

DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF DIRECTOR

No response needed - sales pitch - see attached  
 To N/A/2/19/15  
**RECEIVED**  
 NOV 07 2014

Department of Health & Human Services  
Office of Health Programs

**ACTION REFERRAL**

TO <i>Singleton</i>	<i>Bryson Smith</i> <i>[Signature]</i>	DATE <i>11-5-14</i>
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DIRECTOR'S USE ONLY		ACTION REQUESTED	
1. LOG NUMBER <b>000109</b>		<input type="checkbox"/> Prepare reply for the Director's signature DATE DUE _____	
2. DATE SIGNED BY DIRECTOR <i>Change to N/A per Cynthia on 2/19/15</i>		<input checked="" type="checkbox"/> Prepare reply for appropriate signature DATE DUE <i>11-14-14</i>	
		<input type="checkbox"/> FOIA DATE DUE _____	
		<input checked="" type="checkbox"/> Necessary Action	

APPROVALS (Only when prepared for director's signature)	APPROVE	* DISAPPROVE (Note reason for disapproval and return to preparer.)	COMMENT
1.			
2.			
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4.			

RECEIVED

THE  
PALOMINO  
GROUP

NOV 04 2014

October 2014

RE: New CPT<sup>®</sup> Codes for Quadrivalent Influenza Vaccines

Department of Health & Human Services  
OFFICE OF THE DIRECTOR

We would like to take this opportunity to remind you that there is a new presentation of quadrivalent influenza vaccine (IIV4) available, and it requires the use of new CPT codes, 90687 and 90688. Some states have not yet updated their Medicaid fee schedules to include these codes, and provider claims are being denied. We are requesting that you review the pricing information below for Fluzone<sup>®</sup> Quadrivalent, Influenza Vaccine, and update your fee schedules as necessary, specifically adding the codes for this newest presentation.

In December 2013, Sanofi Pasteur's Fluzone Quadrivalent vaccine was licensed in a 5 mL multidose vial. The American Medical Association then activated the applicable CPT codes. The codes used for doses drawn from this 5 mL multidose vial are 90687 (0.25 mL, pediatric dose) and 90688 (0.5 mL dose). The current average wholesale prices (AWP) for Fluzone Quadrivalent vaccine, both in the multidose vial and the unit-dose syringe and vial, are as follows<sup>1</sup>:

- \$25.16 for the unit-dose syringe or vial; 0.25 mL dose (CPT 90685)
- \$20.43-\$21.41 for the unit-dose 0.5 mL dose (CPT 90686), syringe and vial respectively
- \$9.62 for the 0.25 mL dose (CPT 90687) drawn from a multidose vial
- \$19.23 for the 0.5 mL dose (CPT 90688) drawn from a multidose vial

Enclosed you will find a listing of all Sanofi Pasteur products and their AWP. This listing also includes the unit-of-use and carton National Drug Codes (NDC), including those for the 2014-2015 influenza season. As the influenza vaccine market continues to move toward all IIV4 over the next few years, it will be important that all presentations and applicable CPT and NDC codes are covered.

#### Why Is the Influenza Vaccine Market Moving To IIV4?

Since 2001, 2 distinct B virus lineages (Yamagata and Victoria) have co-circulated each season with varying prevalence worldwide. Unfortunately, in 6 of the 12 past influenza seasons, the B lineage in the trivalent influenza vaccines did not match the B lineage that circulated predominantly in the population. Due to the co-circulation and varying prevalence of the two B lineages, it is challenging for the trivalent vaccine to provide consistent protection against influenza B each season. Use of a quadrivalent influenza vaccine can help address the issue of B-lineage mismatch by covering a B strain from each lineage simultaneously.<sup>2</sup>

The Centers for Disease Control and Prevention (CDC) advises that the single most effective method to help protect against influenza disease is through annual influenza vaccination. Accordingly, the CDC recommends annual influenza immunization for everyone 6 months of age and older, with rare exception.<sup>3</sup> All currently available influenza vaccines are CDC-recommended options for immunization, including recently licensed quadrivalent influenza vaccines.

