

Alabama

**1 Aetna US Healthcare**  
**3000 Riverchase Galleria**  
**Suite 780**  
**Birmingham, AL 35244**  
**Toll-Free: 800-765-4379**  
**Phone: 205-985-3526**  
**Fax: 205-985-3539**  
 Year Founded: 1996  
 Number of Affiliated Hospitals: 23  
 Current Member Enrollment: 55,000

**Healthplan and Services Defined**  
 Plan Type: PPO  
 Model Type: Network  
 Offers Demand Management Patient Information Service: No

**Type of Payment Plans Offered**  
 POS, Capitated, FFS

**Geographic Areas Served**  
 Anniston, Autauga, Baldwin, Blount, Calhoun, Cherokee, Chilton, Clay, Cleburn, Colbert, Coosa, Covington, Cullman, Dallas, DeKalb, Elmore, Escambia, Etowah, Fayette, Jackson, Jefferson, Lauderdale, Lawrence, Limestone, Lowndes, Madison, Marsall, Mobile, Montgomery, Morgan, Panama City, Russell, Santa Rosa, St. Claire, Tallafega, Tallapoosa, Washington counties

**Peer Review Type**  
 Case Management: Yes

**Accreditation Certification**  
 Publishes and Distributes Report Card: Yes

**Key Personnel**  
 Medical Affairs ..... Richard Hart  
 Information Systems ..... Lisa Traynor

**Specialty Managed Care Partners**  
 Enters into Contracts with Regional Business Coalitions: Yes

**2 Behavioral Health Systems**  
**2 Metroplex Drive**  
**Suite 500**  
**Birmingham, AL 35209**  
**Toll-Free: 800-245-1150**  
**Phone: 205-879-1150**  
**Fax: 205-879-1178**  
 www.bhs-inc.com  
 For Profit Organization: Yes  
 Year Founded: 1989  
 Physician Owned Organization: No  
 Owned by an Integrated Delivery Network (IDN): No  
 Number of Affiliated Hospitals: 600  
 Number of Primary Physicians: 1,000  
 Current Member Enrollment: 225,000 (as of 08/16/01)

**Healthplan and Services Defined**  
 Plan Type: PPO  
 Model Type: Network  
 Plan Specialty: Behavioral Health  
 Benefits Offered: Behavioral Health, Psychiatric, Worker's Compensation  
 Offers Demand Management Patient Information Service: No

**Type of Payment Plans Offered**  
 DFFS

**Geographic Areas Served**  
 Nationwide

**Subscriber Information**  
 Average Monthly Fee Per Subscriber  
 (Employee + Employer Contribution):  
 Employee Only (Self): \$2.50  
 Average Annual Deductible Per Subscriber:  
 Employee Only (Self): \$0  
 Employee & 2 Family Members: \$0

**Network Qualifications**  
 Minimum Years of Practice: 5  
 Pre-Admission Certification: Yes

**Peer Review Type**  
 Utilization Review: Yes  
 Case Management: Yes

**Accreditation Certification**  
 Publishes and Distributes Report Card: Yes  
 JCAHO Accreditation, Utilization Review, Pre-Admission Certification, Quality Assurance Program

**Key Personnel**  
 President/CEO ..... Deborah L. Stephens  
 CFO ..... Kaye Huff  
 SR VP Administration ..... Pat Friedley  
 Claims Supervisor ..... Louise Bradley  
 Provider Relations Dir. .... Errica Williams  
 VP Operations ..... Maureen Gleason  
 Medical Director ..... William Patterson, MD  
 Director MIS ..... Paul Collins

Category	1996	1997	1998	1999	2000
Enrollment (thou.)	n/a	n/a	n/a	n/a	225

**Specialty Managed Care Partners**  
 Enters into Contracts with Regional Business Coalitions: Yes  
 Alabama Healthcare, North Alabama Business on Health

**3 Blue Cross Preferred Care**  
**450 Riverchase Parkway E**  
**PO Box 995**  
**Birmingham, AL 35298**  
**Phone: 205-988-2100**  
**Fax: 205-733-4747**

