

December 15, 2020

# COVID-19 Vaccine to Vaccination: Why Leaders Must Invest in Delivery Strategies Now



**Rebecca Weintraub, MD**

Director, Better Evidence at Ariadne Labs

Associate Physician, Brigham and Women's Hospital

COVID-19 RESPONSE

# Expanding the evidence base in vaccine delivery



## CASES IN GLOBAL HEALTH DELIVERY

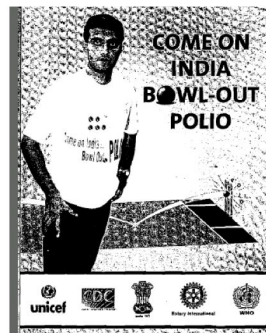
GHD-005  
APRIL 2011

### Polio Elimination in Uttar Pradesh

By the end of the twentieth century, polio had been eliminated from the Americas and Europe and had been confined to a few outposts in Africa and Southeast Asia. In its most devastating form, polio virus

Large-  
d local  
from the

Exhibit 12b Awareness Campaign Materials, Poster and Inflatable Toys



Source: Global Health Delivery Initiative



## CASES IN GLOBAL HEALTH DELIVERY

GHD-015  
APRIL 2011

### The Measles Initiative

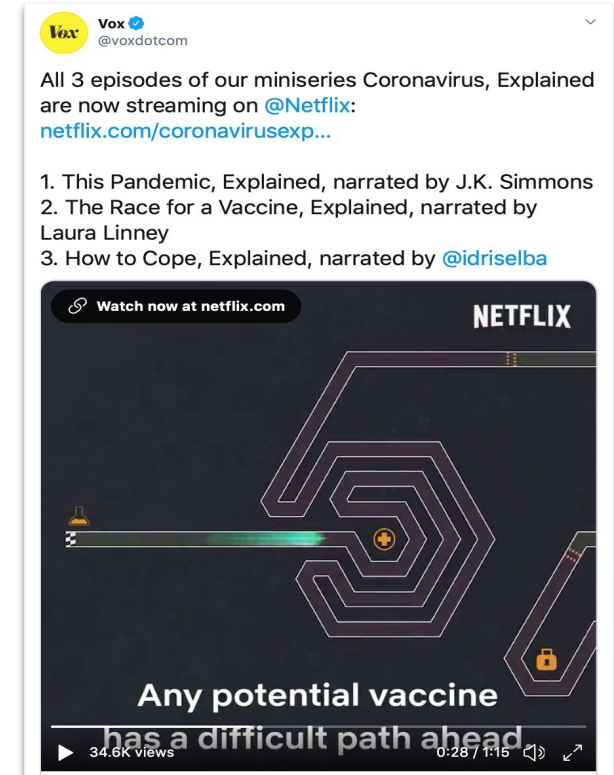
Before the discovery of a vaccine in 1963, measles claimed the lives of 8 million children each year. In 1999, nearly 40 years after the introduction of the measles vaccine, 873,000 people, mostly children, died from measles. The disease accounted for more than half of all vaccine-preventable deaths. Between 2000 and 2007, measles deaths fell by 74% worldwide and by 89% in Africa as a result of vaccination campaigns and strengthened routine immunizations in more than 60 countries. The Measles Initiative (MI) – a partnership between the World Health Organization (WHO), United Nations Children's Fund (UNICEF), US Centers for

More at: <https://www.globalhealthdelivery.org/case-collection>

# Narrow Planning Window

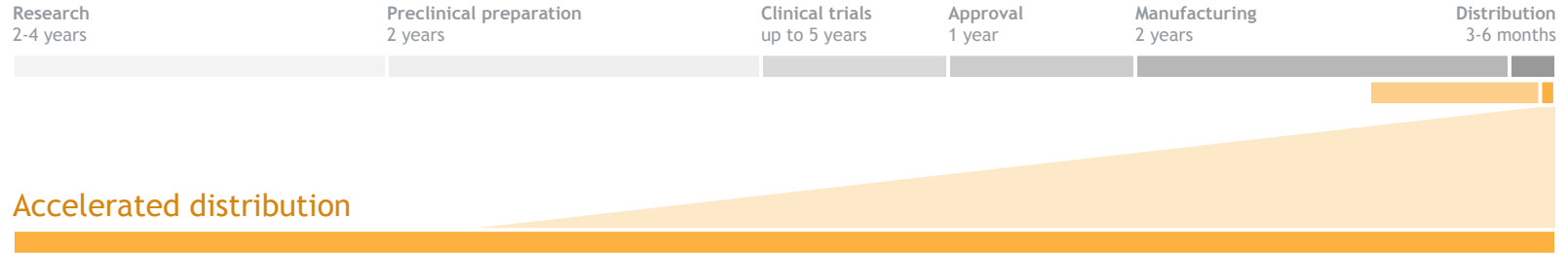


<https://hbr.org/2020/04/a-covid-19-vaccine-will-need-equitable-global-distribution>  
<https://hbr.org/2020/05/the-danger-of-vaccine-nationalism>



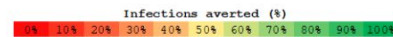
<https://twitter.com/voxdotcom/status/1273398770995265544>

