

Provider Immunization Trainings



Provider Education

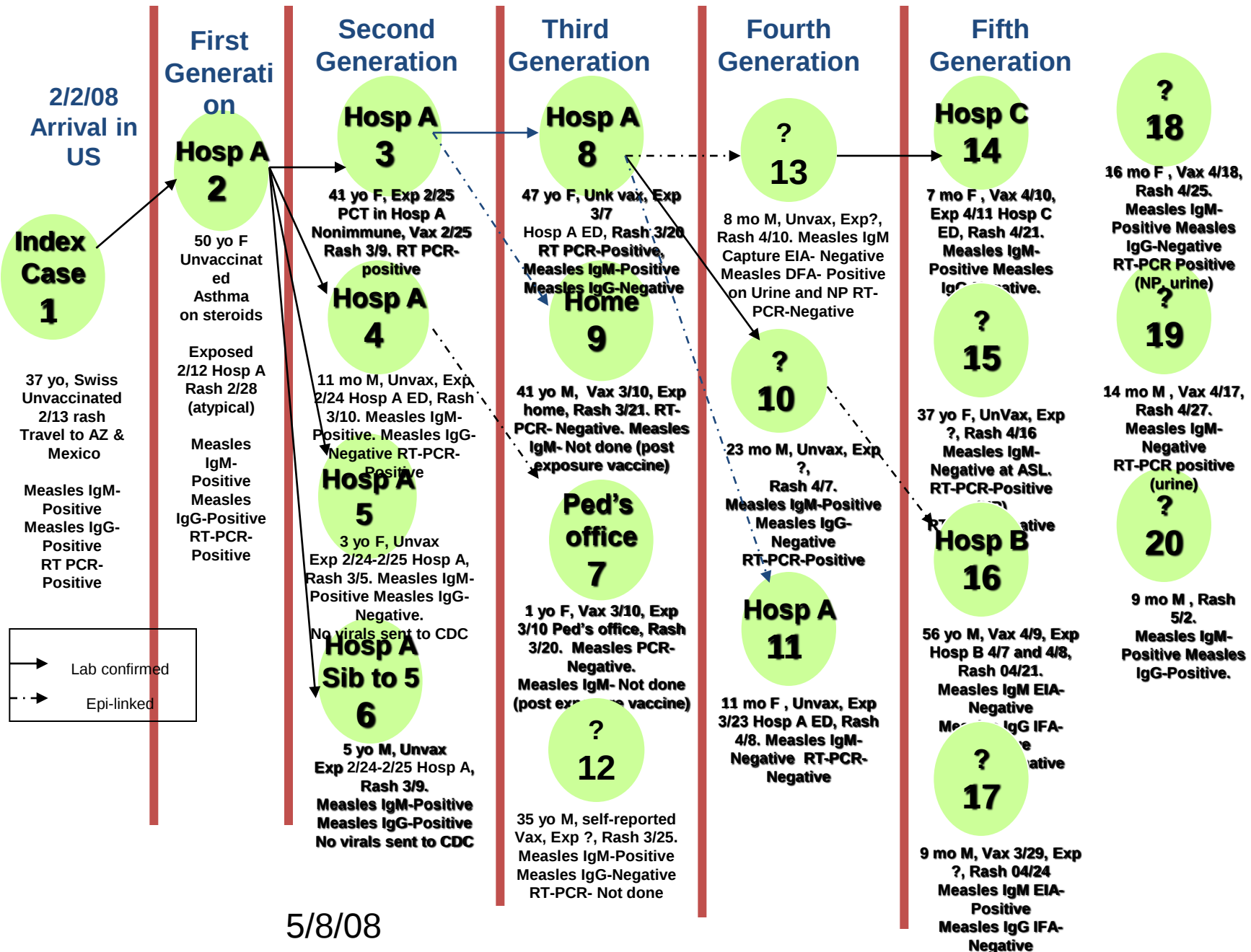
Provide tools and education on best practices for immunization delivery!

Comprehensive and consistent message to MAs, RNs, MD, Medics and ParmD



Claire from TAPI's Vaccines Are Safe Campaign

Pima County Measles Outbreak by Exposure Location



Patients Afraid of Vaccines

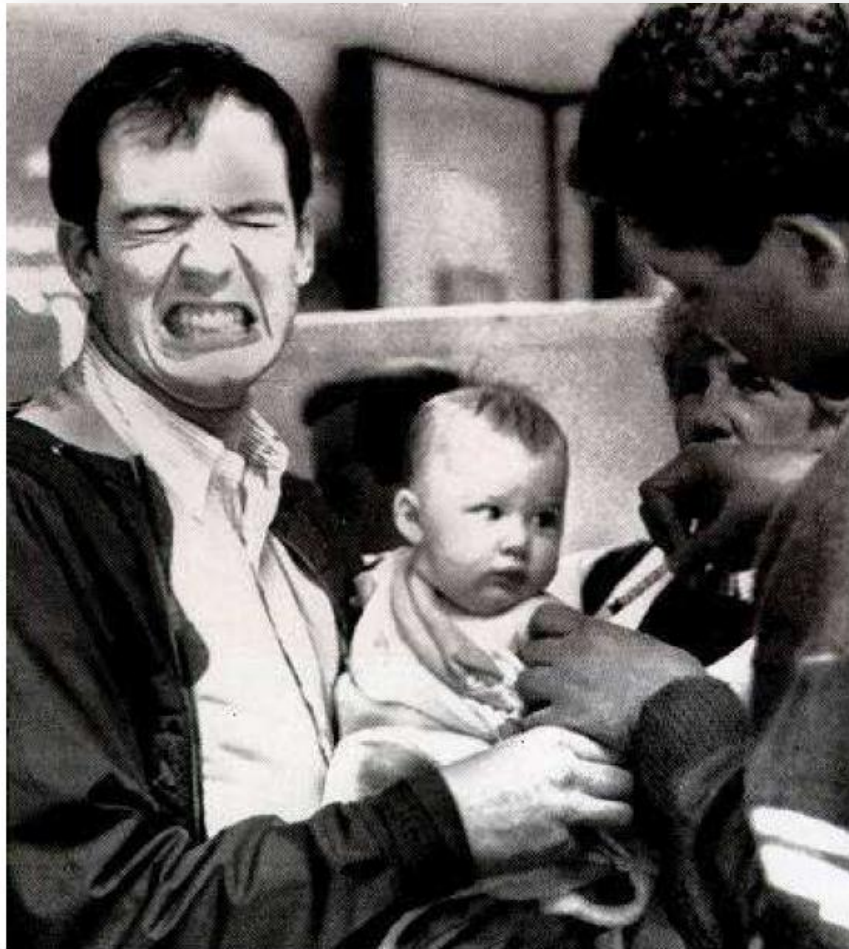


Parents Have Questions...

