

HMO/PPO Directory

Mailing List and Database

This up-to-date database offers the best information on more than 1,200 HMOs and PPOs including over 6,000 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 each listed organization, 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.

HMO/PPO Category Selections

Total Records	1,245
Health Maintenance Organizations (HMO)	496
Preferred Provider Organizations (PPO)	455
Multiple Plan	69
HMO/PPO	60
Other	153

Pricing

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

Delivery Options

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

HMO/PPO Personnel

Total Contacts	6,052
CEO	1,066
CFO	806
COO	580
Claims	499
Network Contracting	479
Credentialing	318
Dental	229
In House Formulary	242
Marketing	432
Materials Management	166
Medical Affairs	379
Member Services	231
Information Systems	217
Provider Services	231
Sales	226

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: company name, complete mailing address, and (1) contact with title.

Additional Mailings

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

Multiple User Licensing and Pricing available upon request.

Member Enrollment

Less than 10,000	336
10,000-49,999	139
50,000-99,999	137
100,000-249,999	209
250,000-499,999	103
500,000-999,999	119
1,000,000+	204

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
List Manager at Grey House Publishing (800) 562-2139 x118

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