

The Guide to U.S. HMOs & PPOs

Mailing List and Database

This database offers the best information on more than 1,700 HMOs and PPOs, including more than 4,000 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 **1,792**

HMO/PPO Personnel

Total Contacts	4,104
President/CEO	3,004
CFO/Finance	1,832
COO/Operations	642
Chief Administrative Officer	115
Chairman/Board Member	100
Executive Director/Manager/Vice President	458
Claims	128
Compliance/Regulatory Affairs	122
Network Contracting	313
Credentialing	50
Dental	66
In House Formulary/Pharmacy	328
Marketing/Business Development	1,372
Materials Management	196
Medical Affairs/Medical Officer	1,438
Member Services/Customer Service	360
Information Systems/Technology	623
Provider Services	542
Sales	607
Chief Actuary	27
Government Affairs/Medicare	93
Health Services/Clinical Care/Care Management	122
Human Resources	187
Legal/General Counsel	267
Public Relations/Media/Communications	499
Quality Improvement/Utilization Review	57
Underwriting/Risk Management	30

Member Enrollment

Less than 10,000	3,046
10,000-49,999	155
50,000-99,999	103
100,000-249,999	183
250,000-499,999	102
500,000-999,999	93
1,000,000+	435

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