



DESCRIPTION OF DATABASE

This database comprises companies and corporations that manage hospitals, nursing homes and pharmacies. Most of these companies oversee their financial interests. Group Purchasing Agencies purchase bulk goods. Hospital Consortiums group together to collaborate on issues like reimbursement and regulations. They make purchases, enter into contracts, and represent member hospitals. Hospital Management Corporation own and/or manage hospitals, nursing homes and pharmacies and make purchasing agreements and negotiate contracts.

Offers best results for: Catalogs, health care products, medical equipment/supplies, office needs, publications, recruitment, and video training products.

FUNCTION SELECTS

QUANTITY

Table with 2 columns: Function Selects and Quantity. Rows include Administrative Assistant (1,182), CFO/Controller (1,058), Formulary Director (129), Human Resources Director (977), MIS/Data Processing Director (686), President/CEO (1,565), Purchasing Manager (26), Quality Assurance/Risk Management Director (590), Supply/Materials Management Director (450), VP of Planning/Marketing (681), VP/Purchasing Director (85), Other (571), and TOTAL (8,498).

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

Table with 2 columns: Item and Price. Rows include Base Price (\$100.00/M), Title Selects (\$10.00/M), Phone Numbers (\$55.00/M), Gender (\$10.00/M), State/SCF (\$10.00/M), Beds (Hospitals & Nursing Homes) (\$10.00/M), Key-Coding up to 8 Digits (\$5.00/M), and Minimum Order (5,000 names) (\$500.00 flat).

SITE TYPES

Table with 2 columns: Site Types and Quantity. Rows include Hospital Group Purchasing Agencies (30), Hospital Management Corporations (626), Hospital Consortiums (137), Medical Group Management Corporations (4), Nursing Home Management Corporations (660), Nursing Home and Hospital (50), and TOTAL (1,508).

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