## Normal vaccine production timeline: 8-15 years

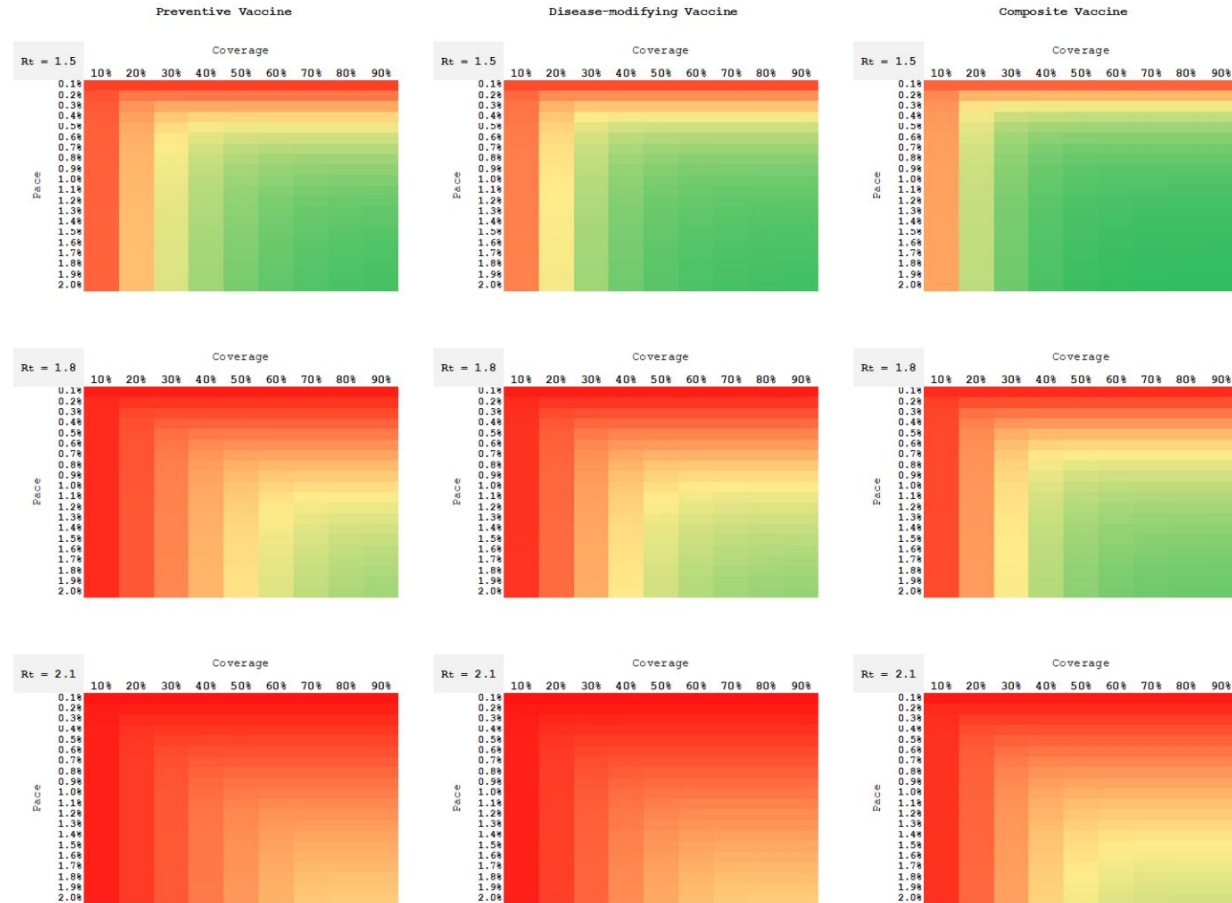


# How do you take a vaccine to vaccination?





Nine heat plots for 42-day  
delay to vaccine efficacy



# Framework for Equitable and Effective Vaccine Delivery

## Demand

Generate demand and understand  
Vaccine hesitancy, tailor engagement.

### PARTNERSHIPS

- Local **media** and **brands** to reach audiences with the right messaging across channels
- **Influencers** and **community leaders** to expand reach on-and-off-line
- **Local NGOs** and **healthcare networks** to train the health workforce

### CAPABILITIES

Public health campaign

Healthcare workforce training program

Influencer & KOL engagement program

## Allocation

Identify the right populations for  
effective and equitable distribution

### PARTNERSHIPS

- **Biotech/pharma and manufactures** to ensure quality and timely schedule of the supply of vaccines
- **National and Local governments** and **health systems** to identify and segment populations for vaccination

### CAPABILITIES

Population data platforms

Demand & distribution planning tools

Vaccine procurement program

## Distribution

Get the right vaccine to the right  
people at the right time

### PARTNERSHIPS

- **Global logistics partners** to coordinate and ship vaccine supply
- **Technology vendors** and **training partners** to support inventory management and administration
- **Local NGOs** and **healthcare networks** to facilitate vaccine administration

### CAPABILITIES

Vaccine inventory & supply chain networks

Vaccine administration site networks

Resource planning platform

## Verification

Ensure proper distribution and track  
progress towards herd immunity

### PARTNERSHIPS

- **Technology vendors** to develop and implement verification systems
- **Local NGOs** and **healthcare networks** to facilitate verification activities at the point of administration
- **Global NGOs** and **training partners** to upskill the workforce

### CAPABILITIES

Verification tools & hardware

Verification platform

Verification dashboards & reporting

### OVERARCHING CAPABILITIES

HealthAffairs

Demand

Allocation

Distribution

Verification

COVID-19 NEW VACCINE INFORMATION, COMMUNICATION, AND ENGAGEMENT

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CONVINCE

CONVINCE



At present, CONVINCE has 5 workstream groups:

1. **Healthcare Workforce**
2. **Community Engagement**
3. **Technology**
4. **Media & Social Media**
5. **Private Sector**

Demand

Allocation

Distribution

Verification

ECONOMICS & SOCIETY

## Why Businesses Must Help Build Trust in a Covid-19 Vaccine

by Rebecca Weintraub , Julie Rosenberg , Kenneth Rabin and Scott C. Ratzan

August 20, 2020

 Summary  Save  Share  Print



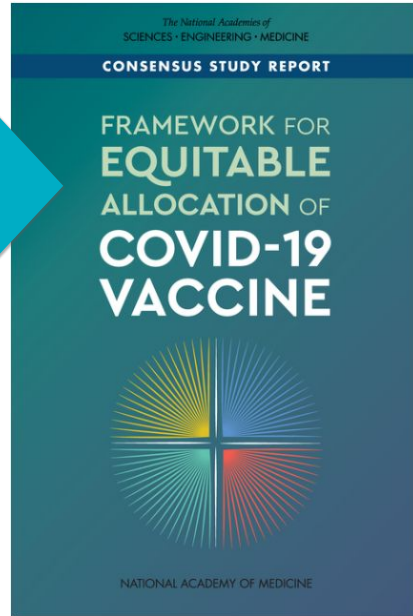
Demand

Allocation

Distribution

Verification

US  
NASEM



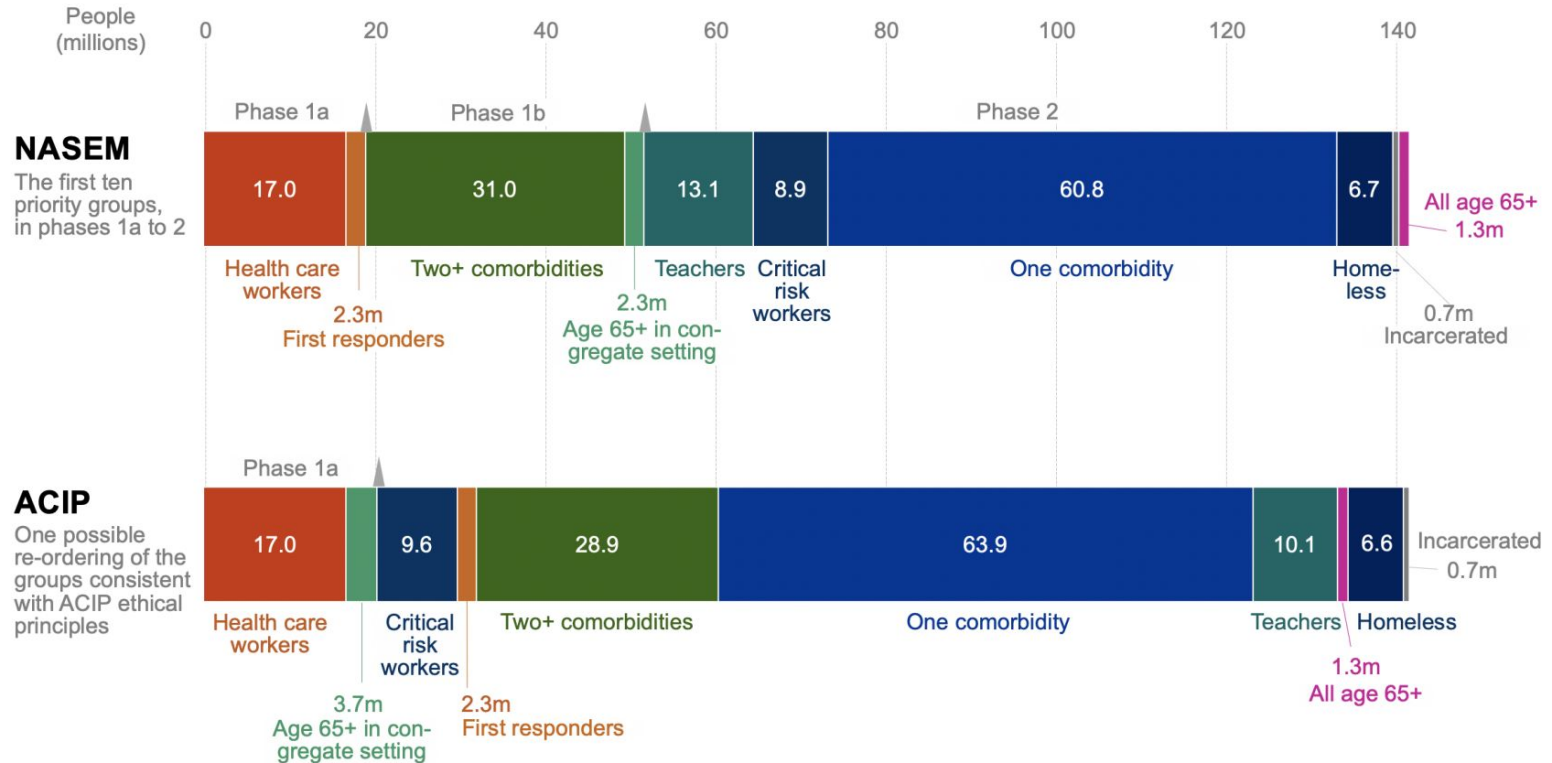
WHO Concept for fair access and equitable allocation of COVID-19 health products