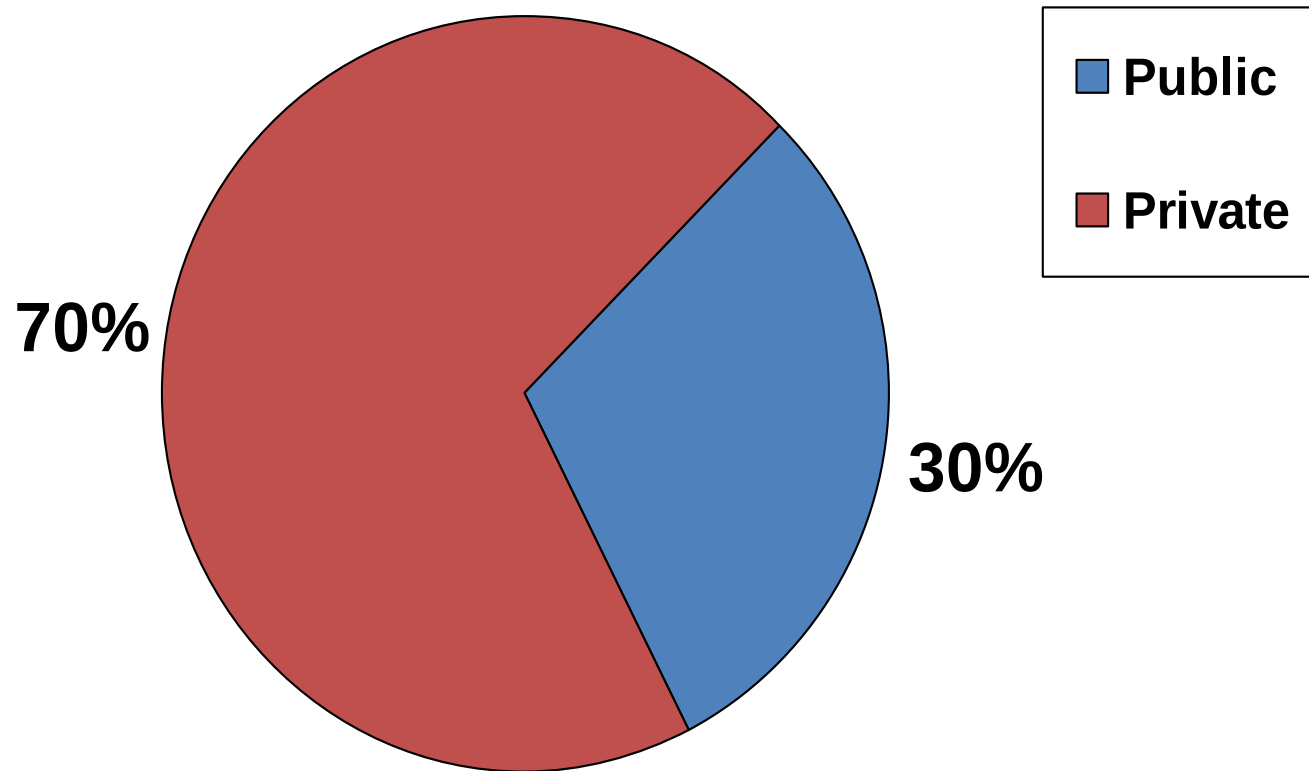
75% of parents have questions about vaccines

Physician recommendation is the #1
intervention for alleviating their fears

The Visit needs to Alleviate Fears



Private Sector Physicians Give Nearly 3/4 of Children's Shots



Source: Arizona Department of Health Services

Immunization Best Practice...



Your Office is Invited to the 2011
Free Training

Learn the Seven Secrets
To Streamlining Immunization Delivery

The Seven Secrets...

- Receive a copy of "How to Create an Immunization Friendly Office." This new training guide provides strategies for office staff to reassure parents about immunization and encourage return visits.
- Learn about new tools available in Arizona to simplify the process of immunizing your patients on time, every time.
- Learn about reports that can be generated electronically, including reports required by Vaccines for Children (VFC).
- Learn about current immunization recommendations, requirements and new and recently approved vaccines.

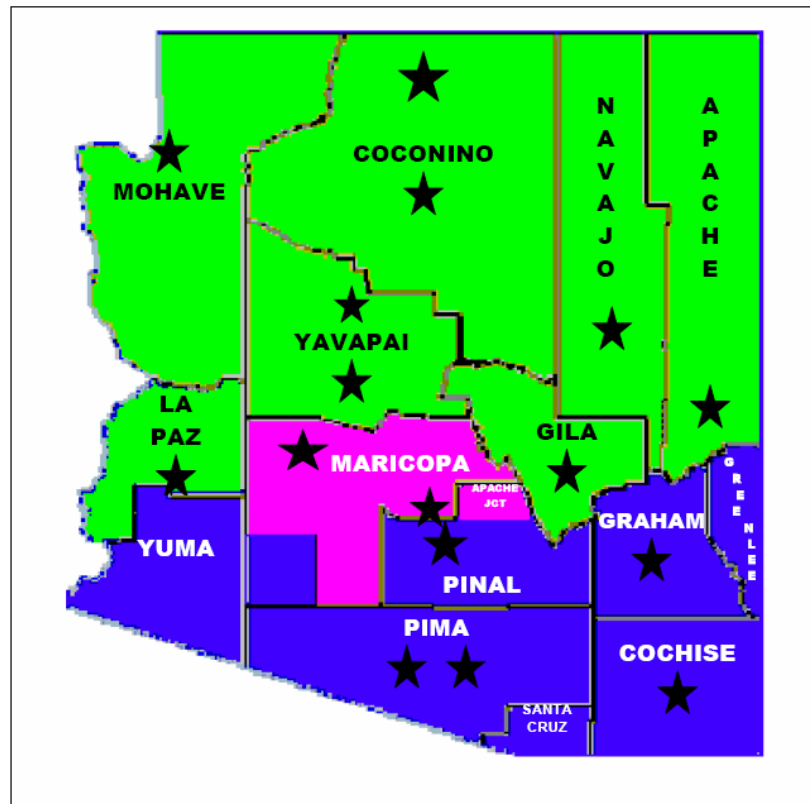
For more information about the training contact:
The Arizona Partnership for Immunization (TAPI),
602.288.7568

Register online at www.whylimmunize.org

8:00 Registration and continental breakfast
8:30 Why We Give Shots When We Do
Maricopa County Community Health Nursing
9:15 Vaccine Handling, Storage and Documentation
Vaccines for Children Program (VFC)
10:00 Making the CASE: Talking to Parents about Vaccines
The Arizona Partnership for Immunization (TAPI)
10:30 Break
10:45 Immunization Registry Tips and Tools - Advanced
Arizona State Immunization Information System (ASIIIS)
11:30 Reading and Predicting Records
Maricopa County Community Health Nursing
12:15 Lunch
12:45 Immunization Resources
Community Partners
1:15 Best Practices to Immunize Your Patients
The Arizona Partnership for Immunization (TAPI)
2:15 Giving Shots and New Vaccine Update
Maricopa County Community Health Nursing
3:15 Wrap up, Review and Evaluation
3:45 All done

Trainings are equally distributed for easy access

2005 Arizona Training Sites



Seven Secrets to...

