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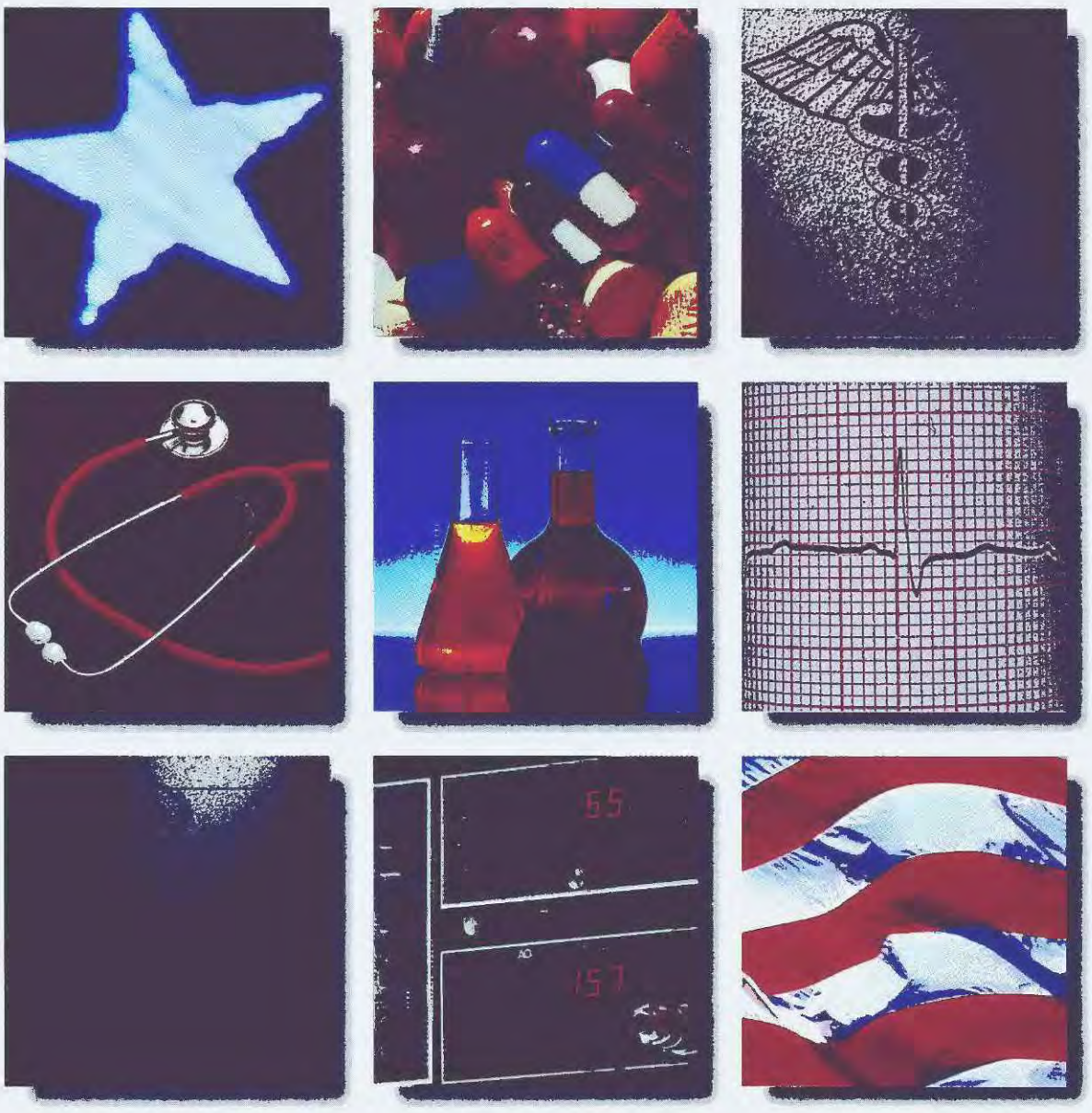
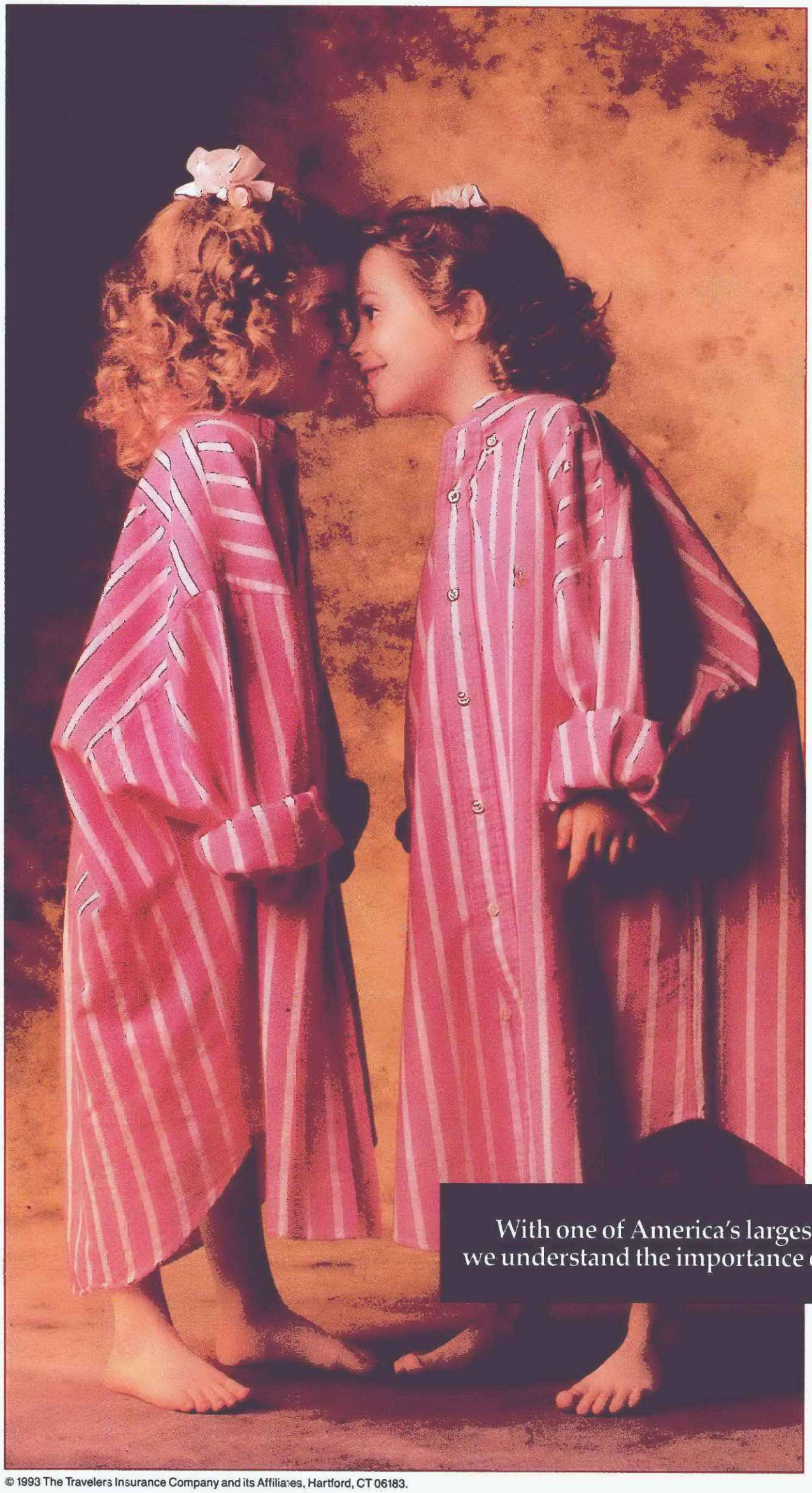
1993~1994