*Final working version 9 September 2020*

Global  
WHO/COVAX

## Figure 1: Priority groups under NASEM and ACIP frameworks

First 144m people in the first 10 NASEM priority groups, accounting for overlap (note: ACIP framework still evolving, showing 1/multiple options. Depiction: Ariadne Labs)



Source: Schmidt, Harald and Weintraub, Rebecca and Williams, Michelle A. and Buttenheim, Alison and Sadecki, Emily and Wu, Helen and Doiphode, Aditi and Gostin, Lawrence O. and Shen, Angela, Equitable Allocation of COVID-19 Vaccines: An Analysis of the Initial Allocation Plans of CDC's Jurisdictions with Implications for Disparate Impact Monitoring (December 1, 2020). Available at SSRN: <https://ssrn.com/abstract=3740041>

Demand

Allocation

Distribution

Verification

Higher vulnerability states

Lower vulnerability states

Yes,  
planning  
to use  
an index



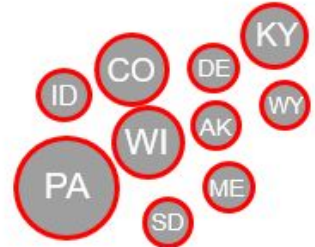
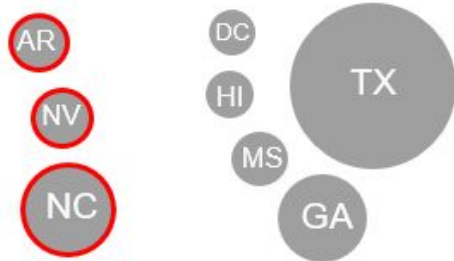
8 states, 82 m adults

8 states, 47 m adults

11 states, 51 m adults

24 states, 76 m adults

No  
mention  
of using  
an index





# What groups of people will states vaccinate, and in what order?

Demand

**Allocation**

Distribution

Verification

A typical plan

Phase 1a	Healthcare workers LTC residents
Phase 1b	Essential workers People with comorbidities
Phase 2	Teachers All age 65+ Homeless Incarcerated
Phase 3	All others

**Some plans sub-prioritize HCWs:**

State	First priority	Later
OK	Inpatient HCWs	Outpatient HCWs
UT	Hospitals in high COVID prevalence areas	All other hospitals
NM	Vaccinators	All other HCWs

# What groups of people will states vaccinate, and in what order?

Demand

**Allocation**

Distribution

Verification

## A typical plan

Phase 1a	Healthcare workers LTC residents
Phase 1b	Essential workers People with comorbidities
Phase 2	Teachers All age 65+ Homeless Incarcerated
Phase 3	All others

### **CDC Playbook critical populations:**

“People at increased risk of acquiring or transmitting COVID-19:

- Racial and ethnic minority groups
- People who are incarcerated
- People experiencing homelessness”

**Four states explicitly include  
“racial and ethnic minority groups”**

MT, DE, MO, NE

# Vaccine Allocation Planner for COVID-19

When COVID-19 vaccines become available in the US, states will need to allocate them to their highest priority populations. The Vaccine Allocation Planner for COVID-19 helps state and county decision makers by estimating the size of these populations in every county of the US, the number of vaccine doses that may be available to each state, and the percent vaccine coverage achievable under various scenarios. It currently focuses on the 13 priority populations identified by the The National Academies of Sciences, Engineering, and Medicine (NASEM) Framework for Equitable Allocation of COVID-19 Vaccine.

SELECT A STATE

Illinois

SELECT THE DOSE REGIMEN

1 dose

2 dose

1. SELECT GROUPS TO VACCINATE

Selected Phase 1a



2. COUNT AVAILABLE DOSES



3. SELECT ALLOCATION APPROACH



By default, courses will be allocated proportional to the eligible population in each county.  
You can also adjust to allocate more vaccines to more vulnerable counties.

☐ Proportional to population (default)

☒ The counties most vulnerable to stresses or disasters (according to the CDC's Social Vulnerability Index)

☐ The counties most vulnerable to COVID-19 (according to Surgo's COVID-19 Community Vulnerability Index)

Percent of available doses to allocate specifically to the most vulnerable counties



Learn more about the SVI and the CCVI.

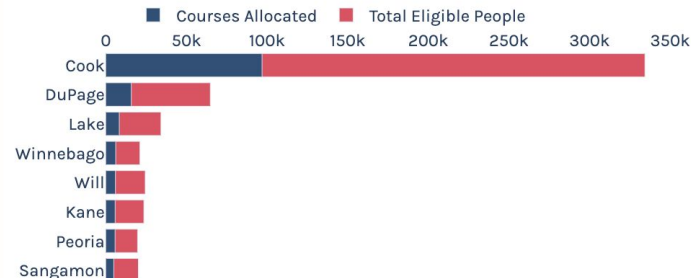
If **Illinois** has **195,205** courses of vaccine available and **721,329** people to vaccinate, then the allocation across counties and groups will be:

Graph

Table

Map

## BY COUNTY



SHOW ALL

<https://covid19vaccineallocation.org/>

# Find Your Place in the Vaccine Line

By Stuart A. Thompson  
Illustrations by Jorge Colombo



Ariadne Labs worked closely with NYT reporter Stuart Thompson to build a public-facing tool using data and analysis from the Vaccine Allocation Planner.

## Impact and Influence

- 85 media stories (mostly local)
- 450M people reached via media
- Trend of people posting screenshots of their place in line

## Ongoing & Upcoming

- 7+ interviews with local outlets by Ariadne Labs and analytics partner Surgo Foundation
- Working with NYT on follow-up piece as well as with Washington Post, Univision, the Guardian and USA Today

# Building: A Global Vaccine Allocation Planner

Demand

**Allocation**

Distribution

Verification

## The need

Many countries face gaps in data to allocate the vaccine and plan for distribution.

Based on our US planner, inquiries from Jordan, Colombia, *[others?]*

Multinational organizations are not filling the need.

Not aware of any plans from *[CEPI?, GAVI?, others?]* to build such a platform.

Public dialogue is critical, and a planner supports that with data and insight.

Speed is critical, as vaccine stocks ramp up globally.

## The planner

A public online tool building on Ariadne's success with the US-based planner.

Scope is flexible: can use a country's internal data or global data sources.

All code and data will be as transparent as possible.

Aim to launch in Q1 2021.

