnostics QuestDiagnostics™

Quest Diagnostics ensures a cohesive, long-term partnership. Vaccinations are available where and when needed (including hosting multiple events at the same site or time) and administered by W-2 highly skilled nurses. Quest offers a full suite of program communication materials to prepare and educate employees about the value of the program as it relates to your company's culture, health risks, and healthcare costs. Quest also provides comprehensive program management, including event/ logistics planning, a participant scheduling system (by either web, phone, or paper), the necessary supplies, set-up and cleanup (including biohazardous waste removal), medical director oversight, travel, program promotion, and outcomes reporting.

UnitedHealthcare UnitedHealthcare®

For over 30 years, UnitedHealthCare has conducted flu shot clinics for thousands of customers, with a 98 percent satisfaction rating. Flu shot pricing is all-inclusive, which includes a program coordinator for end-to-end program planning for events, an online registration site, health professionals, all travel, supplies, and communications. A rigorous security assessment was performed on program partner, Quest Diagnostics (Quest), so your organization doesn't have to. Flu shots (and biometric screenings) are fully integrated within the Rally Health and Wellness tab of myuhc.com (e.g., Health Survey, incentives, etc.) and other wellness and clinical programs so there is no additional time or cost associated with file feeds.

Walgreens

Walgreens is the nation's leading private sector provider of flu vaccinations. Immunizers are trained by the American Pharmacists Association (APhA) and maintain Cardiopulmonary Resuscitation (CPR), OHHA Bloodborne Pathogen requirements and OSHA training. Immunizations offered align with Advisory Committee on Immunization Practices (ACIP) and HEDIS measures for influenza, hepatitis B, meningitis, pneumonia, and Tdap. Your employees will receive personalized, coordinated, trustworthy care from healthcare professionals who adhere to a century-long commitment to service. Walgreens will provide marketing materials to support employer communications. For each flu shot administered, Walgreens will provide a lifesaving vaccine to a child in need.

Giant Eagle

On-site flu vaccination programs are available to fit the needs of customers. Each employer partner offers an individualized program to meet the flexibility needed to vaccinate employees. Giant Eagle offers an array of resources to support the program, including promotional materials and employee incentives to increase participation at on-site clinics; a scheduling tool to help clinics run smoothly; a voucher program that allows employees to receive their vaccination if they are unable to attend the onsite clinic. (Vouchers can be redeemed at any Giant Eagle Pharmacy.) On-site flu clinics are available in Western Pennsylvania; Youngstown, Akron-Canton, Cleveland, and Columbus Ohio; Frederick, Maryland; Morgantown, WV; Carmel, Indiana; you and surrounding areas.