MANAGED CARE MARKET REPORT





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Focus on Health Care

Managed care evolving despite Clinton proposal to reform system

Market forces continuing trend started long before latest reforms

By JOANNE WOJCIK

Federal lawmakers are preparing to hammer out a health reform proposal next year that will likely include some form of managed care. But around the nation, market forces already are at work reshaping the health care industry.

Indeed, much of the Clinton administration's "vision" is a composite of the successful initiatives already under way throughout the nation.

In fact, managed care itself was brought about by employer demand for a way to curb annual double-digit premium hikes in their health benefit plans.

But these market reforms so far have been sporadic and have not ensured universal coverage to eliminate cost-shifting. For those reasons, federal legislation may be just the prescription that's needed to expand managed care to the rest of the nation.

"Long before health care reform jumped on the managed care bandwagon, our business had shifted toward managed care," said Mike Thompson, vp of managed medical operations for The Prudential Insurance Co. of America in Roseland, N.J.

"We are continuing to see more evolution every year due to the fact that purchasers are more aware of health care costs and are basically fighting back against cost-shifting," said Robert W. Coburn, a principal at A. Foster Higgins & Co. Inc. in Washington.

"This is a situation where government action is following the market rather than leading it," observed Timothy R. Campbell, vp-government affairs at Travelers Corp. in Hartford, Conn.

"The delivery system is changing to become more businesslike," agreed Tom Elkin, assistant executive officer for health benefits at the California Public Employees' Retirement System, or CalPERS, in Sacramento.

"A lot of what the president was proposing is already old news," observed Dr. Allen Schaffer, national medical director for CIGNA Healthplans in Philadelphia.

"Today there are 90 million people in managed care," and other elements of Clinton's proposal, including ATM-like "smart cards" and physicians accessing patient data via an "information superhighway," are being developed or are under way, he said.

"Even before the reform process was initiated, managed care was already slowing cost increases. What the reform movement did was to accelerate that process," said Steve Plochocki, vp of sales and marketing at Costa Mesa, Calif.-based Abbey Home Healthcare Inc.

To put it succinctly, "managed care is health reform," he said.

Although most critics of the U.S. health care industry still argue that the primary reason costs have gotten out of control is that the industry is provider-driven rather than customer-driven, and most of the changes that have taken place over the past few years have definitely been spurred by payers' demands.

"Many of our products tend to be client-driven," says Joe Briand, vp of payor services for Cost Care Inc., a health care cost management firm based in Newport Beach, Calif.

For example, more sophisticated employers with their own medical staffs work with Cost Care to develop customized cost-containment products that eventually are rolled out for use by other employers.

As a result, "we now offer three or four dozen services," he said.

Cost Care's latest collaborative effort involves its parent company, John Hancock Mutual Life Insurance Co., and another insurer, Massachusetts Mutual Insurance Co., which have formed a consortium to offer TriState Network Services Inc., a "telephone gatekeeper" referral management product that targets high-cost specialist services.

Under the program, which will first be offered to employers in New York, New Jersey and Connecticut, employees

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Top 10 general service HMOs

Ranked by number of employees and dependents in employer groups as of June 30, 1993

Plan	Employees and dependents in employer groups	Participating employer/payer groups	Tax status	Corporate headquarters
Kaiser Foundation Health Plan Inc.	5.8 million	52,953	Not for profit	Oakland, Calif.
Prudential Health Care Plan Inc.[1]	3.3 million	12,695	For profit	Roseland, N.J.
CIGNA HealthCare Inc.	2.7 million	N/A	For profit	Hartford, Conn.
United HealthCare Corp.	1.9 million	10,000	For profit	Minneapolis
U.S. Healthcare Inc.	1.5 million	N/A	For profit	Blue Bell, Pa.
Aetna Heath Plans	1.3 million	N/A	For profit	Middletown, Conn.
Health Insurance Plan of Greater New York	1.0 million	10,000	Not for profit	New York
Humana Health Care Plans	964,500	N/A	For profit	Louisville, Ky.
Health Net	916,006	2,146	For profit	Woodland Hills, Calif.
PacifiCare Health Systems	818,795	3,290	For profit	Cypress, Calif.

[1] Figures include point-of-service plans
* Figures may include individuals serviced through HMOs managed by the ranked organization
** Blue Cross & Blue Shield Assn. is not ranked because network members are independently owned and operated
Source: *BI* survey

GRAPHIC BY JOHN HALL

Top 10 general service PPOs

Ranked by number of employees and dependents in employer groups as of June 30, 1993

Plan	Employees and dependents in employer groups	Participating employer/payer groups	Tax status	Corporate headquarters
USA Health Network	10,839,529	483	For profit	Phoenix
The AFFORDABLE Medical Networks	8,300,000	2,590	For profit	Downers Grove, Ill.
Admar Corp.	7,119,527	134	For profit	Santa Ana, Calif.
MultiPlan Inc.	6,000,000	30,000	For profit	New York
Preferred Health Network	5,133,000	32,140	For profit	Long Beach, Calif.
Beech Street of California Inc.	4,377,108	480	For profit	Irvine, Calif.
CAPP CARE Inc.	3,000,000	150	For profit	Newport Beach, Calif.
Anthem Health Systems	2,942,108	5,593	For profit	Indianapolis
Private Healthcare Systems Inc.	2,758,221	42,855	For profit	Waltham, Mass.
Aetna Health Plans	2,314,748	11,067	For profit	Middletown, Conn.

