



**QUINNIAN HEALTH, INC**

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[www.quinnianhealth.com](http://www.quinnianhealth.com)

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- About Quinnian Health, Inc
  - Quinnian Health is a Minneapolis-based healthcare services & technology company focused exclusively on enhancing enterprise resilience by protecting employees from the threats of infectious diseases and bioterrorism
  
- Sample Clients – antiviral and vaccine distribution programs
  - Four global pharmaceutical companies
  - Large US Electric Utility
  - Global Financial Services Firm
  - US Financial Services Firm
  - Cellular Telecommunications Provider
  - European Automobile Manufacturer
  - Agricultural Chemical Manufacturer
  - Global Luxury Goods Manufacturer

- What medical countermeasures are available for influenza?

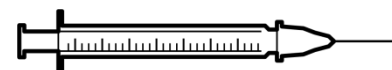
- Personal Protective Equipment



- Vaccines

- Seasonal

- Pandemic (H1N1)



- Antiviral Medications



- What are antiviral medications?
  - Not vaccines. They do not provide immunity.
  - Used for treatment and/or prevention
    - Treatment – 5-days
    - Prevention – 10+ days
  - Relenza Inhaler (GSK)
    - ~\$50/course
    - Contraindications
  - Tamiflu Capsules (Roche)
    - ~\$90/course
    - Cost

- Why would we provide antiviral medications to our employees?
  - Employee Relations
  - Business Continuity
    - Human Resource vs. Physical/IT Resources
    - 40% absentee rates during severe pandemic
    - Bridge To A Vaccine
      - When will vaccine be available?
      - Will people take the vaccine?
  - CDC Guidance
    - “The Federal Government strongly encourages all public and private sector employers, regardless of size, to plan for a pandemic, to protect the health of employees and assure continuity of operations.<sup>2</sup>Influenza antiviral drugs (antivirals) are one of several approaches to protecting people during a pandemic and can serve as an important part of a layered approach to pandemic mitigation.”

- When would we deploy antiviral medications?
  - Pre-dispensing Option
    - Pre-position medications in homes of employees
  - Triggered-dispensing Option
    - Hold medications for future dispensing
  - “Readiness” Option
    - Develop assessment/distribution capability for future implementation

- When would we deploy antiviral medications?

	EDUCATION	ASSESSMENT	MEDICAL SERVICES (PRESCRIBE)	LOGISTICS (DISPENSE)
BUSINESS CRITICAL "A"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
BUSINESS CRITICAL "B"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
SUPPORT	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
NON-CRITICAL	<input checked="" type="checkbox"/>			

- To whom should we provide antiviral medications?
  - Employees
    - Critical
    - Non-Critical
  - Dependents
  - Contractors
  - Suppliers



- How do we deploy antiviral medications?
  - Communications/Education
  - Stockpile
  - Physician Services - Prescriptions
  - Pharmacy Services - Dispensing

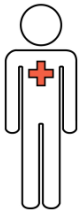
# An integrated platform for medical countermeasure management...



## HEALTH INFORMATION MANAGEMENT

Web-based system for collection and distribution of health information

- Education
- Health Assessments
- Appointment Scheduling
- e-Prescribing
- Communications & Surveillance



## PHYSICIAN NETWORK

International network of health care providers

- Vaccinations
- Prescriptions
- Consulting
- ID Response & Planning



## MEDICAL LOGISTICS

Health care products logistics

- Vaccines
- Antiviral Medications
- Antibiotics
- Personal Protective Equipment (PPE)

- How long does it take to deploy antiviral medications?
  - Rapid Response Program
  - Enterprise Program



**THANK YOU**

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