

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	86
Case Manager	32
Chief Executive Officer	343
Chief Financial Officer	325
Claims Manager	83
Dir Human Resources/Training	294
Director Customer/Member Svc	126
Director of Health Services	46
Director of Managed Care	34
Director of Medical Records	9
Director of Medicare/Medicaid	10
Director of Preventive Health	0
Director of Provider Relations	174
Director of Quality Assurance	68
Director of Utilization Review	23
Executive Director	317
Formulary Director	4
M.I.S. Director	192
Medical Director	267
Miscellaneous	50
Nursing Care Svs/Dir of Nurs	3
Office Manager/Business Manager	24
Pharmacy Director	75
President	176
Purchasing Manager	10
VP/Director of Marketing	409

SITE TYPES

Dental Maintenance Organization	63
Health Maintenance Organization	111
HMO's/PPO's Organizations	265
Other	57
Pharmacy Benefits Management Organization	55
Preferred Provider Organization	101
Total	702

COMPANY OFFICE TYPES/ DECISION MAKERS

COMPANY OFFICE TYPES

Corporate Offices	412
Regional Office	290

DECISION MAKERS

Corporate Offices	2,194
Regional Office	986

AVAILABLE

Wellness Programs	
Number of Enrolled Members	

This card was updated on 12/2/11. 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.

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