

## Walgreens Comprehensive Immunization Solutions

There's one thing that's certain about the flu; it's unpredictable. And now it's even more critical for businesses to take the necessary steps to foster happy, healthy and productive employees. One of the best and easiest ways to do this is to protect your employees with an annual flu shot. This affordable and effective benefit will help keep your employees safe from the potentially harmful effects of the flu, reduce the number of sick days and control costs for your business.

As you consider a flu shot benefit, be aware that not all immunization services are the same. In fact, many local, low-cost providers may be able to give flu shots, but they don't offer the added value that only Walgreens comprehensive immunization solutions can provide. Walgreens combines additional services, conveniences and options to improve your company's overall immunization rate. That can add up to a healthier, more satisfied, more productive workforce, and greater potential cost savings for you.

**Please take a few moments to read about the advantages of choosing Walgreens immunization solutions as a covered benefit for your employees. The flu may be unpredictable, but you can always depend on the expertise and commitment of Walgreens.**

Continued ►

*Walgreens*

## The flu is a major contributor to lost productivity and higher costs

According to the Centers for Disease Control and Prevention (CDC), on average 5% to 20% of the U.S. population gets the flu every year. For an active, unpredictable flu season, that could mean that more than 62 million Americans might be infected.<sup>1</sup>

And, according to a 2011 Walgreens study, the 2010 flu season resulted in 100 million lost workdays. For a small employer, that could mean as much as five missed workdays each year for every employee who experiences flu-like symptoms. Unfortunately, 80% of those who experienced the flu still went to work; possibly exposing their co-workers to infection.<sup>2</sup>

In addition, parents who bring home the flu risk spreading the illness to the rest of the family. In a typical flu season, as many as 32 million missed school days were reported from the flu, which can also impact parent work schedules. Of parents who had a child home sick with the flu, 40% had to take additional time off work, while more than one-third had to make alternate arrangements.<sup>2</sup>

Taking into account missed workdays, vacations, child-care costs, doctors' visits and other related costs, nearly one-third of survey respondents in the Walgreens study spent between \$251 and \$1000 treating the flu.<sup>2</sup>



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### The statistics point to a need for greater access, convenience and information<sup>2</sup>

- About half of all adults, ages 18 to 64, don't see a physician regularly. These people will not be advised about which immunizations they need, and may not know the consequences of going unvaccinated.
- Furthermore, 78% of adults, ages 18 to 64, when asked, didn't know which vaccines were recommended for them, although 71% said they would like to know.
- One-third of all adults who plan to get a flu shot each year don't do so, because they just can't seem to find the time.

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## Walgreens comprehensive immunization solutions answer your needs

Our strength as an industry-leading provider of immunizations is our ability to meet market demand, expand our immunization offerings across the country and leverage national operating efficiencies, which means additional value to employers.

In 2009, Walgreens was the only national provider able to administer flu shots in all community pharmacy locations across the country in response to the H1N1 pandemic outbreak. Since then, we've expanded access to several other important immunization services, often in response to regional outbreak activity, vaccine shortages reported by other providers or new state-issued immunization mandates for adolescents at the start of each new school year.

### Walgreens immunization solutions are comprehensive

#### Adult immunizations

- Influenza (flu)
- Pneumococcal (pneumonia)
- Zoster (shingles)
- Tetanus/diphtheria (Td)
- Hepatitis A and B

#### Adolescent immunizations

- Meningococcal (meningitis)
- Tetanus/diphtheria/pertussis (Tdap)
- Human papillomavirus (HPV)
- Measles/mumps/rubella (MMR)
- Varicella (chicken pox)