Streamlining Immunization Delivery
(Remove barriers to quality immunization delivery)



Secret 1

Make the CASE: Talking about safety

- Parents Are Anxious they don't see the diseases
- Media poses questions but offers no answers.
- “Dr. Google” doesn't always have correct answers.
- Focus Groups show 75% have concerns about vaccines about Shots!



Secret 2

Know the VFC program

- Receive, Refrigerate, Record, Report
- Ask for help! VFC has assessments for immunization rates and in-services on handling vaccines

PROTECT VACCINE

PROTECT PATIENTS

FREEZE at 5°F or Colder

REFRIGERATE at 35°F to 46°F

Handle With Care!

Varicella
MMR
MMRV

DTaP/HiB/IPV
DTaP, DT
Hep A, Hep B
HiB
Hep B/HiB (Comvax)
HPV
Inactivated Influenza
LAIV¹ (nasal influenza) (FluMist)
MCV 4 (Menactra)
MMR (or in freezer)
PCV 7 (Pneumo)
PPV 23 (Pneumo)
Polio (IPV)
Rotavirus
Td, Tdap

Vaccine Storage Rules

Refrigerate vaccine immediately.

Protect MMR, MMRV, Varicella, and HPV from light at all times. Keep in original boxes.

Rotate vaccine stock to avoid expiring.

Safeguard the refrigerator by placing the **DO NOT UNPLUG** sign by the outlets and circuit breakers.

Maintain Proper temperatures in the refrigerator and freezer.

Record temperatures twice a day.

Vaccines are very expensive

Look at what 10 doses of these vaccines cost the VFC Program (effective 6/5/07): \$980.00

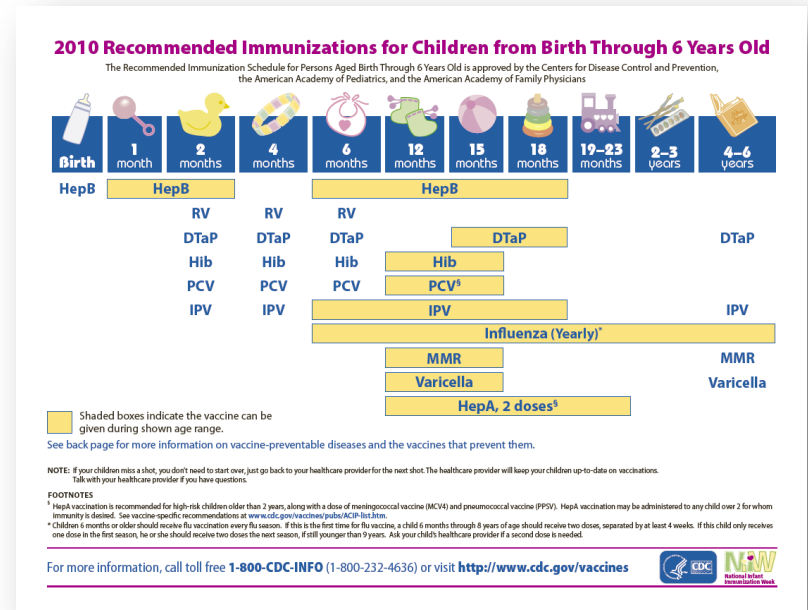
DTaP	\$132.50	HiB (Menactra)	\$106.20
DTaP/HiB/IPV	\$437.50	HPV	\$980.00
a-IPV	\$108.20	MCV4	\$680.00
Hep B	\$ 91.00	MMRV	\$172.80
Hep B 2-dose	\$242.50	PCV 7	\$173.80
Hep A	\$122.50	Rota	\$120.00
HiB (Avanrix)	\$ 79.20	Tdap	\$307.50
		Varicella	\$569.00

Note: If you have any questions about the viability of any vaccine, call the VFC Program at (602) 366-5666. The provider shall reimburse the VFC Program for any wastage in excess of 5% of doses distributed each year. Revised: July 1, 2007

Secret 3

Why we give shots when we do!

- Why we immunize
- Understanding the schedule of immunizations by ACIP that fits with American Academy of Pediatric well child check-ups
- When to give and when not to give immunizations – Valid Contraindications!

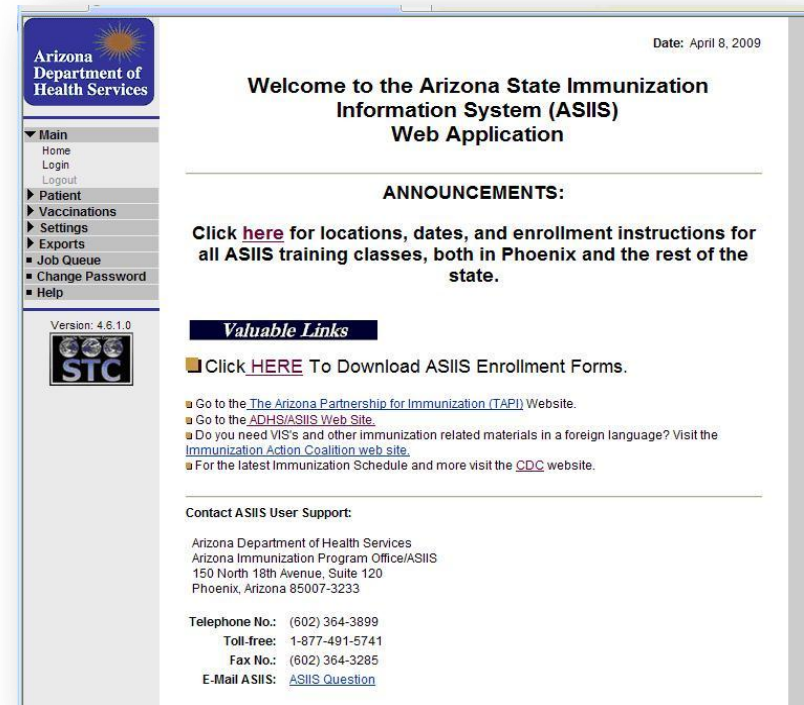


Secret 4

Track vaccines given- Use The Registry

How ASIIS Can Help:

- View Immunization History
- Report imz given
- Track contraindications and deferrals
- Manage vaccine inventory and order online
- Print patient records
- Reminder/Recall



Secret 5

CDC Best Practice for Shots!