**Healthplan and Services Defined**  
 Plan Type: PPO  
 Offers Demand Management Patient Information Service: No

**Type of Payment Plans Offered**  
 DFFS

**Accreditation Certification**  
 Publishes and Distributes Report Card: Yes

**Key Personnel**  
 Senior VP ..... James Brown

**4 Gulf Coast Regional PPO**  
**6801 Airport Boulevard**  
**Mobile, AL 36608**  
**Phone: 251-639-2665**  
 e-mail: ltrice@providencehospital.org  
 Non-Profit Organization: Yes

Year Founded: 1985  
Owned by an Integrated Delivery Network (IDN): Yes  
Number of Affiliated Hospitals: 1  
Number of Primary Physicians: 161  
Number of Referral/Specialty Physicians: 317  
Current Member Enrollment: 39,000 (as of 08/24/01)

### Healthplan and Services Defined

Plan Type: PPO  
Model Type: IPA  
Offers Demand Management Patient Information Service: Yes

### Type of Coverage

Catastrophic Illness Benefit: Varies per case

### Type of Payment Plans Offered

POS, DFFS, FFS, Combination FFS & DFFS

### Geographic Areas Served

Southwest Alabama

### Network Qualifications

Pre-Admission Certification: Yes

### Peer Review Type

Utilization Review: Yes  
Second Surgical Opinion: Yes  
Case Management: Yes

### Accreditation Certification

Publishes and Distributes Report Card: No  
JCAHO Accreditation, Medicare Approved, Utilization Review, Pre-Admission Certification, State Licensure, Quality Assurance Program

### Key Personnel

Executive Director ..... Larry Trice  
Medical Affairs ..... Phillip Madonia, MD

### Specialty Managed Care Partners

Enters into Contracts with Regional Business Coalitions: No

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## 5 Gulf Health Plans PPO

2559 Emogene Street

Mobile, AL 36606

Phone: 334-470-0207

Fax: 334-450-3307

e-mail: kgoff@gulfhealthplans.com

www.gulfhealthplans.com

Subsidiary of: Infirmiry Health System

For Profit Organization: Yes

Year Founded: 1985

Physician Owned Organization: No

Owned by an Integrated Delivery Network (IDN): Yes

Federally Qualified: No

Number of Affiliated Hospitals: 22

Number of Primary Physicians: 292

Number of Referral/Specialty Physicians: 586

Current Member Enrollment: 97,000 (as of 08/01/01)

### Healthplan and Services Defined

Plan Type: PPO  
Model Type: Network  
Plan Specialty: Behavioral Health, EPO, Lab, Vision, Radiology  
Benefits Offered: Behavioral Health, Physical Therapy, Podiatry, Psychiatric, Transplant, Vision, Wellness  
Offers Demand Management Patient Information Service: No

### Type of Coverage

Commercial, Individual, Indemnity

### Type of Payment Plans Offered

POS, DFFS, Combination FFS & DFFS

### Geographic Areas Served

Alabama: Baldwin, Clark, Escambia, Mobile counties;  
Washington; Florida: Escambia, Santa Rosa counties;  
Mississippi: George county

### Subscriber Information

Average Monthly Fee Per Subscriber  
(Employee + Employer Contribution):  
Employee Only (Self): \$1.25  
Average Subscriber Co-Payment:  
Primary Care Physician: \$10  
Hospital ER: \$50

### Network Qualifications

Pre-Admission Certification: Yes

### Accreditation Certification

Publishes and Distributes Report Card: No

### Key Personnel

President/CEO. .... Kerry Goff  
334-470-0207  
kgoff@gulfhealthplans.com

### Average Claim Compensation

Physician's Fees Charged: 85%  
Hospital's Fees Charged: 80%

### Specialty Managed Care Partners

Enters into Contracts with Regional Business Coalitions: No

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## 6 Health Choice of Alabama