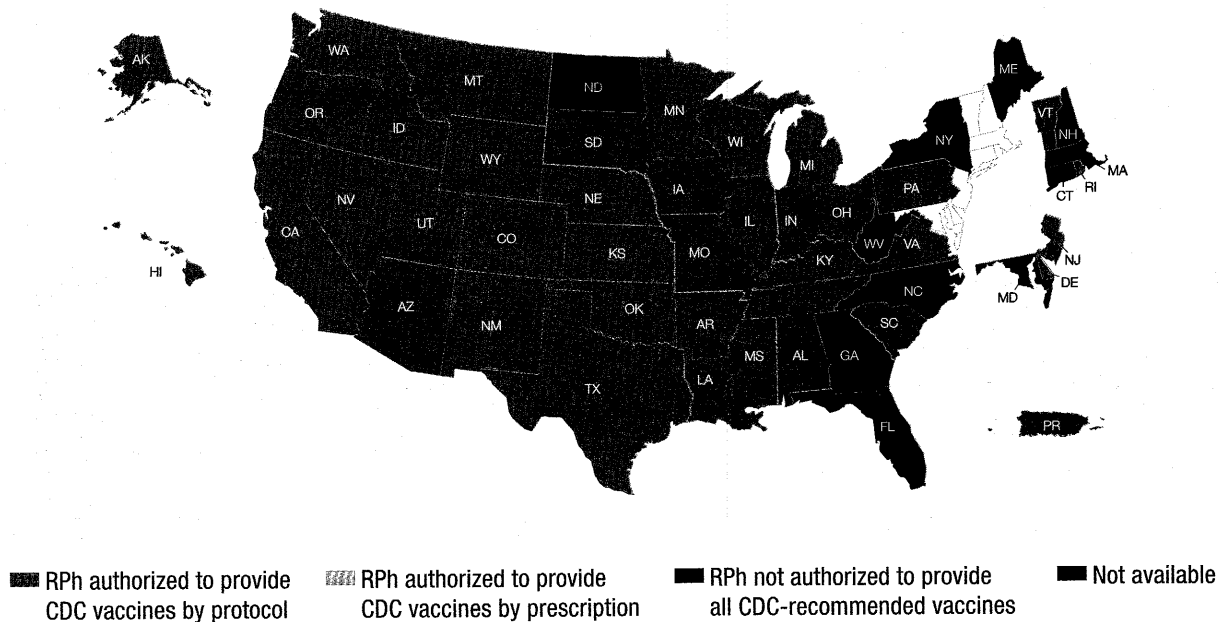
#### Travel immunizations

- Polio
- Japanese encephalitis
- Rabies
- Yellow fever
- Typhoid fever

### Our immunization-trained experts are nationally recognized

Walgreens providers are all specially trained to administer flu shots to your employees. Our providers have won industry awards from nationally recognized medical institutions like the CDC, the American Medical Association and the American Pharmacists Association for improving the overall immunization rates in America. Walgreens pharmacists will work with each one of your employees to determine which flu shot is right for them. They're even able to make recommendations for additional immunization services based on an employee's age, health conditions or lifestyle.

### Nationwide Coverage



As of March 31, 2012

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## An on-site flu shot program can benefit your business

Our team of local immunization-trained pharmacists will come to your business to administer flu shots to your employees during the workday. To make it as easy as possible, Walgreens coordinates all of the administrative work to organize the event. In addition:

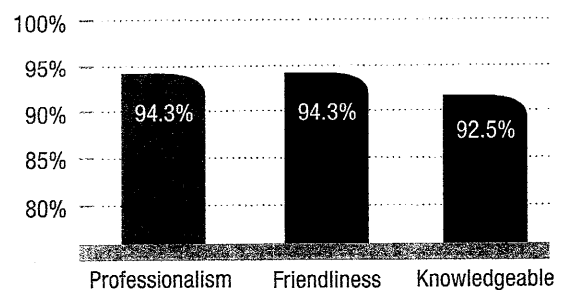
- We'll contact your benefit director to schedule an event date and time that works best with your company's busy schedule.
- We'll create custom client marketing materials in advance to help promote your upcoming event and encourage employee participation.
- For our direct-bill clients, we'll even expense the cost to produce and mail a custom employer letter with a secure voucher, good for one employer-funded flu shot.
- Because this is a Walgreens benefit, your employees have the flexibility of redeeming the voucher at the scheduled clinic event or at any of our nearly 8000 retail locations.
- Also, for each employee who participates in the program, they'll receive an exclusive coupon good for a 15% "Friends and Family" discount to apply toward their next Walgreens purchase.\*
- Our pharmacy team will bring all the necessary paperwork and supplies for a no-hassle employer experience.
- At your employees' request, we'll even send a copy of their immunization record directly to their primary care provider.
- Employers will also receive a comprehensive employee participation report after the event to understand employee utilization and participation.
- Even after the on-site event, your employees can still redeem their flu shot voucher at any of our community pharmacy locations to take advantage of this important benefit.