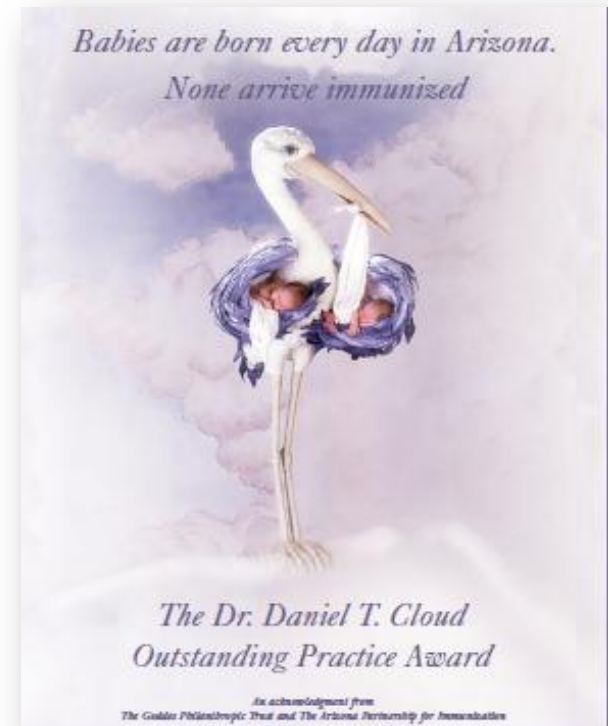
- Comforting
Restraint- Have the parent hold the child
- New vaccines and recommendations
- Location of shot by age



Secret 6

Best Practices from our Best Docs!

- Have an Immunization Champion as the team leader
- Avoid Missed Opportunities
- Hold catch up clinics
- Know the schedule and the disease vaccines prevent
- Schedule the next appointment and remind/recall
- Track vaccines given
- Give simultaneous administration and combo vaccines
- Give VIS and follow up sheets



Secret 7

Stay up-to-date!

- ASIIS Training
877-491-5741
- AFIX Assessment
602-364-3631
- Maricopa County Health Dept.
 - Private Provider Consultation
602-506-6767
- AZ Immunization Conference
602-364-3635



Preparedness and Online Adaptations

**CERTIFIED TRAINING
IMMUNIZATION & MASS VACCINATION**

Fire Departments and Ambulance Companies: Learn to give shots for existing fire department Baby Shots clinics and how to respond to an infectious disease outbreak. All medics welcome to attend for preparedness and outbreak response.

Learn the skills to have a prepared immunization response team!

Training Agenda
8:30 Registration
9:00 – 2:00 Program with working lunch

Topics include
How to give shots
Vaccine handling and storage
Vaccine safety questions
How vaccines offer protection
Screening and schedules
Pandemic and epidemic Vaccinology
Emergency Point of Dispensing (POD)
Outbreak response
County Resources and contacts

*** 3 hours of clinical training required**
(scheduled on day of class training)

Training Dates and Locations		
Tuesday	June 14 th	Glendale
Wednesday	June 15 th	Tempe
Monday	June 20 th	Tempe
Tuesday	June 21 st	Glendale & Mesa
Wednesday	June 22 nd	Tempe & Mesa
Thursday	June 23 rd	Tempe
Tuesday	June 28 th	Mesa
Thursday	June 30 th	Tempe

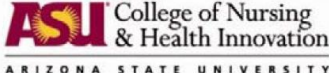
Registration
Complete attached form and fax to
602.262.2654 or online at
www.whymimmunize.org

Qualifying for Certification
TAPI is working with Maricopa County to have fire departments ready to respond in the event of an epidemic. The 8 hour class is open to all **healthcare professionals** as well as **medics** who will be trained on immunizations and preparedness. Reimbursement will be provided to the department upon completion of the 8 hours. First priority is given to fire departments with existing baby shot clinics or departments willing to help Maricopa County with mass vaccination clinics in the event of an emergency.

The Arizona Partnership for Immunization (TAPI)
sharons@aachc.org
602.288.7568 phone 602.262.2654 fax

 Maricopa County
Public Health





Learn At Lunch: The Seven Secrets to Streamlining Immunization Delivery is Now Available Online

- Access the same content offered by TAPI at the Learn At Lunch Seminars
- Complete the entire course for a Certificate of Completion or focus on specific subjects
- Learn about new tools available in Arizona to simplify the process of immunizing your patients on time, every time
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- Learn about current immunization recommendations, requirements and new and recently approved vaccines

Curriculum:
Welcome to AZ Immunizations
Debbie McCune Davis, The Arizona Partnership for Immunizations (TAPI)

Vaccine Safety
Karen Lewis, MD, Arizona Department of Health Services

Making Every Dose Count/Why We Give Shots When We Do
Barbara Herber, Community Health Nurse, Maricopa County Department of Public Health

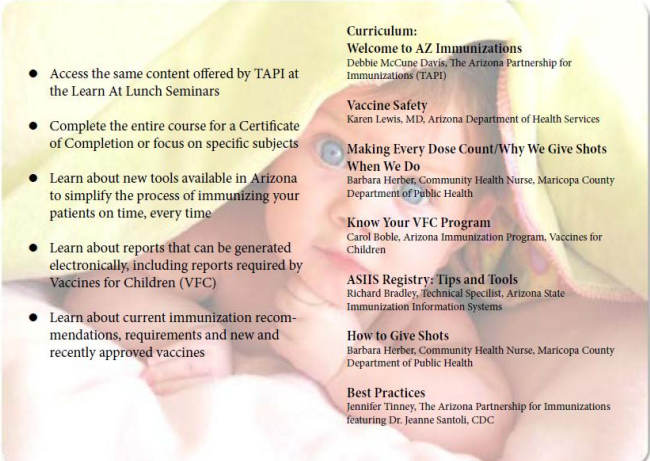
Know Your VFC Program
Carol Bobbe, Arizona Immunization Program, Vaccines for Children

ASIS Registry: Tips and Tools
Richard Bradley, Technical Specialist, Arizona State Immunization Information Systems