3500 Blue Lake Drive

Suite 215

Birmingham, AL 35243

Phone: 205-715-4801

Fax: 205-715-4802

e-mail: scott.sheedy@bhsala.com

Non-Profit Organization: Yes

Year Founded: 1983

Number of Affiliated Hospitals: 87

Number of Primary Physicians: 1,350

Number of Referral/Specialty Physicians: 2,590

Current Member Enrollment: 155,100 (as of 07/01/01)

### Healthplan and Services Defined

Plan Type: PPO  
Model Type: Network  
Benefits Offered: Chiropractic, Home Care, Inpatient SNF, Physical Therapy, Podiatry, Psychiatric, Transplant  
Offers Demand Management Patient Information Service: No

### Type of Coverage

Catastrophic Illness Benefit: Maximum \$1M

### Type of Payment Plans Offered

DFFS, Capitated, FFS

### Geographic Areas Served

Statewide

### Subscriber Information

Average Monthly Fee Per Subscriber  
(Employee + Employer Contribution):  
Employee & 2 Family Members: \$1.50  
Average Annual Deductible Per Subscriber:

Employee & 2 Family Members: \$125.00

**Network Qualifications**

Pre-Admission Certification: Yes

**Accreditation Certification**

JCAHO

Publishes and Distributes Report Card: Yes

Utilization Review, Pre-Admission Certification, State

Licensure, Quality Assurance Program

**Key Personnel**

CEO . . . . . Scott Sheedy  
scott.sheedy@bhsala.com

COO . . . . . Joe Oaks  
Marketing . . . . . Scott Sheedy  
scott.sheedy@bhsala.com

Medical Affairs . . . . . Alan Goldstein, MD  
Provider Services . . . . . Cherie Pardi

QA/UR . . . . . Eileen Langan, RN

**Specialty Managed Care Partners**

Enters into Contracts with Regional Business Coalitions: Yes

**Employer References**

Baptist Health System, Birmingham Steel, Buffalo Rock  
Bottling, Sonic Auto, Elastic Corporation

**7 Oath - A Health Plan for Alabama**

**2 Perimeter Park S**

**Suite 200 W**

**Birmingham, AL 35243**

**Toll-Free: 800-888-7647**

**Phone: 205-968-1000**

**Fax: 205-968-2277**

www.theoathofalabama.com

Subsidiary of: Venture Health Partnership Group

For Profit Organization: Yes

Owned by an Integrated Delivery Network (IDN): No

Current Member Enrollment: 72,582 (as of 07/31/01)

**Healthplan and Services Defined**

Plan Type: HMO

Model Type: IPA

Benefits Offered: Behavioral Health, Chiropractic, Dental,

Disease Management, Home Care, Prescription

Offers Demand Management Patient Information Service: No

**Type of Coverage**

Commercial, Individual, Medicare

**Type of Payment Plans Offered**

DFFS

**Accreditation Certification**

Publishes and Distributes Report Card: No

**Key Personnel**

CEO/President . . . . . John Davis

Chief Financial Officer . . . . . Robin McElfrick

Chief Operations Officer . . . . . Robin McElfrick

VP Sales/Marketing . . . . . Kirk David, Jr.

VP Medical Services . . . . . Herb Hendricks, MD

Member Services Director . . . . . Dianna Evans

Chief Information Officer . . . . . Michael Laskowski

Acting VP . . . . . Karen Cook

Quality Assurance/Utilization Review . . . . . Kirk David, Jr.

