



HMO/PPO Management Decision Makers

By SK&A: **3,984**

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	128
Case Manager	36
CFO	345
Claims Manager	112
Customer/Member Service Director	204
Formulary Director	6
Health Services Director	62
Human Resources/Training Director	363
Managed Care Director	55
Medical Director	388
Medical Records Director	11
Medicare/Medicaid Director	17
MIS Director	295
Nursing Care Services/Nursing Director	6
Office Manager/Business Manager	26
Pharmacy Director	102
President/CEO/Executive Director	909
Provider Relations Director	266
Purchasing Manager	19
Quality Assurance Director	109
Utilization Review Director	44
VP/Marketing Director	468
Other	15
TOTAL	3,984

SITE TYPES

Health Maintenance Organization	149
Preferred Provider Organization	144
HMO's/PPO's Organizations	332
Dental Maintenance Organization	87
Pharmacy Benefits Management Organization	69
Other	82
TOTAL	870

COMPANY OFFICE TYPES/ DECISION MAKERS

COMPANY OFFICE TYPES

Corporate Offices	509
Regional Office	361

DECISION MAKERS

Corporate Offices	2,692
Regional Office	1,294

AVAILABLE

Wellness Programs
Number of Enrolled Members

This card was updated on 7/18/08. 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