



HMO/PPO Management Decision Makers

By SK&A: **3,601**

DESCRIPTION OF DATABASE

This database contains names and titles of managers in HMO/PPO corporate and regional offices who deal with the different aspects of managed care cost containment principles. This list breaks down the organizations by size, based upon the numbers of members.

Data offers best results for: Career enhancement, diagnostic equipment, FDA regulations and withdrawals, market research products/services, medical equipment, office needs, and records management products.

FUNCTION SELECTS

Administrative Secretary/Executive Assistant	106
Case Manager	34
CFO	312
Claims Manager	96
Customer/Member Service Director	194
Formulary Director	6
Health Services Director	58
Human Resources/Training Director	346
Managed Care Director	51
Medical Director	340
Medical Records Director	12
Medicare/Medicaid Director	15
MIS Director	256
Nursing Care Services/Nursing Director	4
Office Manager/Business Manager	21
Pharmacy Director	91
President/CEO/Executive Director	825
Provider Relations Director	241
Purchasing Manager	17
Quality Assurance Director	96
Utilization Review Director	35
VP/Marketing Director	422
Other	23
TOTAL	3,601

SITE TYPES

Health Maintenance Organization	143
Preferred Provider Organization	130
HMO's/PPO's Organizations	310
Dental Maintenance Organization	76
Pharmacy Benefits Management Organization	66
Other	93
TOTAL	818

COMPANY OFFICE TYPES/ DECISION MAKERS

COMPANY OFFICE TYPES

Corporate Offices	470
Regional Office	348

DECISION MAKERS

Corporate Offices	2,431
Regional Office	1,170

AVAILABLE

Wellness Programs	
Number of Enrolled Members	

This card was updated on 12/22/08. For more information call SK&A directly at:

Corporate Office

Irvine, CA: (800) 752-5478

Brokers Welcome

- Available by Name & Title
- Updated Monthly
- 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 - \$75.00, Labels - \$15.00/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