**Specialty Managed Care Partners**

MHNet

Enters into Contracts with Regional Business Coalitions: No

**Employer References**

City of Birmingham, AL, Jefferson County, AL, Public

Education Employees Health Plan, USX,

**8 Prime Health of Alabama**

**1400 University Boulevard S**

**Mobile, AL 36609**

**Toll-Free: 800-236-9421**

**Phone: 334-342-0022**

**Fax: 334-380-3236**

e-mail: mmckerchie@primehealth.org

www.primehealth.org

Non-Profit Organization: Yes

Year Founded: 1984

Number of Affiliated Hospitals: 43

Number of Primary Physicians: 574

Number of Referral/Specialty Physicians: 885

Current Member Enrollment: 28,895

**Healthplan and Services Defined**

Plan Type: HMO

Model Type: Network

Benefits Offered: Prescription

Offers Demand Management Patient Information Service: No

**Type of Coverage**

Catastrophic Illness Benefit: Unlimited

**Type of Payment Plans Offered**

FFS

**Geographic Areas Served**

Baldwin, Clarke, Escambia, Mobile & Washington; Dallas,

Chilton, Coosa, Bullock, Lowndes, Autauga, Elmore,

Tallapoosa, Montgomery counties

**Subscriber Information**

Average Monthly Fee Per Subscriber

(Employee + Employer Contribution):

Employee Only (Self): \$161.21

Employee & 1 Family Member: \$319.20

Employee & 2 Family Members: \$465.90

Average Subscriber Co-Payment:

Primary Care Physician: \$15.00

Prescription Drugs: \$10.00

Hospital ER: \$25.00

Home Health Care: 100% covered

Home Health Care Max. Days/Visits Covered: 60 days

Nursing Home: Not covered

**Network Qualifications**

Pre-Admission Certification: Yes

**Peer Review Type**

Utilization Review: Yes

Second Surgical Opinion: No

Case Management: Yes

**Accreditation Certification**

Publishes and Distributes Report Card: No

Medicare Approved, Utilization Review, Pre-Admission

Certification, State Licensure, Quality Assurance Program

**Key Personnel**

President/CEO . . . . . Kathryn J. Parks

CFO . . . . . Bob Rubin

Claims . . . . . Rae Lynn Dennis

Network Contracting..... Sharon Ross  
 Marketing Dir./Public Rel..... Greg Loughlin  
 Materials Management ..... Ginny Kuhn  
 Medical Affairs ..... Judy Mitchell  
 Member Services..... Teresa Boone  
 Information Systems..... Todd K. Morgan  
 Provider Services ..... Teresa Boone

Category	1996	1997	1998	1999	2000
Revenue (\$mil.)	17.2	n/a	n/a	n/a	n/a
Net Income (\$mil.)	1.5	n/a	n/a	n/a	n/a
Patient Complaints	n/a	n/a	n/a	n/a	283

### Average Claim Compensation

Physician's Fees Charged: 1%  
 Hospital's Fees Charged: 1%

### Specialty Managed Care Partners

Enters into Contracts with Regional Business Coalitions: No

## 9 United HealthCare

3700 Colonnade Parkway

Birmingham, AL 35243

Phone: 205-977-6300

Fax: 205-977-6537

www.uhc.com

For Profit Organization: Yes

Year Founded: 1986

Number of Affiliated Hospitals: 79

Number of Primary Physicians: 1,280

Number of Referral/Specialty Physicians: 2,553

Current Member Enrollment: 103,204

### Healthplan and Services Defined

Plan Type: HMO

Model Type: IPA

Benefits Offered: Prescription

Offers Demand Management Patient Information Service:  
 Yes

### Geographic Areas Served

Autauga, Baldwin, Bibb, Bullock, Clarke, Coffee, Coosa,  
 Crenshaw, Dallas, Elmore, Greene, Hale, Lauderdale,  
 Macon, Madison, Monroe, Pickens, Tallapoosa, Wilcox  
 counties

### Subscriber Information

Average Annual Deductible Per Subscriber:

Employee Only (Self): \$250

Employee & 1 Family Member: \$500

Employee & 2 Family Members: \$500

Medicare: n/a

Average Subscriber Co-Payment:

Primary Care Physician: \$10.00

Non-Network Physician: 30%

Prescription Drugs: \$10.00

Hospital ER: \$5000

Home Health Care: 0%

Home Health Care Max. Days/Visits Covered: Unlimited

### Network Qualifications

Pre-Admission Certification: Yes

### Accreditation Certification

Publishes and Distributes Report Card: Yes

JCAHO Accreditation, Medicare Approved, Utilization

Review, Pre-Admission Certification, State Licensure,  
 Quality Assurance Program

