

Dear (head of provider relations):

I am the managing partner in _____ My practice has had a long relationship with __ (mco) _____ and would hope that can continue.

I am writing to request an increase in reimbursement for vaccinations. __ (mco) _____'s current reimbursement rates are barely above acquisition cost, and in the case of Prevnar (90669) below the actual acquisition cost.

The American Academy of Pediatrics advises pediatricians that vaccines must be priced 17-28% above acquisition cost to **just break even** financially (see attached). I request an increase in reimbursement for all vaccines to 110% AWP as defined by Thomson's Red Book. This is the standard amount I am receiving from most managed care contracts. I also request that all vaccine prices be adjusted quarterly, and that new vaccine products (or increases in AWP for existing vaccines) be loaded into your claims system within 120 days of notification from the manufacturer and/or the AAP.

I am hopeful that we can resolve this issue quickly. If we are unable to come to a satisfactory resolution within the next thirty days, we will notify our __ mco _____ patients, in writing, that the negotiations were unsuccessful and we will no longer be able to provide vaccinations to their children through our office.

Sincerely,

CC: State Commissioner of Health
State Commissioner of Insurance
President, State Chapter, American Academy of Pediatrics