### You can be confident employees will be satisfied

Walgreens has the highest consumer awareness for flu shot administration over any other retail provider in the country. Year over year, patients continue to tell us that they're generally pleased with the professionalism and the friendliness of our providers. In fact, many are surprised to learn that our trusted teams of knowledgeable pharmacists are the ones administering their flu shots. Last year, 97% of our patients reported high satisfaction with our flu shot service and would recommend a Walgreens flu shot experience to their friends, family members and loved ones.<sup>3</sup>

### 2011 Walgreens Customer Satisfaction



\* Direct-bill contracts only

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## Customizable promotional materials increase awareness

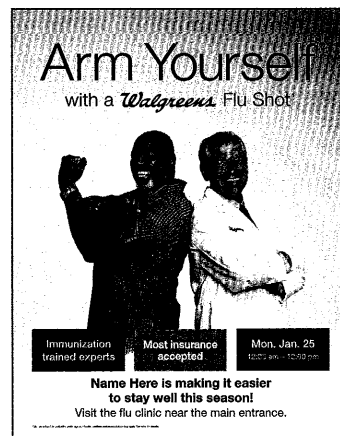
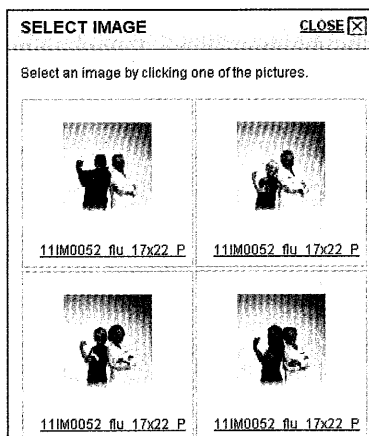
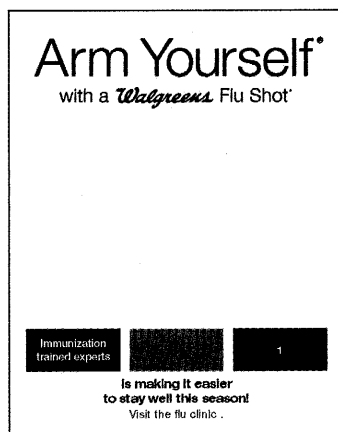
Walgreens makes it easy for you to tell your employees about their covered immunization benefit. With Walgreens, you receive more than just a flu shot. You also get access to our online marketing library to create customizable marketing collateral; unique to your company and employees.

### Our marketing materials allow you to:

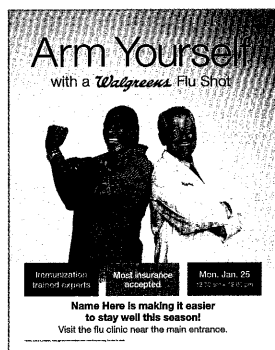
- Highlight covered benefits and employee out-of-pocket costs, if any.
- Customize materials with your company's name and logo.
- Save valuable time and resources associated with communicating these benefits.

### Creating custom marketing materials has never been easier

1. Choose your template from dozens of formats, including flyers, payroll insert or large format posters.
2. Select your favorite images from our extensive photo library.
3. Choose variable messages, including when, where and how to get a flu shot.



### Some of the available items:



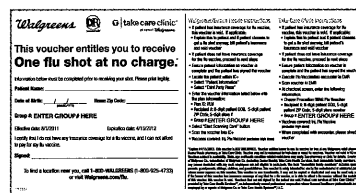
Worksite event poster



Payroll insert



Tabletop sign



Employee voucher

**Exclusive:** For direct-bill employers who wish to cover the full cost of the flu shot for their employees, we'll print and provide custom company vouchers to distribute to your employees, with an exclusive 15% Walgreens discount applied toward their next in-store purchase.