# Scarcity will persist, planning is needed

Demand

Allocation

Distribution

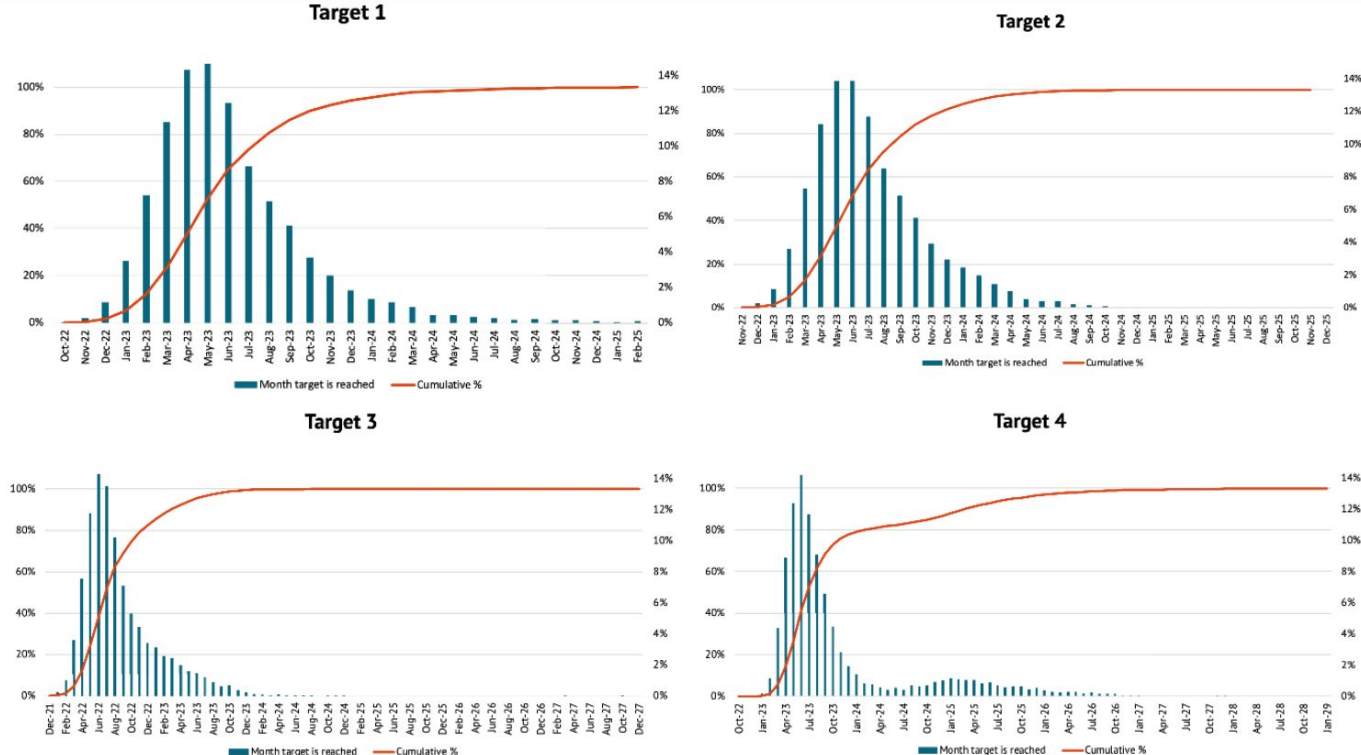
Verification

Target 1: medical staff  
(115 million doses)

Target 2: adults over 65  
(1,615 million doses)

Target 3: Adults with  
comorbidities  
(4,265 million doses)

Target 4: Whole world  
(18 billion doses)



# Clinical Outcomes Of A COVID-19 Vaccine: Implementation Over Efficacy

A. David Paltiel, Jason L. Schwartz, Amy Zheng, and Rochelle P. Walensky

Our findings demonstrate the urgent need for health officials:

- to invest greater financial resources and attention to vaccine production and distribution programs
- to redouble efforts to promote public confidence in COVID-19 vaccines
- to encourage continued adherence to other mitigation approaches, even after a vaccine becomes available.



Demand

Allocation

Distribution

Verification

Screening

Vaccination

Followup

Enforce eligibility protocols

Maintain waitlist

Address vaccine hesitancy

Verify completion all doses  
(biometrics)

Monitor for adverse events

Reminders and follow-ups

Continue to follow up to  
monitor for adverse events

Certification of vaccination

**WHO Digital Implementation Investment Guide (DIIG):** Integrating Digital Interventions into Health Programmes, and follows protocols and guidance from COVAX, WHO, and the CDC.

# Social Vulnerability Index (SVI)

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- NASEM-recommended index which incorporates social, economic, racial and ethnic factors
- Multiple applications by states
  - Weighting for initial allocation (ex. Ohio)
  - Reserving a portion of doses to distribute proportional to SVI (ex. Tennessee)
  - Designing communication strategies (ex. Arizona)
- In use by at least 26 states

We are in a sea of uncertainty  
but should try to get as close to certainty as we can.

- Dr. William Foege, MD, MPH

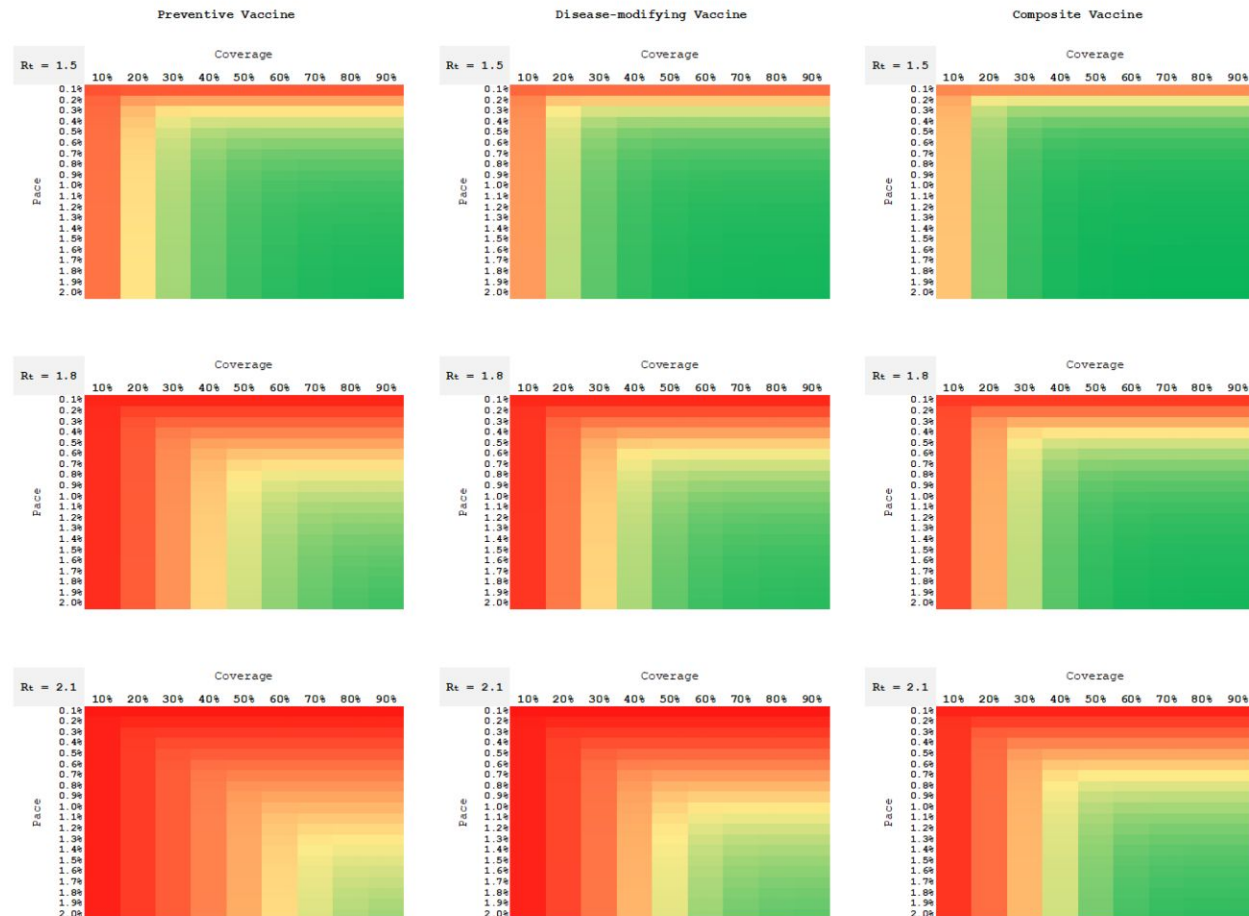
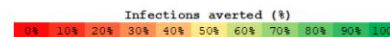