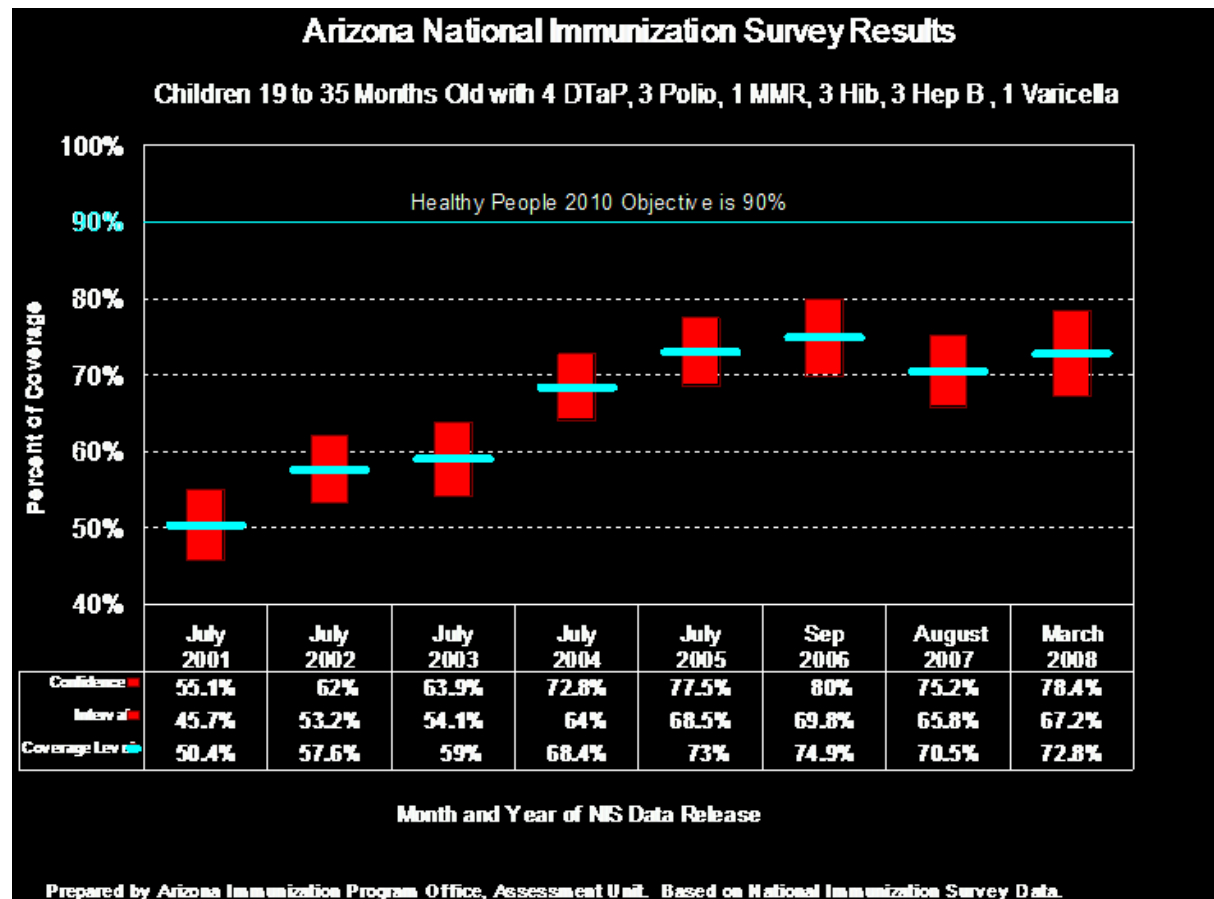
How to Give Shots
Barbara Herber, Community Health Nurse, Maricopa County Department of Public Health

Best Practices
Jennifer Tinney, The Arizona Partnership for Immunizations featuring Dr. Jeanne Santoli, CDC

The Immunization Online Program is available at:
www.aceonline.com/tapi or www.whymimmunize.org/provider



