HMO/PPO Directory
Mailing List and Database

This database offers the best information on more than 1,000 HMOs and PPOs including over 5,000 key contacts, enrollment information and more – information that gets your marketing material or sales information to the right person fast. Our editorial department has verified listed organizations, tracked new entities, mergers, acquisitions, and divestitures, and has deleted health plans that no longer exist – challenging tasks in this dynamic and ever-changing industry.

Total Records	**1,224**

HMO/PPO Personnel

Total Contacts	**6,039**
President/CEO	1,072
CFO/Finance	563
COO/Operations	409
Chief Administrative Officer	54
Chairman/Board Member	71
Executive Director/Manager/Vice President	354
Claims	70
Compliance/Regulatory Affairs	63
Network Contracting	117
Credentialing	46
Dental	36
In House Formulary/Pharmacy	83
Marketing/Business Development	569
Materials Management	18
Medical Affairs/Medical Officer	499
Member Services/Customer Service	158
Information Systems/Technology	310
Provider Services	181
Sales	218
Chief Actuary	26
Government Affairs/Medicare	80
Health Services/Clinical Care/Care Management	112
Human Resources	180
Legal/General Counsel	221
Public Relations/Media/Communications	442
Quality Improvement/Utilization Review	56
Underwriting/Risk Management	23

Member Enrollment

Less than 10,000	304
10,000-49,999	152
50,000-99,999	95
100,000-249,999	176
250,000-499,999	84
500,000-999,999	74
1,000,000+	341

Pricing

Base Price:	$450/F plus delivery
Source:	Directory Files
Updates:	Continuous

Delivery Options

PS Labels	$50/F
Diskette, Email, or FTP	$50/F

Additional Data Fields*

Additional Contacts, Single Mailing	$150/M
Additional Contacts, Unlimited Mailings	$300/M
Member Enrollment	$50/F
Key Coding	$50/F
Phone Numbers	$ 50/F

*Standard File Layout includes: plan type, company name, complete mailing address, and (1) contact with title.

Additional Mailings

Each Additional	30% of original order
Unlimited mailings	$900/F plus delivery

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Multiple User Licensing and Pricing available upon request.

Terms & Conditions

All names ordered are for one-time mailing usage only, unless ordering additional mailings. Lists can be used for one year from invoice date. Sample Mailing Piece and List Rental Agreement required for all orders. Prepayment is required. Please allow 3-5 working days for list fulfillment. Cancellations after mail date are fully due. Broker discounts available on base rate and selections with the exception of pressure sensitive labels.

To place an order or inquire about counts, please contact
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