**HARVARD T.H. CHAN**  
SCHOOL OF PUBLIC HEALTH

**We work to deliver the best possible care for  
every patient, everywhere, every time**

# Our mission is to help translate evidence into action to bridge the “know-do gap” and improve health outcomes





Nine heat plots for 14-day  
delay to vaccine efficacy

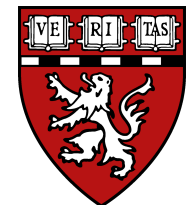
# Building Trust in COVID-19 Vaccines and Promoting Uptake among Communities of Color in the US

Bisola Ojikutu MD MPH

Division of Global Health Equity and Division of Infectious Diseases, BWH

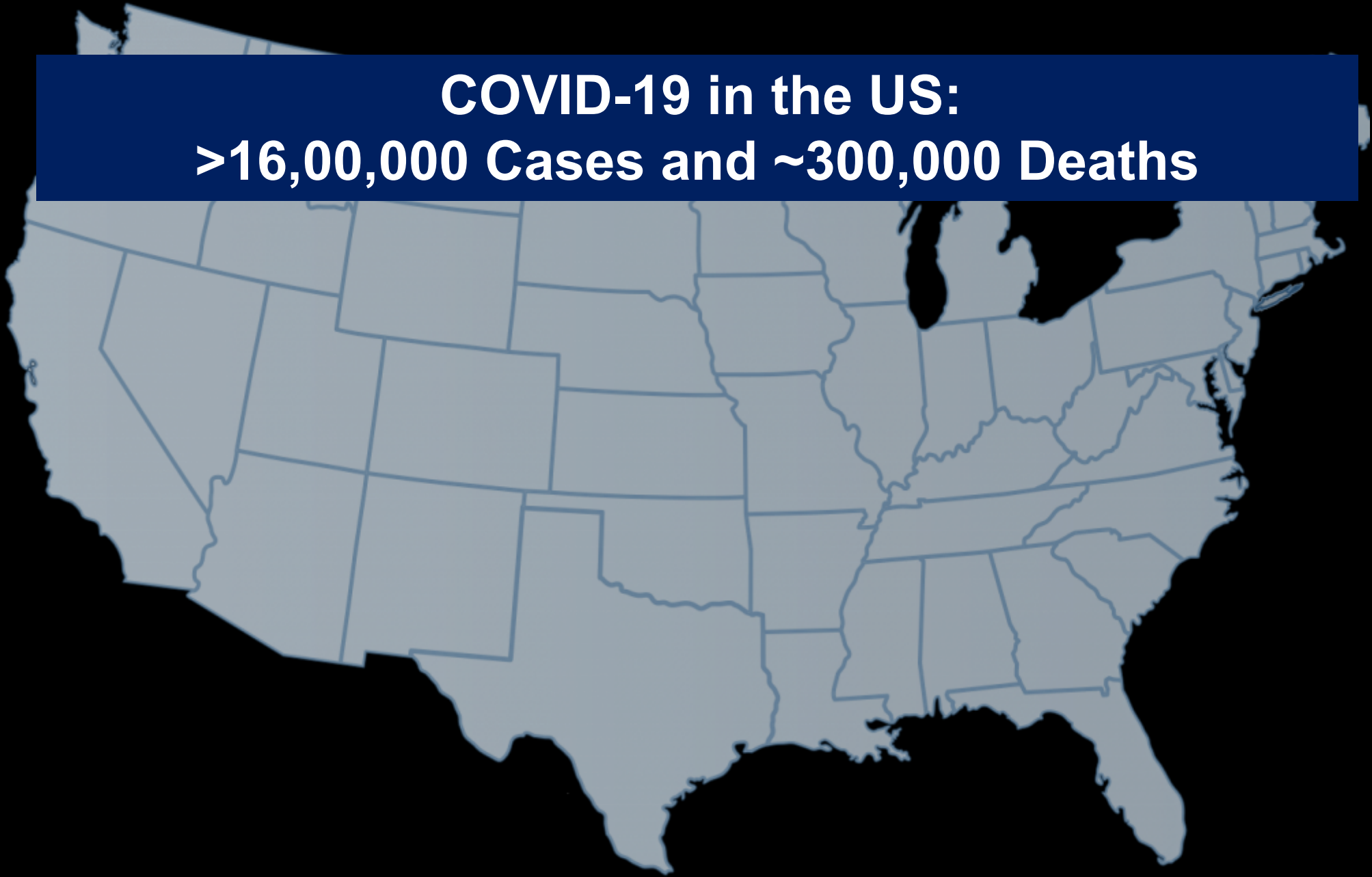
Infectious Disease Division, MH

December 15, 2020





**COVID-19 in the US:  
>16,00,000 Cases and ~300,000 Deaths**



As of December 13, 2020



**COVID-19 in the US:**  
**>16,000,000 Cases and ~300,000 Deaths**

**Hospitalization Rates:**  
**Latinx 4.1x higher than White**  
**Indigenous 4.0x higher than White**  
**Black 3.7x higher than White**



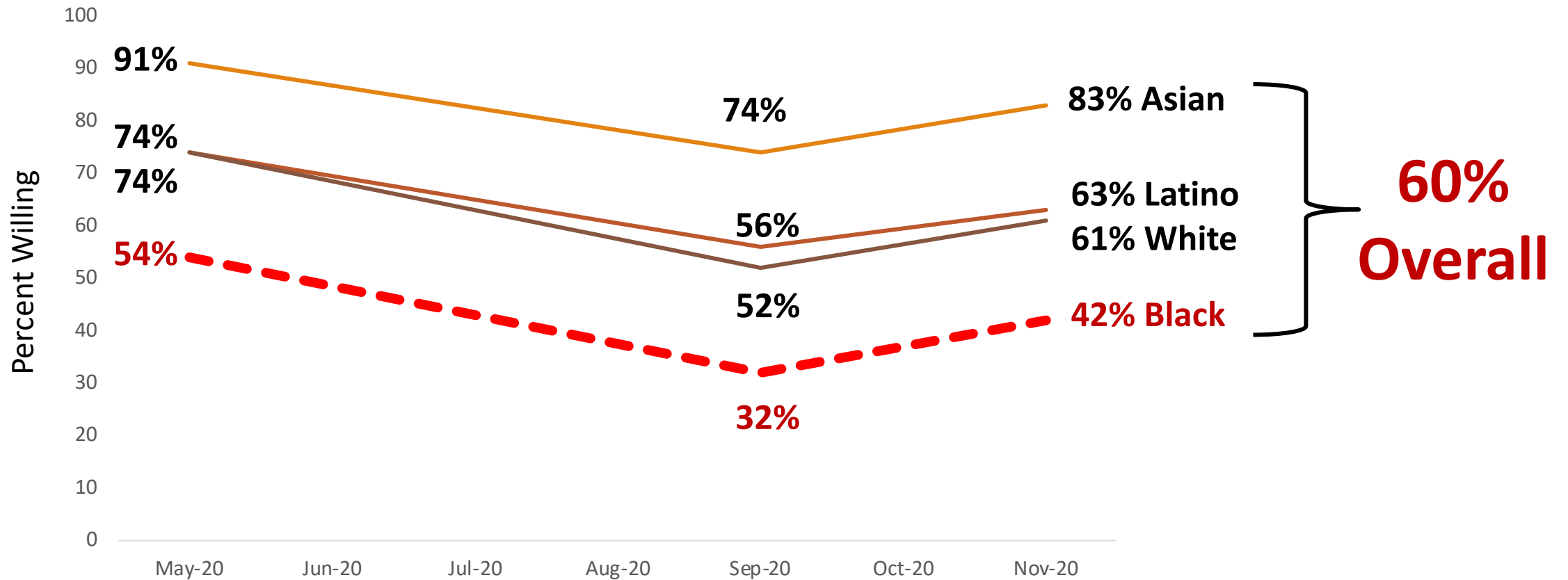
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**Black 3.7x higher than White**