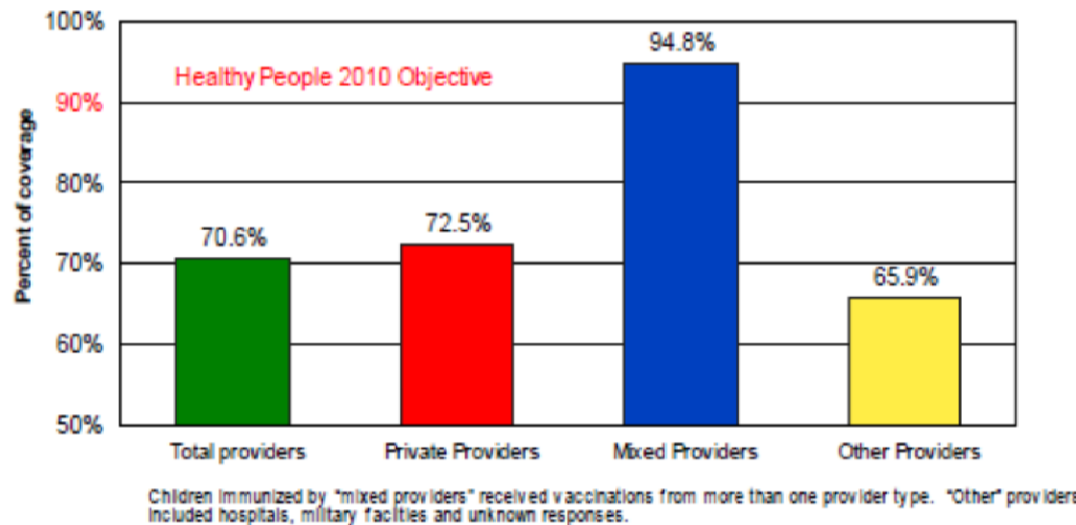
Increasing Immunization Rates



Public and Private

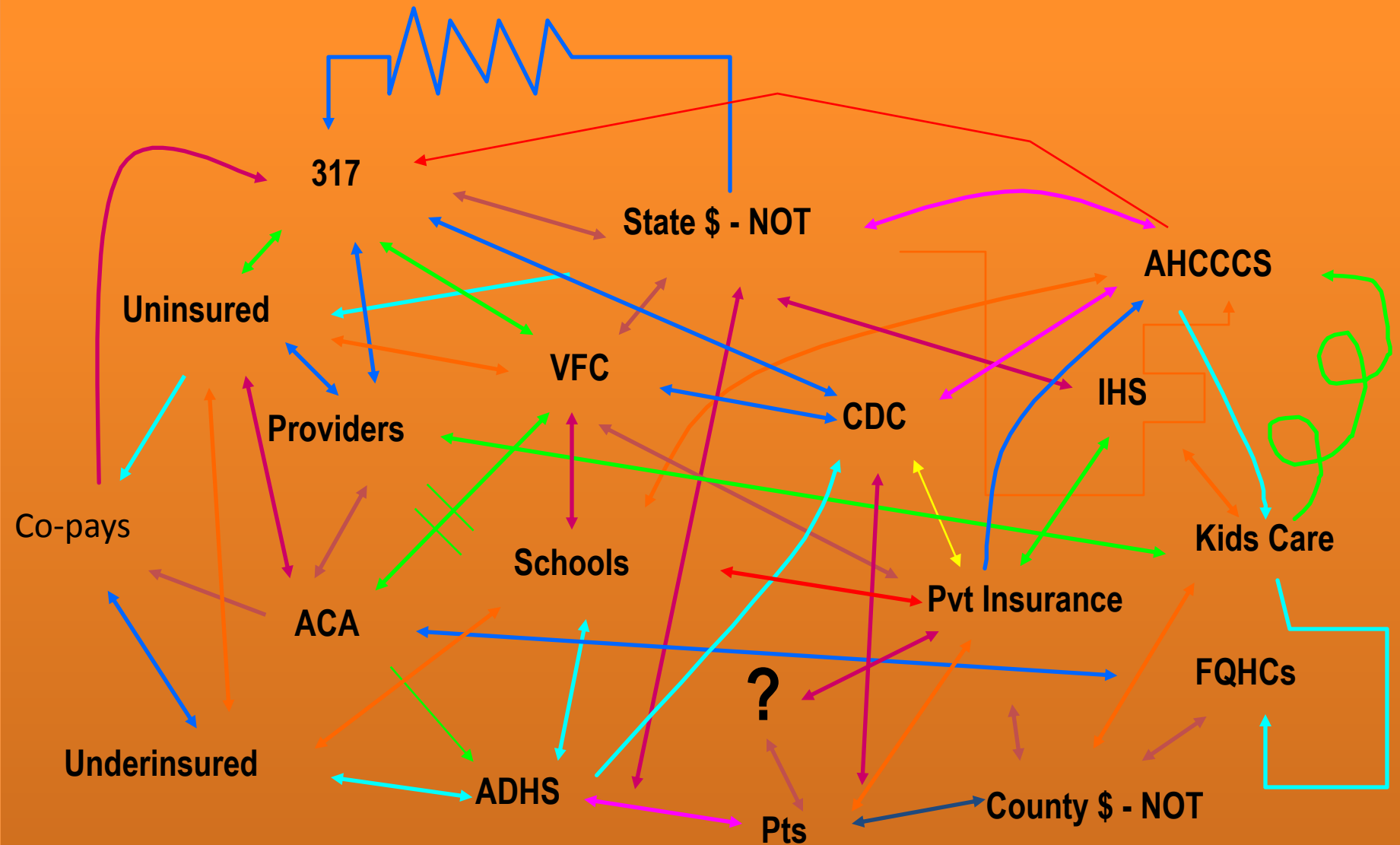
Arizona National Immunization Survey Results August 2007

4:3:1:3:3:1 Coverage by Provider Type



Prepared by Arizona Immunization Program Office, Assessment Unit. Source: August 2007 National Immunization Survey Data.

Immunization Financing System



Vaccine Congress I, II and III...



**Arizona Vaccine Congress III
May 14, 2012
Agenda**

8:00-9:00 Registration Continental Breakfast - Meet and Greet
9:00-9:10 Opening Session Welcome: Arturo Gonzalez, MD, FAAP, AzAAP President
9:10-9:20 Doug Campos Outcalt, MD, ACIP (invited)
9:20-9:35 Vaccine Funding Changes in Public Health, Patty Gast, ADHS

Immunization/Vaccine Delivery System Overview

- ❖ 9:35-9:50 Vaccines in County Health Departments
Dr. Bob England (15 minutes)
- ❖ 9:50-10:00 Billing in Public Health/Physician Surveys
Jennifer Tinney (10 minutes)
- ❖ 10:00-10:15 The Cost of Providing Vaccines in AZ Practices
Mike Perlstein, MD (15 minutes)
- ❖ 10:15-10:30 Vaccine Legislation 2012
Representative Nancy McLain and Representative Debbie McCune Davis
15 minute break
- ❖ 10:45-11:00 Summary of Gaps and Potential risks to AZ kids
AD Jacobson, MD, TAPI President (15 minutes)

Setting the Stage for Proposed Solutions

- ❖ 11:00-11:15 Vaccine Association Proposal for Universal or Group Purchase State
David Childers, AHIP (15 minutes)
- ❖ 11:15-11:30 Immunization Coverage Goals for AHCCCS Health Plans (Assessment)
Marc Leib, MD (15 minutes)
- ❖ 11:30-11:45 HEDIS Immunization Measures
Karlene Wenz, AHIP (15 minutes)
- ❖ 11:45-12:00 Payment Initiatives with Vaccine Manufacturers
Phyllis Arthur, BIO (15 minutes)
- ❖ 12:00-12:30 Dialog on Proposals for Immunization Best Practice in Arizona
Panel Moderated by Will Humble, ADHS (30 minutes)
AHIP AzAAP
BIO ArMA
Health Officers AHCCCS

Brief Questions and Answers During Each Segment

12:30-2:00 Lunch with Round Table Discussion

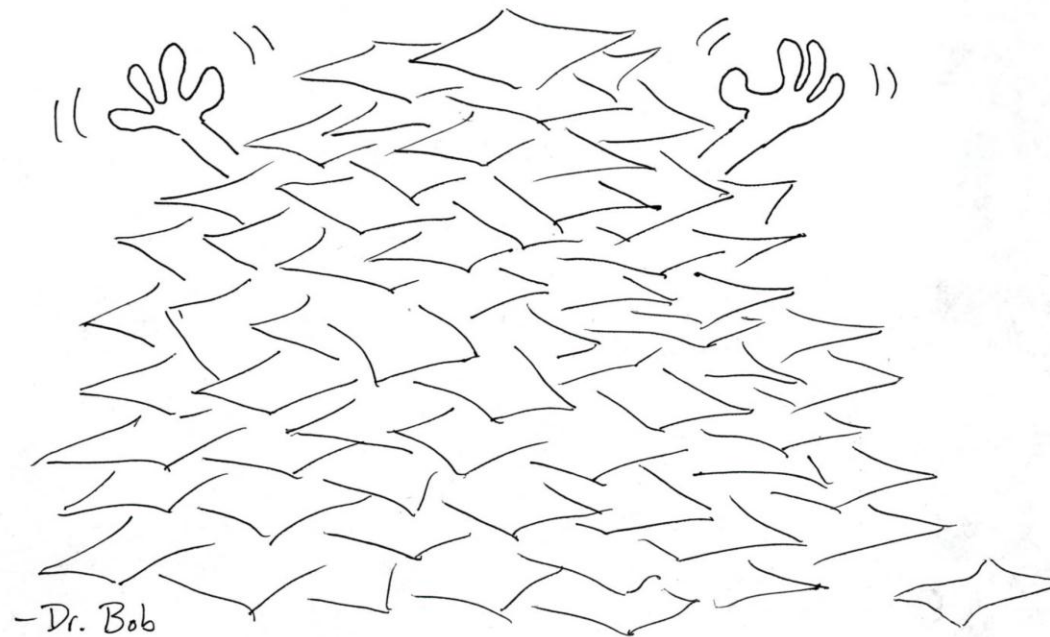
- o Proposed Immunization Funding Solutions
- o Avoiding Potential Gaps in Immunization Coverage