* Blue Cross & Blue Shield Assn. is not ranked because network members are independently owned and operated.
Source: BI survey

GRAPHIC BY KIM ROME

Top 10 workers compensation PPOs

Ranked by number of employees in employer/payer groups as of June 30, 1993

Plan	Employees in employer groups	Participating employer/payer groups	Tax status	Corporate headquarters
FOCUS Healthcare Management Inc.	17,425,782	N/A	For profit	Brentwood, Tenn.
Community Care Network, Inc.	13,000,000	370	For profit	San Diego
MedView Services Inc. (CompPro)	9,306,100	123	For profit	Farmington Hills, Mich.
The AFFORDABLE Medical Networks	6,600,000	145	For profit	Downers Grove, Ill.
Crawford Care Alliance*	5,000,000	1,200	For profit	Atlanta
Beech Street of California Inc.	4,026,000	184	For profit	Irvine, Calif.
USA Health Network	3,113,508	512	For profit	Phoenix
Kemper National Services Inc.	3,000,000	10,000	For profit	Plantation, Fla.
Admar Corp.	2,500,000	1	For profit	Santa Ana, Calif.
HealthStar Managed Care Corp.	1,125,000	38	For profit	Lincolnwood, Ill.

* Crawford Care Alliance provides services for its employee contracts through leased networks.
Source: BI survey

GRAPHIC BY KIM ROME

Managed care after reform

Bright future foreseen for HMOs, rest is uncertain

By NANCY P. JOHNSON

Crystal balls are currently in big demand at managed care companies, as the industry tries to foretell its future under the president's vision of health reform.

No one needs tarot cards to see that the managed care industry will continue to change, regardless of whether President Clinton's health plan—or any other health reform proposal—is enacted.

Market forces that began years ago will continue to make the managed care industry more competitive, cost-conscious, customer-driven, creative and efficient, consultants and representatives of managed care firms say.

Overall, the outlook for preferred provider organizations and especially health maintenance organizations under health reform is positive, they say. At the same time, certain elements of the Clinton health plan worry them.

The debate on health care over the past year " has already had an impact" on the managed care industry, said George J. Bregante, vp-marketing and sales at Beech Street Inc., a PPO based in Irvine, Calif. "Managed care companies are larger and stronger and are taking on more business as a result of the debate. Companies that thought 'managed care' was a foreign phrase are now asking about it," he said.

"The Clinton bill—and the other health reform bills—are very positive for managed care companies," said Kenneth J. Linde, president and chief executive officer of Principal Health Care in Rockville, Md., a member of the Des Moines, Iowa-based Principal Financial Group. Principal Health Care operates 17 HMOs and 19 PPOs in the United States.

HMOs are in the best position to succeed in the new environment, predicted Jim Roberts, a partner and actuary at Ernst & Young in Washington. "When I read about the Clinton plan, I read 'HMO.' "

While the future looks positive for managed care organizations, observers see some trouble spots ahead.

Of all the provisions in the Clinton health plan, the most detrimental to managed care firms is the one for global budgeting and premium caps, said Mr. Linde.

"To keep new ideas flowing, you need the marketplace to set prices," he asserted.

But, of all types of managed care plans, HMOs are best equipped to deal with global budgets, added Mr. Roberts. "They have the tools in place to pass reductions in revenues back to providers."

In fact, HMOs "are already forced to deliver services within a certain budget," said Philip J. Passantino, president of Physicians Health Services of New York Inc., an HMO based in White Plains, N.Y.

Because managed care companies will be operating under controlled budgets, they will need to find even more ways to keep costs down.

An increase in the use of physician fee schedules is one likely result, said Paul Sullivan, senior research consultant at the Alexander & Alexander Consulting Group Inc. in Newburyport, Mass.

The creation of "large, bureaucratic health alliances" could lead to other problems, said Richard Maturi, vp-national account services at the Blue Cross & Blue Shield Assn. in Chicago. As described under the Clinton plan, such alliances could "potentially crush any healthy competition" among plans, he said.

