



The 2017 National Managed Care Leadership Directory

\$249 Soft Cover Book, \$215 PDF Book or \$595 Database/PDF Bundle

Listing of 8,243 key decision makers from 1,009 managed care organizations including health plans, provider networks, PBMs, Dental, Vision, Behavioral, Care Management Organizations, TPAs, and more. The directory lists names, titles, address, phone, fax and web sites with 33 critical functions and job categories per company. The downloadable Database/PDF Bundle includes a PDF version of the book plus the entire Directory database provided in multiple database and spreadsheet file formats.

Book Format

The 600+ page soft cover book and PDF version list employees by company in alphabetical order, with five separate indexes provided to cross reference listings by state, company type, parent company, job category, and extensive changes from the 2016 directory.

Sample format for listings by company:

<i>Blue Shield of California</i>		
50 Beale Street		Phone 415-229-5000
San Francisco, CA 94105-1808		Fax 415-229-5070
Type of Company: Health Plan		
Web Site: www.blueshieldca.com		
<i>Key Executive Function</i>	<i>Name</i>	<i>Title</i>
Chairman of the Board	Doug Busch	Chairman of the Board
President/CEO	Paul Markovich	President & CEO
Chief Medical Officer	Marcus Thygeson, MD	SVP and Chief Health Officer
Chief Finance Officer	Michael Murray	SVP & Chief Financial Officer
Chief Information Officer	Michael Mathias	SVP & Chief Information Officer
The number of listings vary per company, with an average of over eight per company with some companies listing up to 28 separate job categories and over 50 employees each.		

Database/PDF Bundle Format

This bundle provides a PDF version of the book, plus the entire database in multiple database and spreadsheet file formats including Microsoft Access, Excel, Comma Delimited, and zip code sorted labels in Microsoft Word. The database license allows you unlimited use for mailings, prospecting, etc.; subject to the applicable terms and conditions.

Additional Information

Detailed demographic tables, sample pages and additional information is available on-line along with an order form at www.healthexecstore.com You can also call 209.577.4888 with your questions or to place an order. An order form is also provided for your use on the reverse side of this flyer.

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