Physicians' enthusiasm to recommend vaccines may be influenced by their ability to recover the cost of immunizing, including the vaccine and its administration costs. By establishing payment that covers the physicians' costs, you play an essential role in immunization.

In an effort to ensure access to protection from vaccine-preventable diseases, we ask that you update your current payment allowances and, if applicable, your claims systems for the NDC coding changes. We also ask that you notify your providers of this update through your normal communication mechanisms. Should you have any questions or require additional information, please contact me at (763) 444-6525. We appreciate your time and consideration of this request.

Sincerely,



Principal, Co-founder  
The Palomino Group

<sup>1</sup> CPT (Current Procedural Terminology) is a registered trademark of the American Medical Association.

References: 1. MediSpan. Price Rx. Indianapolis, IN. July 2014. 2. Belshe RB. The need for quadrivalent vaccine against seasonal influenza. Vaccine. 2010;28 Suppl 4:D45-53. 3. Centers for Disease Control and Prevention. Prevention and control of influenza with vaccines: recommendations of the Advisory Committee on Immunization Practices (ACIP), 2010. MMWR. 2010;59(RR-8):1-68.

**AVERAGE WHOLESALE PRICE (AWP)  
as of September 8, 2014**

Product	CPT® Code	Description	Product Unit	Carton NDC Number	Unit-of-Use NDC Number <sup>b</sup>	AWP <sup>c</sup>
ActHib®	90848	Haemophilus b Conjugate Vaccine (Tetanus Toxoid Conjugate)	5 - 1-dose vials	49281-0545-05	49281-0547-58 (powder)	\$156
Adacel®	90715	Tetanus Toxoid, Reduced Diphtheria Toxoid and Acellular Pertussis Vaccine Adsorbed	10 - 1-dose vials 5 - 1-dose syringes	49281-0400-10 49281-0400-15	49281-0400-58 49281-0400-88	\$488 \$244
DAPTACEL®	90700	Diphtheria and Tetanus Toxoids and Acellular Pertussis Vaccine Adsorbed	10 - 1-dose vials	49281-0288-10	49281-0288-58	\$307
DT	90702	Diphtheria and Tetanus Toxoids Adsorbed USP (For Pediatric Use)	10 - 1-dose vials	49281-0225-10	49281-0225-58	\$439
Fluzone® High-Dose 2014-2015 formulation	90862	Influenza Vaccine	0.5 mL/10 syringes	49281-0395-65	49281-0395-88	\$351
Fluzone Intradermal 2014-2015 formulation	90654	Influenza Vaccine	10 - 1-dose Microinjection systems	49281-0709-55	49281-0709-48	\$199
Fluzone 2014-2015 formulation	90655	Influenza Vaccine	0.5 mL/10 syringes	49281-0014-50	49281-0014-88	\$148
Fluzone 2014-2015 formulation	90657/90659 <sup>e</sup>	Influenza Vaccine	5 mL vial	49281-0394-15	49281-0394-78	\$126
Fluzone Quadrivalent Pediatric Dose Contains no preservative 2014-2015 formulation	90865	Influenza Vaccine	10 - 1-dose syringes (0.25 mL)	49281-0514-25	49281-0514-00	\$251
Fluzone Quadrivalent Contains no preservative 2014-2015 formulation	90866	Influenza Vaccine	10 - 1-dose syringes (0.5 mL)	49281-0414-50	49281-0414-88	\$204
Fluzone Quadrivalent 2014-2015 formulation	90867/90868 <sup>e</sup>	Influenza Vaccine	10 - 1-dose vials (0.5 mL) 5 mL vial	49281-0414-10 49281-0621-15	49281-0414-58 49281-0621-78	\$214 \$192:
Imogam® Rabies - HT	90376	Rabies Immune Globulin (Human) USP, Heat Treated	2 mL vial 10 mL vial	49281-0190-20 49281-0190-10	n/a n/a	\$563
IMOVAX® RABIES	90675	Rabies Vaccine	1 mL/1-dose vial	49281-0250-51	49281-0248-58 (powder)	\$2,817
IPOL®	90713	Poliovirus Vaccine Inactivated	10-dose vial	49281-0860-10	49281-0248-01 (diluent)	\$325
Menactra®	90734	Diphtheria Toxoid Conjugate Vaccine Meningococcal Polysaccharide Vaccine, Groups A, C, Y and W-135 Combined	5 - 1-dose vials	49281-0589-05	49281-0860-78	\$327
Menomune® AC/CY/M-135	90733	Diphtheria and Tetanus Toxoids and Acellular Pertussis Adsorbed, Inactivated Poliovirus and Haemophilus b Conjugate [Tetanus Toxoid Conjugate] Vaccine	1-dose vial	49281-0489-01	49281-0589-58	\$676
Pentacel®	90698	Diphtheria and Tetanus Toxoids and Acellular Pertussis Adsorbed, Inactivated Poliovirus and Haemophilus b Conjugate [Tetanus Toxoid Conjugate] Vaccine	5-dose package	49281-0510-05	49281-0545-15 (Hib)	\$140
TENIVAC®	90714	Tetanus and Diphtheria Toxoids Adsorbed	10 - 1-dose vials 10 - 1-dose syringes	49281-0215-10 49281-0215-15	49281-0215-58 49281-0215-88	\$478 \$265
TheraCys®	9031/90586	BCG Live (Intravascular)	1-dose package	49281-0880-03	49281-0880-58	\$204
TUBERSOL®	86580	Tuberculin Purified Protein Derivative (Mantoux)	5 T.U. 1 mL/10-test vial 5 T.U. 5 mL/50-test vial	49281-0752-21 49281-0752-22	49281-0752-78 49281-0752-98	\$51 \$188
TypHim V®	90691	TypHoid VI Polysaccharide Vaccine	1-dose syringe 20-dose vial	49281-0790-51 49281-0790-38	49281-0780-88 49281-0780-88	\$84 \$1,265
YF-VAX®	90717	Yellow Fever Vaccine	5 - 1-dose vials 5-dose vial	49281-0915-01 (vaccine) 49281-0912-01 (diluent) 49281-0915-05 (vaccine) 49281-0912-03 (diluent)	49281-0915-58 (vaccine) 49281-0912-58 (diluent) 49281-0915-68 (vaccine) 49281-0912-88 (diluent)	\$676 \$715