The Clinton plan requirement that HMOs offer members the option to go outside the network for care poses a potential cost control problem for managed care companies.

But, this is something HMOs can probably live with, said Principal Health Care's Mr. Linde.

"I think people should be given that choice," he said, adding Principal Health Care offers an opt-out in all states where it is legal to do so. However, he said, "very few" members go outside the system.

Managed care organizations in the future will be big but lean and mean, observers say.

Managed care companies will take advantage of electronic claims processing to increase administrative efficiency, said Mr. Linde.

"We are seeing potential (clients) looking for consolidated services," and that is reflective of the industry's general interest in consolidation, said Beech Street's Mr. Bregante.

How PPOs will fare under the changes is subject to debate.

In the next five to 10 years, PPOs' growth will slow as more tightly managed health care companies will flourish, Mr. Bregante predicted.

Physicians Health Services' Mr. Passantino agrees. "The entire managed care industry will try to look more like HMOs," he said.

Not so, says Dr. Edward Zalta, CEO and chairman of CAPP CARE Inc., a Newport Beach, Calif.-based PPO.

In fact, he sees HMOs becoming more like PPOs, because employers and employees say they want the choice of physicians that PPOs provide. But the evolution won't stop there, observers say. Managed care companies will find creative ways to deliver services in a customer-friendly way without losing their grip on cost control.

For example, Dr. Zalta predicts "a move away from the gatekeeper approach," which both patients and physicians resist.

"What will replace it will be practice guidelines, which will incorporate continuous quality improvement, outcomes research and control of referrals to specialists."

Use of practice guidelines will allow providers to bypass the precertification process, he added.

Practice guidelines are currently available, but not in an easy-to-use form, said Dr. Zalta. But, CAPP CARE is putting the 50 most common practice guidelines into a program that doctors can access on a hand-held computer. The guideline programs will be available by mid-1994, he said.

Another alternative to utilization review may be the increased use of provider profiling, said Deborah Lewis, a consultant at Kwasha Lipton in Fort Lee, N.J.

Providers will compare their data against other providers' data so they can compare their work against that of their peers, she said.

"Provider profiling is a way to get away from utilization review, which sometimes can be adversarial. There will be very little management of those physicians" who use provider profiling, she explained.

And, she said, more companies will distribute the results of HMO patient satisfaction surveys to their employees.

Business relationships, too, will change in the future.

Providers are now much more willing to contract with HMOs, because they feel that this will increase their chances of being tapped by regional alliances later, said Beech Street's Mr. Bregante.

There will be more hospital-driven managed care organizations, Ms. Lewis added. Hospitals are doing this "to survive," because they are becoming cost centers, not profit centers, she explained.

Survival strategies will include tactics dealing with a whole new level of competition under the Clinton plan, which would introduce "report cards" evaluating managed care companies' performance.

"We expect there to be stiff competition in the managed care market, but given the appropriate emphasis on quality monitoring and data reporting suggested in the Clinton plan and other plans, we expect only high-quality plans to qualify to participate," said Linda Schofield, vp-health issues at Aetna Life & Casualty Co. in Hartford, Conn.

Managed care organizations will be more accountable for quality of care under both clinical and patient satisfaction ratings, which "will really change the game," said Blue Cross & Blue Shield's Mr. Maturi.

Ernst & Young's Mr. Roberts agrees. "Administrative efficiency and effectiveness of the delivery system will be the only acceptable bases for competition," he said.

Patient satisfaction measures, as addressed in the Clinton proposal, will push hospitals to become much more patient-focused than they are now, predicted Kwasha Lipton's Ms. Lewis. For example, they will tend to reorganize patient care into small "teams" so that a patient sees only five rather than 50 caregivers during a week's stay, she said.

And, the shortage of primary care physicians relative to the number of specialists will make competition between plans for network providers very steep, said Ms. Schofield.

The stampede toward customer satisfaction won't end at pleasing patients. Under health reform, managed care companies will need to market their wares directly to the public, rather than to employers.

Under the Clinton plan, there would essentially be one huge annual open enrollment, observed Tom Billet, a principal at A. Foster Higgins & Co. in Stamford, Conn.

