

HEALTHCARE INSIGHTS

Walgreens Tops List of Pharmacy Chains. Walgreens is the nation's leading drug chain with more than 10,000 pharmacists in over 5,000 stores. See the top 25 pharmacy chains ranked by number of pharmacists. Did you know that 45% of stores have only one pharmacist? This no-cost study is a valuable resource for any sales or marketing organization targeting pharmacists. [Download complimentary report](#)

California's 50 Largest Hospitals. California leads the nation in hospital beds with nearly 104,000 places to recuperate. See the state's 50 largest hospitals ranked by bed count and site type. Reach the managers and administrators who make the purchasing decisions in each hospital department. [Download here.](#)

Office Managers Wield Influence Over Access to Physicians. In nearly half of U.S. medical practices, office managers set the policy for allowing sales-rep visits. In a recent national survey of medical practices, SK&A found that office managers wield as much influence as lead physicians in determining the policy for allowing industry sales representatives to visit with physicians. [Read press release](#)

DATABASES & RESOURCES

Know Where the Sales Opportunities Are for EMR Solutions. With the recently passed "American Recovery and Reinvestment Act of 2009," physicians are being offered financial incentives to adopt Electronic Medical Records systems in their practices. SK&A's findings that 63% of doctor offices do not use EMR software point to big sales opportunities for healthcare-IT vendors. Get a list of physicians who have not adopted EMR solutions. This database is guaranteed to help you connect with top prospects and buyers. [See list.](#)

Learn Where Physicians Have Hospital Admitting Privileges. This new select from the SK&A database allows you to connect physicians to the hospitals where they have admitting privileges. In addition to reaching physicians at their offices, gain the opportunity to identify where they admit patients and perform procedures at affiliated hospitals. Reach more than 560,000 physicians with this database. Get full contact information for both the office and hospital contact. [View datacard](#)

360,000 Phone-Verified Physician Email Addresses. Are you tired of the high cost of bounced or undelivered emails? Now you can access the industry's highest quality database of physician emails with every address telephone-verified and matched exactly to a physician name and business address. Target physicians in 90 specialties at their practice domain for guaranteed deliverability. Select by specialty, job title, office size, location or many other variables. [Get email counts](#)

Hot List of Physicians! We just added 320 doctors to SK&A's Office-Based Physicians database for the week ending Sept 5. [View other results](#)

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SPECIAL OFFERS

Search Online for Sales Leads. For anyone selling to the medical industry, SK&A's *Live Access* is a must resource. Search online and get instant access to physician, pharmacist and hospital data. Get names, addresses, phones and faxes. Identify partners, affiliations, and more. Export and save results. Sign up your entire sales team. [Start your 14-day trial](#)

Instant List Counts and Order Delivery. Buy mailing lists now with no minimum order size requirements. *Live Counts* offers instant list counts and pricing with same-day fulfillment. Know your costs before you buy. No need to register unless you buy. Query a database of 226,193 medical offices and 6,750 hospitals. [Begin counts now](#)

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