**Death Rate:**  
**>2.5 times higher than White persons (all three groups)**

# Willingness to take a COVID-19 vaccine

## by race and ethnicity



## Suboptimal Vaccine Uptake by Race and Ethnicity

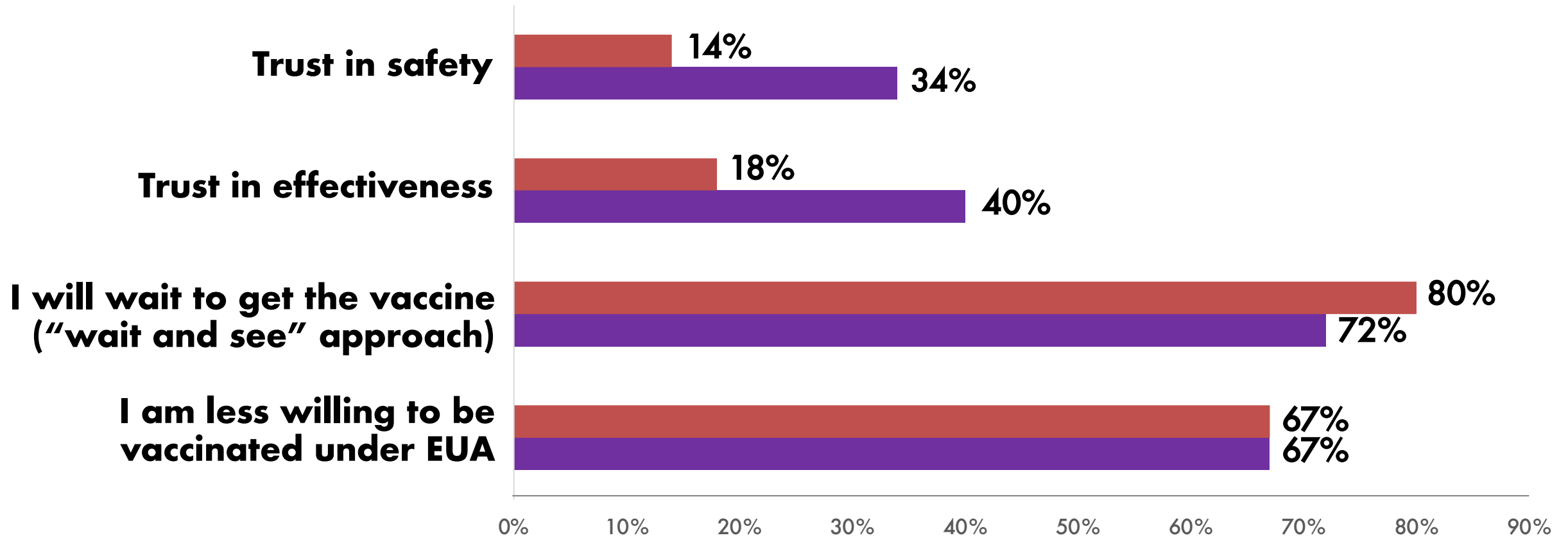
	Overall	White	Black	Latinx	Indigenous
Seasonal Influenza Vaccination (≥18)	49%	53%	41%	38%	42%

## Suboptimal Vaccine Uptake by Race and Ethnicity

	Overall	White	Black	Latinx	Indigenous
Seasonal Influenza Vaccination (≥18)	49%	53%	41%	38%	42%
Pneumococcal Vaccination (≥65)	72%	75%	60%	60%	

# COVID Collaborative Survey Vaccine Hesitancy

■ 1,050 Black   ■ 258 Latinx Respondents





# COVID Collaborative Survey

## Vaccine Hesitancy

1,050 Black & 258 Latinx Respondents

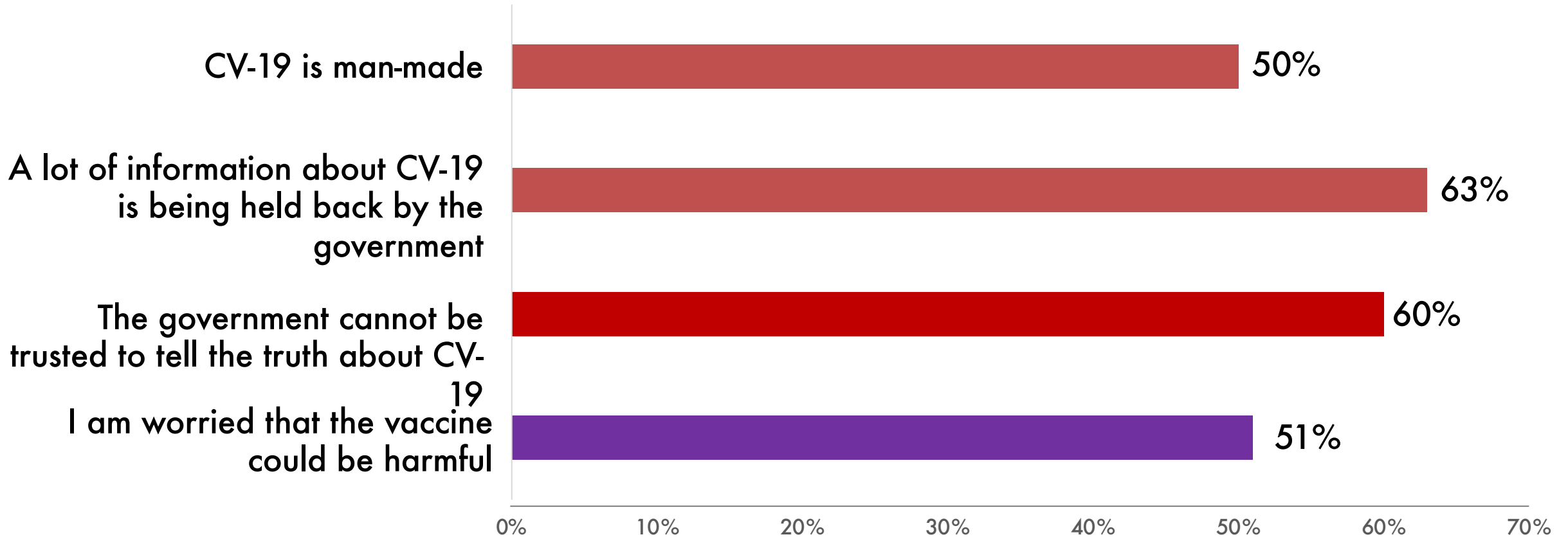
### Top predictors of trust that a vaccine will be safe

Black adults		
Trust in the vaccine process	0.34	p<0.05
Subjective norm of getting vaccinated	0.31	
Perceived vaccine risk	-0.20	
Perception of racial fairness	0.14	
Latinx adults		
Trust in the vaccine process	0.34	p<0.05
Subjective norm of getting vaccinated	0.31	
Perceived vaccine risk	-0.18	
Perceived disease risk	0.17	

