



April 20, 2020

Dear Member,

As you know, we have been lobbying all vaccine manufacturers to offer extended payment terms to our members. We recognize the difficulties you face as a result of the COVID-19 pandemic, including decreased patient flow, schedule changes, and financial challenges. To date, Merck and Pfizer have extended their payment terms (as previously reported).

We are now pleased to share with you that Sanofi Pasteur has established the following policies for our members:

- Extend current payment terms for an additional 30 days on invoices due between April 1 and May 31, 2020
- Extend the 2% prompt pay discount on invoices due in April and May

The 30-day extension applies to all purchases through Sanofi Pasteur, both VaccineShope and VaxServe via the following channels:

- Your Sanofi Pasteur sales representative
- VaccineShope.com and/or 1-800-VACCINE (800-822-2463)
- VaxServe.com and/or 1-800-752-9338

We hope this payment extension will help you better manage through this difficult time while also ensuring you have the vaccines needed to continue to immunize where possible. This extension applies to all purchases made through VaccineShope and VaxServe including Merck and Dynavax vaccines.

Sanofi Pasteur has expressed its intent to continue to evaluate additional ways to support AHP members during and after the pandemic.

In addition please note this important reminder - if you have not confirmed your Sanofi flu reservation we strongly encourage you to do so by April 30th as you may not be able to order your preferred flu presentations after this date.

Stay safe and thank you for your service,

Sincerely,

Jeff Winokur
President, Atlantic Health Partners
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April 7, 2020

Dear Colleague,

We are pleased to share with you that Merck and Pfizer have temporarily extended their payment terms to better meet your needs as a result of this pandemic.

Merck

All purchases made directly with Merck from January 7, 2020 through April 6, 2020 now have 30 days added to the existing payment terms. (No new invoices will be issued.) For all new purchases made with Merck April 7, 2020 through May 6, 2020, these invoices will have 120 days dating with the 2% prompt pay discount. As a reminder Merck's pediatric Hepatitis B vaccine Recombivax is back in full supply.

Pfizer

All purchases made directly from Pfizer from January 1, 2020 through March 26, 2020 now have 30 days added to the existing payment terms (No new invoices will be issued.) For all new purchases made with Pfizer from March 27, 2020 through May 31, 2020, these invoices will have 105 days dating with the 2% prompt pay discount.

We will keep you informed should we hear from any other vaccine manufacturers.

Stay safe and thank you for providing care during these unprecedented times.

Sincerely,

Jeff Winokur
President
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