<sup>a</sup> CPT (Current Procedural Terminology) is a registered trademark of the American Medical Association.

<sup>b</sup> To comply with Food and Drug Administration (FDA) regulations, we are now reporting different NDCs on the carton and unit-of-use. We have supplied the unit-of-use NDC to products that have FDA-approved NDCs.

<sup>c</sup> Fluzone vaccine CPT codes 90657 and 90687 are for vaccination of children 6-35 months of age. Fluzone vaccine CPT codes 90658 and 90688 are for vaccination of individuals 3 years of age and older.

Reference: 1 \*\*-dSpan. Price Rx. Indianapolis, IN. August 2014.

THE  
PALOMINOS  
GROUP

25248 Lincoln Drive NE • Isanti, MN 55040

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29 OCT 2014 PM 2 L



Tony Keck, Director  
S.C. Dept. of Health & Human Services  
1801 Main St., P.O. Box 8206  
Columbia SC 29201-8206

29202820606



## Cynthia Gore

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**From:** Bryan Amick  
**Sent:** Friday, November 21, 2014 3:27 PM  
**To:** Cynthia Gore  
**Cc:** Alissa Robinson  
**Subject:** Re: Log Letter 000109 - CPT Codes for Flu Vaccines- the Palomino Group

I don't think this needs response. This is a "sales pitch", of which we receive dozens. I think this should be "unlogged" and marked as FYI.