Standardized coefficient estimates are from OLS regression

# COVID-19 mistrust

## Black Adults living with HIV in Los Angeles County, CA



Note: 97% agreed with at least one mistrust belief (of 10 items)

# How does medical mistrust affect COVID-19 outcomes?



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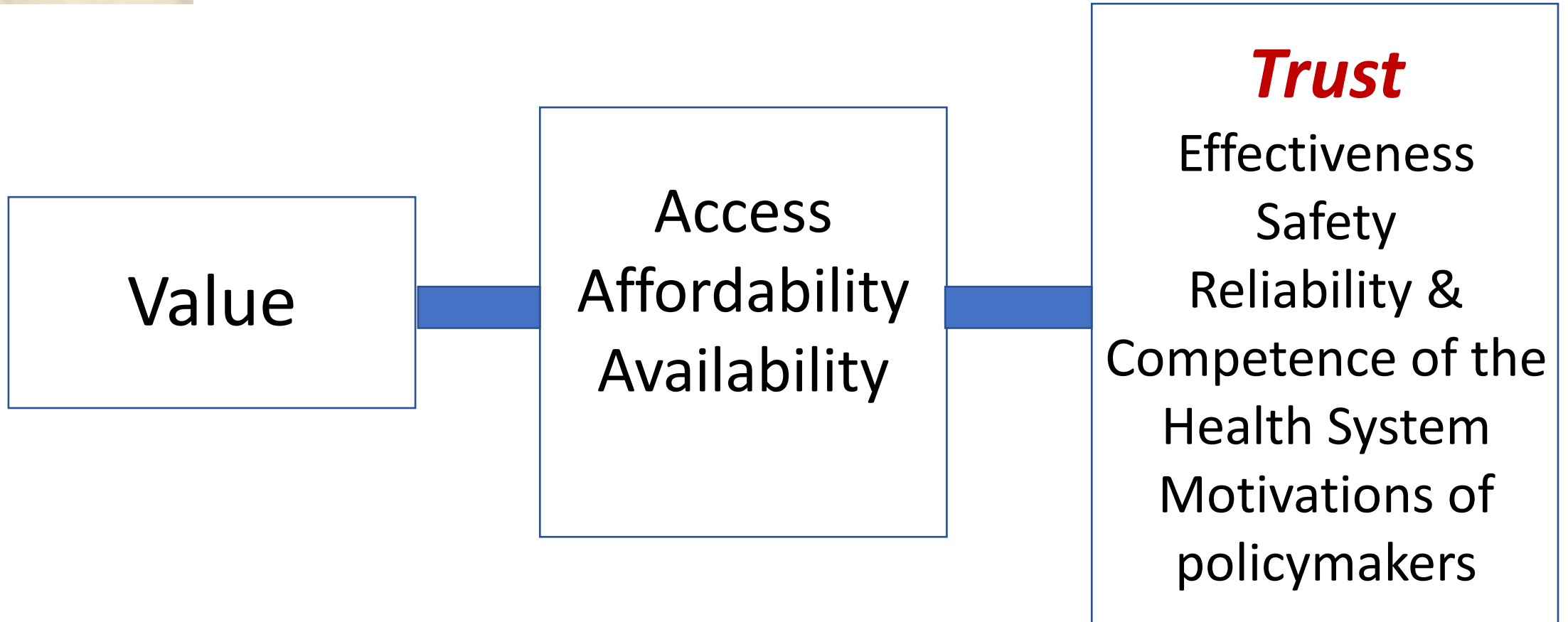


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- ✓ **Less** adherence to preventive measures (social distancing, mask wearing)
- ✓ **Lower** acceptability of COVID-19 treatment
- ✓ **Higher** COVID-19 vaccine hesitancy



# Vaccine Hesitancy



# Mistrust

## Healthcare systems



## Providers



## Research



Absence of trust that providers/organizations/researchers genuinely care for patients', participants' or their communities' interests, are honest, and transparent

# Roots of Mistrust



*“Historical and Contemporary Structural Inequity Drives Mistrust”*

- Baseline inequity
- Limited access to high quality care
- Adverse environmental exposures
- Delays in accessing care
- More illness, worse outcomes, premature deaths
- Rational and normal response to adverse circumstances





HEALTH

# 'Like watching a train wreck': Experts say America is behind on COVID-19 vaccine messaging, call for honest, straight talk

Elizabeth Weise USA TODAY

Published 6:00 a.m. ET Nov. 10, 2020 | Updated 9:47 a.m. ET Nov. 10, 2020



# 'Like watching a train wreck': Experts say America is behind on COVID-19 vaccine messaging, call for honest, straight talk

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## *Potential Messaging Themes:*

- Acknowledge systemic inequity and racism as a root causes of mistrust
- Transparency regarding known side effects of vaccination
- Clearly communicate risks and the unknown
- Social responsibility
- Responsibility to family
- Reframe vaccination as a form of empowerment
- Emphasize choice

# Messengers

## ***Trusted Messengers***

- Health care providers\*\*\*
- Faith leaders
- Community organizations/community leadership
- Peers and social networks

## ***Patient-Provider Racial, Ethnic, Language Concordance***

- Associated with enhanced patient-provider communication
- Increased uptake of preventive health interventions
- Increased acceptance of vaccination
- Patient entered communication, cross cultural communication and structural inequity

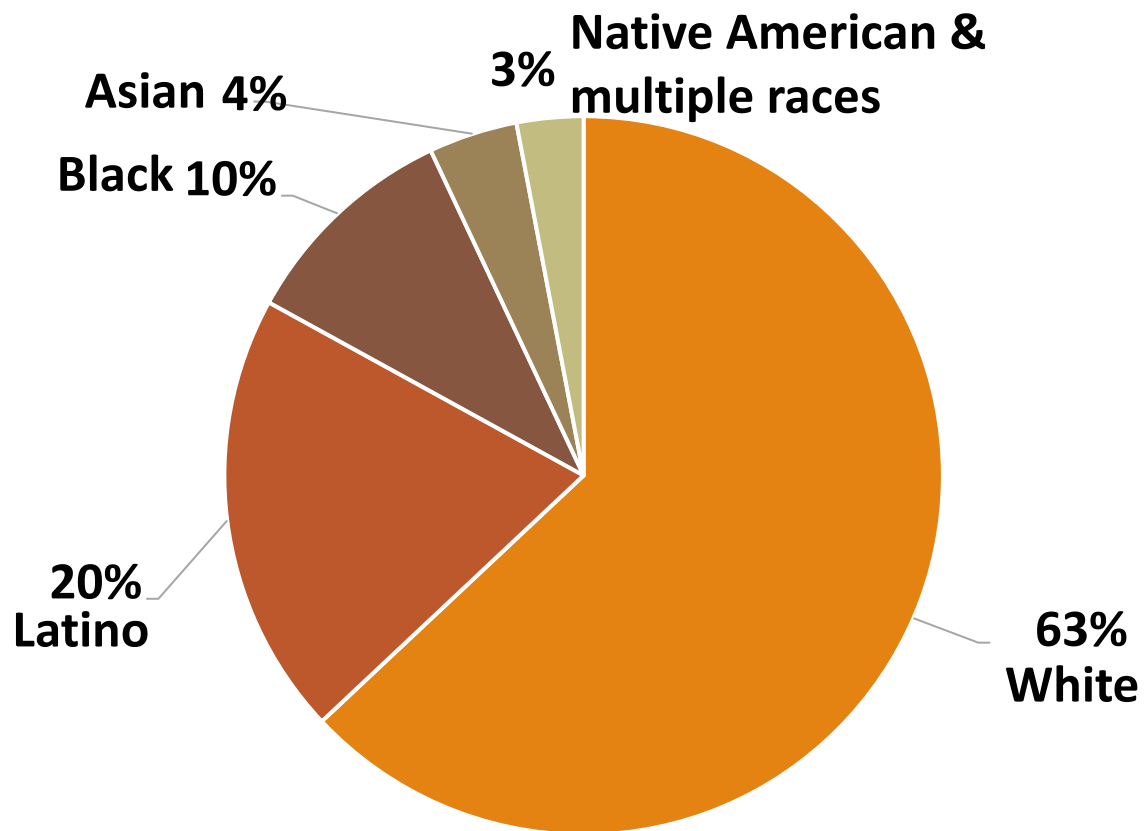
Cartmell KB et al. J Cancer Educ. 2019; Fu LY et al. Hum Vaccin Immunother. 2019; Yitalo KR et al. Am J Public Health. 2013; Shen MJ et al. J Racial Ethn Health Disparities. 2018; Saha S et al. J Gen Intern Med. 2020.