2:00-2:30 Recap and Action Items
2:30-3:00 Closing Remarks

Set of recommendations to improve rates

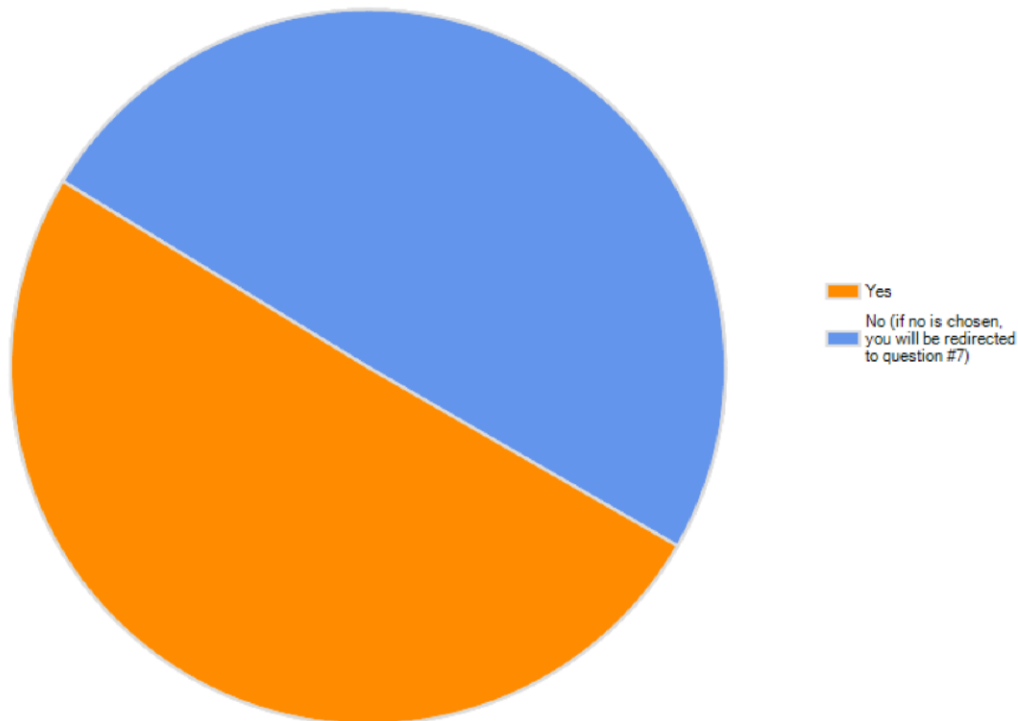
- Bill for the Counties
- Increase reimbursement rates
- Train Providers on Business Practice

Pediatric Immunization Practice...



Very Boring Pie Chart?

4. In the past two years, have you referred insured patients to locations other than your practice for vaccinations?



Change of Strategy...



CME Conferences

Vaccinate at Every Life Stage

2nd Annual Practice Efficiency: The Business of Vaccines Conferences

(For Pediatricians, OB/GYNs and other
Physicians and Healthcare Providers)

7:00 a.m. - 1:30 p.m.

November 19, 2011 or **December 3, 2011**
(Phoenix Country Club) (Hilton Tucson El Conquistador)

Course Topics
Practice Efficiency • Benchmarking • Coding
Vaccine Hot Topics • EHRs • Bill HB2686

Registration Open

[Click Here to Register 11/19/2011](#) | [Click Here to Register 12/03/2011](#)

For additional information, and to register, please log on to TAPI's website at www.whymmunize.org
for CME information, contact Sharon Smith at 623.242.7103 or sharons@tapi.org

CME Credit Sponsored by Banner Health

Plant the Seeds of Protection Through Vaccination

The Business of Vaccines



Practice Efficiency & Business of Vaccines

November 13, 2010
Phoenix Country Club

- 8:00 – 8:30 Registration / Breakfast / Exhibits**
- 8:30 Welcome / Introductions**
- 8:45 – 9:45 *How to Manage a Successful Pediatric Practice*, Herschel R. Lessin, MD**
- 9:45 – 10:15 *Meaningful Use – Electronic Medical Records*, Melissa Rutolo, MPH**
- 10:15 – 10:30 Q & A / Discussion**
- 10:30 – 10:50 Break: Exhibits & Refreshments**
- 10:50 – 11:45 *Size Matters: The Economics of the Medical Marketplace*, Herschel R. Lessin, MD**
- 11:45 – 12:15 *Evaluating the Managed Care Contract*, Robert J. Milligan, Esq.**
- 12:15 – 12:30 Q & A / Discussion**
- 12:30 – 1:15 Networking Luncheon / Exhibits**
- 1:15 – 1:45 *Immunization Efficiency: Nuts and Bolts of Providing Vaccines*, Jennifer Tinney**
- 1:45 – 2:10 *New Vaccine Administration Codes Again?*, Jeff Couchman, MD**
- 2:10 – 3:00 *Vaccinate Your Patients Without Losing Your Shirt*, Jeff Couchman, MD**
- 3:00 – 3:15 Q&A / Discussion**
- 3:30 Evaluations**



Vaccinate at Every Life Stage



Comments from Peds Office Staff

- The Doctor orders 5 shots, but I only give 3 and tell the parent to come back in two weeks
- I just have my favorite Pharmaceutical Vaccine Representative inventory and order the vaccine
- I tell parents I wouldn't immunize my kids because of autism
- I give all the shots in the legs until they are teens
- I tell patients the flu shot gives them the flu especially the spray
- It's better to give the HPV shot to the boys and not the girls
- Can't I just mix vaccines together so I only have to give one shot?
- I gave oral vaccines in the leg. Is that a problem?

The Business of Vaccines...