Sent from my iPhone

On Nov 21, 2014, at 3:03 PM, Cynthia Gore <[Cynthia.Gore@scdhhs.gov](mailto:Cynthia.Gore@scdhhs.gov)> wrote:

Hi Bryan,  
I believe Deirdra spoke with you regarding this log letter falling under your area... Have you completed a response yet? If so, please forward a copy to me. Thanks

DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF DIRECTOR

**ACTION REFERRAL**

TO <i>Singleton</i>	DATE <i>4-14-15</i>
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DIRECTOR'S USE ONLY	ACTION REQUESTED
1. LOG NUMBER <i>000109</i>	<input type="checkbox"/> Prepare reply for the Director's signature DATE DUE _____
2. DATE SIGNED BY DIRECTOR _____	<input checked="" type="checkbox"/> Prepare reply for appropriate signature DATE DUE <i>11-14-14</i>
	<input type="checkbox"/> FOIA DATE DUE _____
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NOV 04 2014

October 2014

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- \$20.43-\$21.41 for the unit-dose 0.5 mL dose (CPT 90686), syringe and vial respectively
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#### Why Is the Influenza Vaccine Market Moving To IIV4?

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Sincerely,



Principal, Co-founder  
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**AVERAGE WHOLESALE PRICE (AWP)  
as of September 8, 2014**