And, this brings up the question of how managed care companies will prepare to deal with huge increases—or decreases—in enrollment, he said.

Customer service certainly will be different, agreed Ernst & Young's Mr. Roberts. "Under the Clinton plan, there is no clear role for brokers and agents," he said. "Products will be sold through a catalog."

And, marketing will shift more toward the media, he predicted, suggesting that health plan enrollment in the future will be similar to a health plan enrollment season for federal employees in Washington—"when they are inundated with TV and print ads"—only on a much larger scale.

Sources differ on how employers will fit into the managed care picture of the future.

While some predict that employers will enjoy some advantages, like a reduction in burdensome utilization review, others believe employers will lose some of their say in health plans. At the same time, "employers should realize that the Clinton plan is not a done deal," said A&A's Mr. Sullivan. "There will be a lot of debate in the next year, and employers should realize they still have a lot to say about it, and their federal representatives want to hear from them." BI

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- *Employers will reap greater health cost savings as managed care companies refine their products.* **PAGE 4**
- *Karen Ignagni, the new chief executive officer of the Group Health Assn of America, discusses how employers can introduce managed care to employees, HMO quality and what she sees in the industry's future as health reform dawns.* **PAGE 6**

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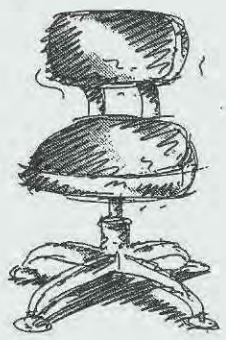

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Managed care not sitting still

Industry focusing on wringing additional savings from plans

By CHRISTINE WOOLSEY

Continued refinement of managed care programs should produce additional savings for employers as they—and everyone else—await the outcome of the debate over health care reform.

Most managed care organizations currently are not developing new products per se, but instead are seeking ways to better manage existing hospital and physician networks and improve quality.

Meanwhile, some large group health insurers are deliberately making the transition from simply financing health care to providing health care by purchasing independent group physician practices to add to their networks.

And, firms that build and operate corporate-sponsored family health centers say business is brisk as employers continue their quest to gain control over where their employees receive primary care treatment.

As the details of President Clinton's Health Security Act have emerged, most health insurers, health maintenance organizations and preferred provider organizations are confident that managed care is here to stay.

But, even if Congress fails to pass comprehensive health system reform, representatives from those firms say they will continue to focus their energies on marketing and refining existing managed care plans.

"The basic orientation of Blue Cross & Blue Shield of Illinois is that managed care is the future and, whether or not health reform passes, we'll need managed care to reduce (health care) trend lines and assure quality," said Dr. Arnold Widen, senior vp and corporate medical director for the Chicago-based health plan.

"Everything being done by managed care organizations recognizes that managed care will certainly be a part of any health care reform," said Bob Williams, vp of sales/marketing and specialty operations for United HealthCare Corp. in Minneapolis.

Employers, too, recognize that traditional indemnity plans are fast becoming obsolete. More companies of all sizes are introducing managed care plans in an effort to control medical plan costs.

"We saw tremendous lethargy over the summer in terms of employers' interest in managed care. Everyone was taking a wait-and-see attitude" until President Clinton unveiled his health reform plan, said Randall Abbott, managing director of Alexander & Alexander Consulting Group in Lyndhurst, N.J. "Now, plan sponsors are realizing Clinton's bill won't hit them until probably 1998. They have a window of five years and in the meantime things will remain status quo or get worse," he said.

"Employers recognize the value of managed care. The mind set of human resource managers has changed—they used to not even entertain the thought of managed care," said Tom Richmond, regional health care practice leader in The Wyatt Co.'s Chicago office.

"Companies used to measure the cost effectiveness of managed care vs. its potential to upset employees," he said. Now, in part because of the likelihood that managed care will be part of national health care reform, employers are more inclined to embrace it even if it does ruffle a few employees' feathers.

However, employers still resist plans that severely restrict employees' choice of providers. Most employers are introducing managed care programs with an opt-out provision so employees and dependents can continue to seek care from non-network providers if they wish, albeit at a higher out-of-pocket cost.

"The product of the moment appears to be the point-of-service plan, particularly among larger employers and those making the step into managed care for the first time," said Charlie Bell, senior vp of Aetna Health Plans, a unit of Aetna Life & Casualty Co. in Middletown, Conn.