# Our beliefs will determine our patients' actions...

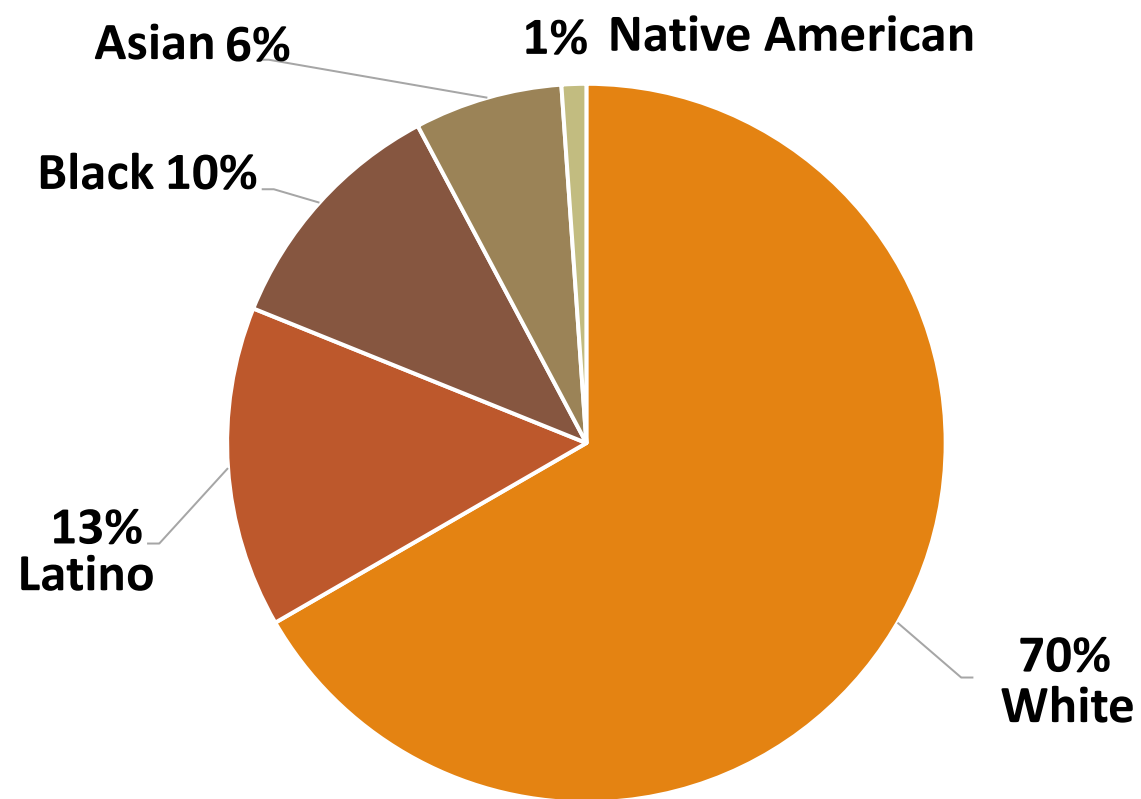
## Vaccine hesitancy among healthcare providers<sup>1</sup>

- 609 UCLA Health System employees (physicians, nurses, NPs, medical assistants, administrators and others); Surveyed from Sept-Oct
  - **High** overall vaccine confidence
  - **28%** stating they were not confident in the COVID-19 vaccine development process
  - **47%** unwilling to participate in a novel coronavirus trial
  - **67%** would delay vaccination

**Moderna mRNA-1273**  
**Participant Demographics**  
**~30,000**



**Pfizer and BioNtech - BNT162b2**  
**Participant Demographics**  
**~44,000**



\*US participant demographics

[Home](#) » [American Journal of Public Health \(AJPH\)](#) »

## Communicating Effectively About Emergency Use Authorization and Vaccines in the COVID-19 Pandemic

Sandra Crouse Quinn PhD, Amelia M. Jamison MAA, MPH, Vicki Freimuth PhD

### TRANSPARENCY

- **FDA** must communicate to the public about the monitoring process during the vaccine trials and after EUA
- **FDA** must confirm that they will release full data on adverse events and modify EUA approvals and fact sheets accordingly
- **Pharmaceutical companies** must release all protocols for review by independent scientists
- **Pharmaceutical companies** must continue to update the public in regards to enrollment



# COVID-19 Vaccine Dilemma

Financial Investment:  
Government and  
Industry

Research Investment



**Ongoing transmission, morbidity and mortality**

# COVID-19 Vaccine Dilemma

Financial Investment:  
Government and  
Industry

Community  
Engagement & Investment

Research Investment





# Selected Investment Strategies to Support Diversity and Engagement in Research (Build Trust)

## Invest in Community Based-Organizations and Institutions

- Provide in-kind resources including technical expertise, mentoring, clinical and non-clinical resources to help to strengthen and build capacity in community organizations

## Invest in Building Trust

- Require government/industry establish contracts with minority-owned businesses in proportion to the public dollars invested

## Invest in Future Research Leadership

- Increase funding to support the development of careers of racial and ethnic minority investigators
- Support programming to increase community research literacy

# Provider Strategies

# Recommendations for Providers:

- Raise provider awareness about the levels of mistrust in communities and the origins of mistrust in systemic racism
- Provide education about how mistrust is related to health inequities
  - Affects healthcare interactions, reduces healthcare engagement and adherence, affects outcomes and will likely inhibit COVID-19 vaccine uptake
- Discuss how to recognize mistrust (verbal/nonverbal cues)

# Recommendations for Providers

- Respond to mistrust in a sensitive manner, while conveying accurate information
  - Validate mistrust
  - Be non-judgmental and non-confrontational
  - Ask open-ended questions
  - Use reflection/reflective listening
  - Make eye contact, body language matters

# Recommendations for Providers: Motivational Interviewing

- Use open-ended questions and reflective listening
  - Show you care about them holistically
  - Fully hear their concerns
- Reflect/roll with resistance: Leave room for patients to state concerns in their own words (why they do not want to do something), and reflect their concerns back to them
  - Hold back your “righting reflex”
  - Give them accurate information about the vaccines
  - **Then allow patients to make their own decision (don’t tell them what to do)**

# **Increasing Vaccination Rates: Lessons Learned**

**Equitable access, removal of financial barriers and community reach**

**Within the health care system:**

- Effective communication
  - Scripts
  - Toolkits
- Vaccine ambassadors
- Practice champions
- Reminders/alerts/standing orders

# Acknowledgements

- RAND Corporation Stakeholder Partnership
  - Laura Bogart PhD
  - Lulu Dong PhD
  - National Advisory Committee
- Kenneth H. Mayer MD, The Fenway Institute

**Thank You!**