Product	CPT <sup>®</sup> Code	Description	Product Unit	Carton NDC Number	Unit-of-Use NDC Number <sup>b</sup>	AWP <sup>1</sup>
<b>ActHIB<sup>®</sup></b>	90648	Haemophilus b Conjugate Vaccine (Tetanus Toxoid Conjugate)	5 - 1-dose vials	49281-0545-05	49281-0547-58 (powder)	\$156
<b>Adacel<sup>®</sup></b>	90715	Tetanus Toxoid, Reduced Diphtheria Toxoid and Acellular Pertussis Vaccine Adsorbed	10 - 1-dose vials 5 - 1-dose syringes	49281-0400-10 49281-0400-15	49281-0400-58 49281-0400-88	\$488 \$244
<b>DAPTACEL<sup>®</sup></b>	90700	Diphtheria and Tetanus Toxoids and Acellular Pertussis Vaccine Adsorbed	10 - 1-dose vials	49281-0286-10	49281-0286-58	\$307
<b>DT</b>	90702	Diphtheria and Tetanus Toxoids Adsorbed USP (For Pediatric Use)	10 - 1-dose vials	49281-0225-10	49281-0225-58	\$439
<b>Fuzone<sup>®</sup> High-Dose 2014-2015 formulation</b>	90662	Influenza Vaccine	0.5 mL/10 syringes	49281-0395-65	49281-0395-88	\$351
<b>Fuzone Intradermal 2014-2015 formulation</b>	90654	Influenza Vaccine	10 - 1-dose Microinjection systems	49281-0709-65	49281-0709-48	\$199
<b>Fuzone 2014-2015 formulation</b>	90656	Influenza Vaccine	0.5 mL/10 syringes	49281-0014-50	49281-0014-88	\$148
<b>Fuzone 2014-2015 formulation</b>	90657/90658 <sup>e</sup>	Influenza Vaccine	5 mL vial	49281-0394-15	49281-0394-78	\$126
<b>Fuzone Quadrivalent Pediatric Dose</b>	90685	Influenza Vaccine	10 - 1-dose syringes (0.25 mL)	49281-0514-25	49281-0514-00	\$251
<b>Fuzone Quadrivalent 2014-2015 formulation</b>	90686	Influenza Vaccine	10 - 1-dose syringes (0.5 mL)	49281-0414-50	49281-0414-88	\$204
<b>Fuzone Quadrivalent 2014-2015 formulation</b>	90687/90688 <sup>e</sup>	Influenza Vaccine	10 - 1-dose vials (0.5 mL) 5 mL vial	49281-0414-10 49281-0621-15	49281-0414-58 49281-0621-78	\$214 \$192
<b>Imogam<sup>®</sup> Rabies - HT</b>	90376	Rabies Immune Globulin (Human) USP, Heat Treated	2 mL vial 10 mL vial	49281-0190-20 49281-0190-10	n/a n/a	\$563 \$2,817
<b>IMOVAX<sup>®</sup> RABIES</b>	90875	Rabies Vaccine	1 mL/1-dose vial	49281-0250-51	49281-0248-58 (powder)	\$325
<b>IPOL<sup>®</sup></b>	90713	Poliovirus Vaccine Inactivated	10-dose vial	49281-0860-10	49281-0249-01 (diluent)	\$327
<b>Menactra<sup>®</sup></b>	90734	Meningococcal (Groups A, C, Y and W-135) Polysaccharide Diphtheria Toxoid Conjugate Vaccine	5 - 1-dose vials	49281-0589-05	49281-0589-58	\$676
<b>Menomune<sup>®</sup>-AC/Y/W-135</b>	90733	Meningococcal Polysaccharide Vaccine, Groups A, C, Y and W-135 Combined	1-dose vial	49281-0489-01	49281-0487-58	\$140
<b>Pentacel<sup>®</sup></b>	90698	Diphtheria and Tetanus Toxoids and Acellular Pertussis Adsorbed, Inactivated Poliovirus and Haemophilus b Conjugate (Tetanus Toxoid Conjugate) Vaccine	5-dose package	49281-0510-05	49281-0545-15 (Hib)	\$478
<b>TENNAC<sup>®</sup></b>	90714	Tetanus and Diphtheria Toxoids Adsorbed	10 - 1-dose vials 10 - 1-dose syringes	49281-0215-10 49281-0215-15	49281-0215-58 49281-0215-88	\$265 \$265
<b>TheraCys<sup>®</sup></b>	J9031/90586	BCG Live (Intravascular)	1-dose package	49281-0880-03	49281-0880-58	\$204
<b>TUBESOL<sup>®</sup></b>	86580	Tuberculin Purified Protein Derivative (Mantoux)	5 T.U. 1 mL/10-test vial 5 T.U. 5 mL/50-test vial	49281-0752-21 49281-0752-22	49281-0752-78 49281-0752-98	\$51 \$188
<b>TypHm VP<sup>®</sup></b>	90691	Typhoid VI Polysaccharide Vaccine	1-dose syringe 20-dose vial	49281-0790-51 49281-0790-20	49281-0790-88 49281-0790-38	\$84 \$1,285
<b>YF-VAX<sup>®</sup></b>	90717	Yellow Fever Vaccine	5 - 1-dose vials 5-dose vial	49281-0915-01 (vaccine) 49281-0912-01 (diluent) 49281-0915-05 (vaccine) 49281-0912-03 (diluent)	49281-0915-58 (vaccine) 49281-0912-58 (diluent) 49281-0915-68 (vaccine) 49281-0912-68 (diluent)	\$876 \$515

<sup>a</sup> CPT (Current Procedural Terminology) is a registered trademark of the American Medical Association.

<sup>b</sup> To comply with Food and Drug Administration (FDA) regulations, we are now reporting different NDCs on the carton and unit-of-use. We have supplied the unit-of-use NDC to products that have FDA-approved NDCs.

<sup>c</sup> Fuzone vaccine CPT codes 90657 and 90687 are for vaccination of children 6-35 months of age. Fuzone vaccine CPT codes 90658 and 90688 are for vaccination of individuals 3 years of age and older.

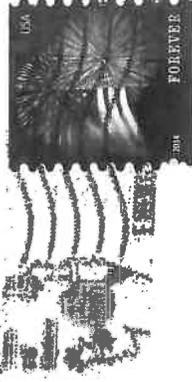
Reference: 1. MediSpan, Price Rx, Indianapolis, IN, August 2014.

THE  
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Tony Keck, Director  
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1801 Main St., P.O. Box 8206  
Columbia SC 29201-8206

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