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## We make it easy to estimate your ROI

Not sure if a Walgreens immunization solution is a smart investment for your company? Just use our **ROI calculator** at [Walgreensflu.com](http://Walgreensflu.com). The online ROI calculator makes it simple to estimate how much money you could save in lost productivity and workdays when your employees get flu shots. Enter select variables, such as number of employees, percentage of employees that would take advantage of a flu shot program and the average employee wage. You'll see in real-time your return on investment for every dollar spent.

Start now by entering some basic information about your company in our flu shot savings calculator. We'll estimate the money you'll save by vaccinating your employees.

How many locations?

- One  
 More Than One

Total number of employees:

10

Percentage of employees needing vaccination:

Are dependents included?

- Yes  
 No

Average employee salary

\$ 65,000

### Result Summary

Estimated Flu Shots: 8

Investment Savings

ROI per \$1

**Spend \$1, and Save \$9.75**

Employee savings based on lost productivity and sick days used.

\* Calculations based on assumptions made by Walgreens and information provided by employer.

## Frequently asked questions

- Q. What's unique about a Walgreens immunization solution compared to other flu shot providers?**
- A. All Walgreens immunizations are administered by our own specially trained and well-trusted community pharmacists.
- Q. Am I responsible for the up-front costs for all my employees to receive a flu shot, or only those who get a flu shot?**
- A. You only pay for the total amount of flu shots administered. What's more, you'll receive a custom report that shows which employees got a Walgreens flu shot.
- Q. What if my employees already have an insurance benefit that can cover the cost of a flu shot?**
- A. Walgreens can bill insurance plans, which means employees are only responsible for their copay.
- Q. Are there added benefits with an employer-funded direct-bill program?**
- A. Yes, with our direct-bill program, employers can customize and request printed marketing materials to promote their employee benefit or on-site clinic event. Employees will receive a printed flu shot voucher and an exclusive 15% in-store coupon to use toward their next Walgreens purchase.
- Q. Are the marketing materials available if Walgreens bills an existing insurance benefit?**
- A. Yes, but only in electronic form. Employers can create custom PDF files to print locally or include in employee email communications.
- Q. In the past, organizing an on-site flu shot clinic at my company has been an administrative burden. How can Walgreens help with this task?**
- A. We handle all aspects of coordinating the event. We'll bring all the necessary paperwork and supplies. We'll even extend to you the use of our convenient scheduling tool for your employees to reserve appointment times when it's most convenient for them.
- Q. Can Walgreens help assess my company's needs and develop a custom immunization solution that's right for my company and my employees?**
- A. Yes, contact us directly at [Walgreensflu.com](http://Walgreensflu.com) and a local pharmacy manager will contact you to discuss which options are best for you.

<sup>1</sup> Seasonal influenza questions and answers. CDC Web site. <http://www.cdc.gov/flu/about/qa/disease.htm>. Updated July 6, 2011. Accessed March 23, 2012.

<sup>2</sup> Walgreens Flu Impact Report, 2011.

<sup>3</sup> Walgreens Flu Tracking Study, 2011.

\* Assumptions are based on these articles: **1** Values for preventing influenza-related morbidity and vaccine adverse events in children – Lisa Prosser, et al (Health and Quality of Life Outcomes, March 2005). **2** Economic costs of influenza-related work absenteeism – Manabu Akazawa, et al (Value in Health, Vol 6, 2003). **3** A model to evaluate mass vaccination against pneumococcus as a countermeasure against pandemic influenza – Sonya Crowe, et al (<http://sciencedirect.com/science/journal/0264410X>). **4** Vaccinating against the flu: A business case – Elizabeth Greenbaum, et al (Issue Brief – National Business Group of Health, Sep 2010).

To learn more, visit [Walgreensflu.com](http://Walgreensflu.com)



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