### Key Personnel

Chief Financial Officer..... Joe McSorley

Marketing ..... Mike Fulk

Medical Affairs..... Annette Ivory

Information Systems..... Steve Weiss

### Specialty Managed Care Partners

Enters into Contracts with Regional Business Coalitions: Yes

## 10 Viva Health

1401 21st Street S

Birmingham, AL 35205

Phone: 205-939-1718

Fax: 205-939-1748

### Healthplan and Services Defined

Plan Type: HMO

Offers Demand Management Patient Information Service: No

### Type of Payment Plans Offered

DFFS, Capitated

### Geographic Areas Served

Autauga, Baldwin, Bibb, Blount, Calhoun, Chilton, Dallas,  
 Jefferson, Marion, Mobile, Montgomery & Shelby counties

### Accreditation Certification

Publishes and Distributes Report Card: No

Alaska

11 **Beech Street - Alaska**

25500 Commercentre Drive

Lake Forest, CA 92630

Toll-Free: 800-877-1666

Phone: 949-672-1000

Fax: 949-672-1111

e-mail: everywhere@beechstreet.com

www.beechstreet.com

For Profit Organization: Yes

Physician Owned Organization: No

Owned by an Integrated Delivery Network (IDN): No

Current Member Enrollment: 5,024

**Healthplan and Services Defined**

Plan Type: PPO

Model Type: Network

Plan Specialty: Behavioral Health, Chiropractic, Disease Management, Lab, Radiology, Worker's Compensation, UR

Benefits Offered: Behavioral Health, Chiropractic, Disease Management, Home Care, Inpatient SNF, Long-Term Care, Physical Therapy, Podiatry, Psychiatric, Transplant, Wellness, Worker's Compensation

**Type of Payment Plans Offered**

Capitated

**Geographic Areas Served**

Nationwide

**Network Qualifications**

Pre-Admission Certification: Yes

**Peer Review Type**

Utilization Review: Yes

Second Surgical Opinion: Yes

Case Management: Yes

**Accreditation Certification**

AAHC (formerly URAC)

Publishes and Distributes Report Card: No

JCAHO Accreditation, Medicare Approved, Utilization Review, Pre-Admission Certification, State Licensure, Quality Assurance Program

**Key Personnel**

President/CEO . . . . . William Hale, Jr.  
949-672-1000  
administration@beechstreet.com

CFO . . . . . Norman Werthwein  
949-672-1000  
administration@beechstreet.com

Regional VP . . . . . Rick Marcus  
949-955-6252

VP of Claims Management . . . . . Dee Dee Clough  
949-672-1000  
administration@beechstreet.com

VP of Customer Service . . . . . Janice Walker, RN, CPAQ  
949-672-1000  
administration@beechstreet.com

Credentialing . . . . . Janice Walker, RN, CPAQ  
949-672-1000  
administration@beechstreet.com

Director of Marketing . . . . . Dave Vaughan  
949-672-1000  
administration@beechstreet.com

Medical Affairs . . . . . Janice Walker, RN, CPAQ  
949-672-1000  
administration@beechstreet.com

Member Services . . . . . Janice Walker, RN, CPAQ  
949-672-1000  
administration@beechstreet.com

Sr VP Information Systems . . . . . Mark Cameron  
949-672-1000  
administration@beechstreet.com

Provider Services . . . . . Janice Walker, RN, CPAQ  
949-672-1000  
administration@beechstreet.com

Reg. Director, New Sales . . . . . Don Magle  
782-205-0100  
administration@beechstreet.com

Category	1996	1997	1998	1999	2000
Enrollment	n/a	n/a	n/a	n/a	5,024

**Specialty Managed Care Partners**

Enters into Contracts with Regional Business Coalitions: Yes

