

### DESCRIPTION OF DATABASE

This database contains the names and titles of managers in corporate and regional offices of Healthcare Maintenance Organizations and Preferred Provider Organizations who deal with the different aspects of managed care cost-containment principles. This list breaks down organizations by size (number of members), site type, wellness programs and job title, among others.

**Offers excellent results for:** marketing and advertising for career enhancement, diagnostic equipment, FDA regulations and withdrawals, market-research products and services, medical equipment, office needs and records-management products.

### FUNCTION SELECTS

Admin Secretary/Exec Assistant	97
Case Manager	35
Chief Executive Officer	372
Chief Financial Officer	358
Claims Manager	94
Dir Human Resources/Training	317
Director Customer/Member Svc	142
Director of Health Services	53
Director of Managed Care	42
Director of Medical Records	10
Director of Medicare/Medicaid	11
Director of Preventive Health	0
Director of Provider Relations	197
Director of Quality Assurance	79
Director of Utilization Review	27
Executive Director	353
Formulary Director	4
M.I.S. Director	212
Medical Director	291
Miscellaneous	55
Nursing Care Svs/Dir of Nurs	3
Office Manager/Business Manager	26
Pharmacy Director	79
President	191
Purchasing Manager	12
VP/Director of Marketing	463

### SITE TYPES

Both HMO & PPO	324
Dental Maintenance Organization	71
Health Maintenance Organization	121
Other	64
Pharmacy Benefits Management	63
Preferred Provider Organization	122
Third Party Administrator	54
<b>Total</b>	<b>819</b>

### COMPANY OFFICE TYPES/ DECISION MAKERS

#### COMPANY OFFICE TYPES

Corporate Offices	450
Regional Office	351

#### DECISION MAKERS

Corporate Offices	2,349
Regional Office	1,171

#### AVAILABLE

Wellness Programs	
Number of Enrolled Members	

This card was updated on 3/13/12. For more information call SK&A directly at:

**Corporate Office**

**Irvine, CA: (800) 752-5478**

Brokers Welcome

- Available by Name & Title
- Updated Annually
- Guaranteed 100% Deliverable

### PRICING AND SELECTION

Base Price	\$100.00/M
Title Selects	\$10.00/M
Phone Numbers	\$55.00/M
Gender	\$10.00/M
State/SCF	\$10.00/M
Wellness Programs	\$10.00/M
Number of Enrolled Members	\$10.00/M
Key-Coding up to 8 Digits	\$10.00/M
Minimum Order (5,000 names)	\$500.00 flat

### DELIVERY FORMATS

E-mail/FTP-\$100.00, Labels-\$20.00/M, CD-ROM-\$75.00 **Inquire about other options.**

### TERMS AND CONDITIONS

Payment Terms: All payments due upon receipt of invoice. Pre-payment required with first order for new mailers. Late charge 2% per month. **Sample mailpiece required.** Annual volume usage agreement available.

\*SK&A makes every effort to validate the accuracy of lists that it creates and guarantees its data to be 100% deliverable if mailed via First-Class Mail within 30 days of invoice date. This guarantee can only be extended to our own verified data and can not be extended to any third party data (brokered lists). For additional information see our Business Terms & Conditions online: [www.skainfo.com](http://www.skainfo.com)