Practice Efficiency – An efficient Practice will immunize at every indicated opportunity

Bench Marking – Measure billable hours and procedures for more accurate payment

Immunization Cost Analysis – Cost of providing vaccines

Vaccine Billing – Code correctly for better payment

Vaccine Hot Topics – Outbreaks and vaccine recommendations

EHRs and tracking Vaccines – System set up and implementation

Practice Efficiency & Business of Vaccines

is a CME conference for physicians and other pediatric health-care providers and is a post-graduate course, jointly sponsored by Banner Health System and the American Academy of Pediatrics Arizona Chapter in collaboration with the Arizona Partnership for Immunizations (TAPI).

You should attend the Practice Efficiency & Business of Vaccines CME conference if you are a primary care pediatrician, family physician, hospital and/or university faculty, resident, medical student, or nurse practitioner. Practice Managers who work in offices where vaccinations are provided are also welcome.

The course combines lectures, case presentations and question and answer sessions with time for informal interaction with the guest faculty and peers.

The Business of Vaccines...

Managing Contracts– Negotiating with Health Plans

Economics of Medical Market Place– Structuring a practice to be cost effective

Meaningful Use– Payment for tracking tools

How to Use New Codes– Code correctly for better payment

How to Supervise Staff– Ordering and Administering Vaccines

Vaccine Reimbursement Bill – Gaining support and understanding actual cost



Called in the Experts

- We used local immunization experts, our local AAP Chapter's Pediatric Council, local public health, health care attorney's, EHR specialists
- National Speakers:
 - Herschel R. Lessin, MD, FAAP
 - Mark S. Reuben, MD, FAAP
 - Charles A. Scott, MD, FAAP

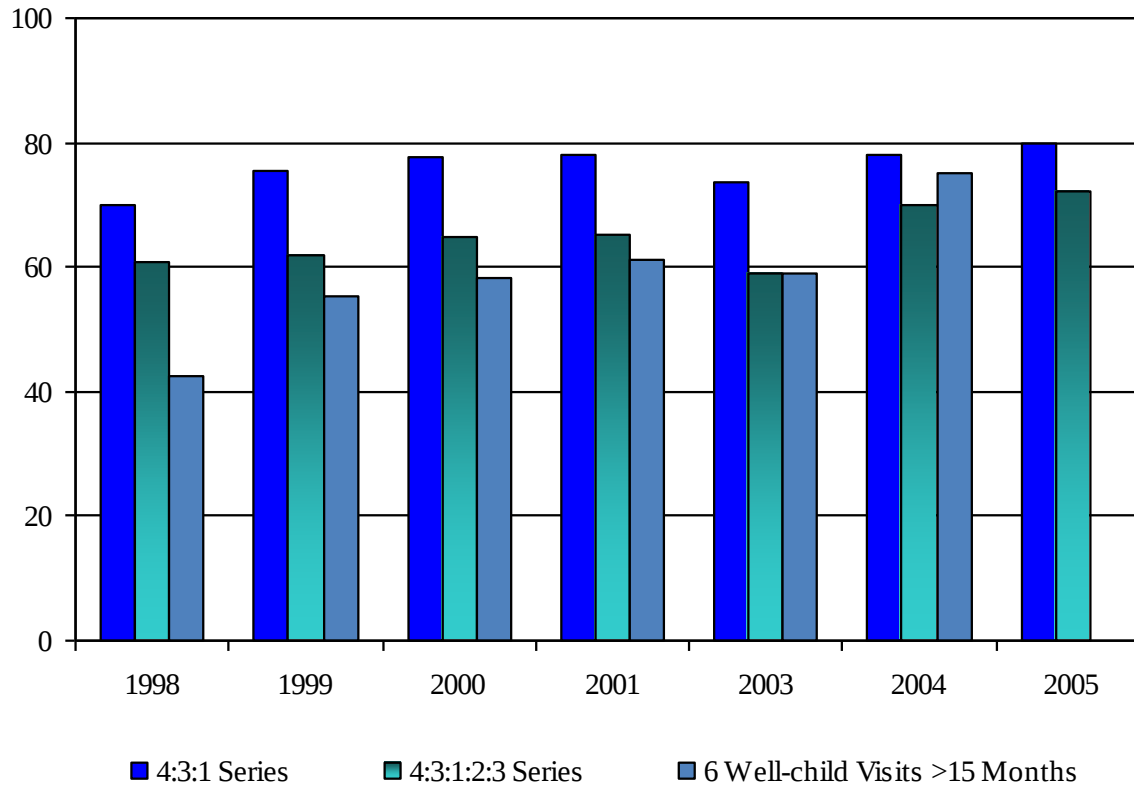
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Keep kids out of Public Clinics



Immunizations as Indicators



Continue the work...

Sigh... In immunizations we never replace projects we just add to the list.



*"Babies are born every
day in AZ
None arrive
immunized" Dr. Cloud*

Share the Work...

2nd Annual Practice Efficiency: The Business of Vaccines CME Conferences

Vaccinate at Every Life Stage

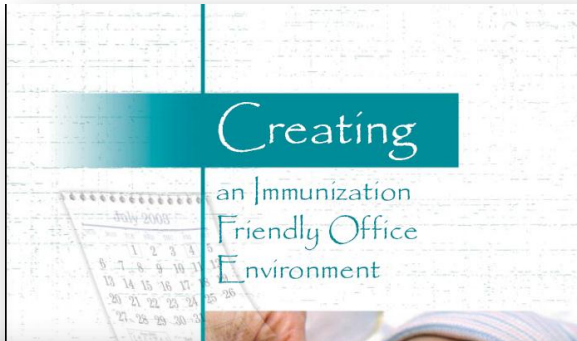


Agenda and Course Materials

November 19, 2011 or December 3, 2011
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Plant the Seeds of Protection Through Va



ARIZONA IMMUNIZATION & MASS VACCINATION



GUIDE



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Arizona Department of Health Services
PEDIATRICS
tapi The Arizona Partnership for Immunization
whyimmunize.org

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Vaccine Safety
Karen Lewis, MD, Arizona Department of Health Services
Making Every Dose Count/Why We Give Shots When We Do
Barbara Herbert, Community Health Nurse, Maricopa County Department of Public Health
Know Your VFC Program
Caril Bobbe, Arizona Immunization Program, Vaccines for Children
ASIS Registry: Tips and Tools
Richard Bradley, Technical Specialist, Arizona State Immunization Information Systems
How to Give Shots
Barbara Herbert, Community Health Nurse, Maricopa County Department of Public Health
Best Practices
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Jennifer Tinney
Program Manager

480.580.3584 *mobile*
602.288.7568 *main office*
jennifert@tapi.org

700 E. Jefferson Street,
Suite 100
Phoenix, AZ 85034

whyimmunize.org



Photo of Max from the TAPI's Vaccines are Safe Campaign