"Employers are looking at both open and closed network models, but they are increasingly reaching out for products that will (appeal to) more employees," said United HealthCare's Mr. Williams. Closed HMO models, which reimburse treatment for network providers only, usually only attract 20% to 30% of enrollees, but POS plans can attract many more, he said.

Some employers are using PPOs to help them take their first steps toward managed care, though some consultants say they don't do much in terms of controlling health plan costs in the long run.

"No employer will save much over time with PPOs because they are just discount-based," contends Tim Garmager, a partner with Deloitte & Touche in Chicago. Employers shouldn't expect miracles, but they can expect a 10% to 15% savings during the first couple of years. After that, employers usually see their health care costs parallel the medical inflation rate, he said.

For that reason, more employers are encouraging employees to seek care from network providers by reducing out-of-network benefits.

'Employers recognize the value of managed care. The mind set of human resource managers has changed,' says Tom Richmond.

"Employers are much more willing to steer employees into networks now," said A&A Consulting's Mr. Abbott. "They used to want their out-of-network product to look a lot like" their traditional indemnity plan, he said. "But now we are seeing bona fide steerage."

Employers are requiring indemnity plan members to pay higher annual deductibles—$500 to $700—and higher out-of-pocket maximums—$4,000 for single coverage and $7,000 for family coverage, Mr. Abbott said.

While employers test the managed health plan waters, managed care organizations are busy developing strategies to control their expenses so they can offer employers competitive products and services.

"Health care reform portends significantly greater competition for us than in the past and we are looking at our cost structure and searching for ways to improve it," said Robert Crane, senior vp for Kaiser Foundation Health Plans in Oakland, Calif.

Increasingly, managed care organizations are looking for new payment mechanisms for hospitals and they are ratcheting down physician fees, Mr. Garmager said. "Employers should be looking for managed care firms that are aggressively looking at alternative reimbursements for physicians and hospitals."

For example, some firms are experimenting with applying Medicare reimbursement strategies like diagnostic-related groups and the resource-based relative value scale to the private sector.

Payments based on DRGs use a fixed amount per course of treatment for Medicare patients' inpatient care, regardless of length of stay. RBRVS payments, which take into account a physician's time, training and other factors, are designed to increase reimbursement for primary care doctors and decrease gross fees for specialists.

In addition, HMOs are pushing capitated contracts with hospitals.

"We are currently taking advantage of opportunities to extend capitation to specialty services beyond primary care, like laboratory services and X-rays," said William Sharkey, senior vp of national accounts and national marketing for CIGNA HealthCare in Hartford, Conn. CIGNA also is looking into purchasing small group physician practices in selected markets, he added.

Other insurers also have made the decision to move beyond mere contracting for provider services into direct delivery of health care. This fall, Aetna opened five primary health care centers in Atlanta and plans to open additional centers over the next year in Charlotte, N.C.; Chicago; Dallas/Fort Worth; and the Washington/Baltimore area.

The facilities, called HealthWays Family Medical Centers, are managed by a wholly-owned subsidiary of Aetna Life Insurance Co. The centers "are an additional tool in our bag of network products," said Mr. Bell, noting that the centers are open to all Aetna clients as well as patients in the community at large. The centers specialize in primary and preventive care.

Owning such facilities translates into greater control over the physicians that staff them, explained CIGNA's Mr. Sharkey. "From our experience with staff model delivery systems, it's clear that the degree of control is greater when physicians actually work for you," he said.

In addition, it simplifies the administrative work physicians have to do. In a staff model HMO they only have to deal with one set of protocols and guidelines. That means higher quality and fewer administrative errors, which translates into savings for corporate buyers, Mr. Sharkey said.

That desire for control may be what is driving some employers to establish their own family health centers. Several companies, including Delta Air Lines Inc., GTE Corp. and USX Corp., have opened such clinics this year (*BI*, Oct. 11; July 26; April 5).

"Employers and coalitions have come to realize traditional managed care hasn't worked—it results in poor access to physicians and costs continue to rise," said Frank Provato, senior vp and medical director for PHP Healthcare Corp., an Alexandria, Va.-based company that builds and operates family practice clinics for employers and insurers.

Three factors motivate employees to use company-sponsored facilities, Mr. Provato said. First, the center has to have a reputation of providing quality medical care, which typically is spread by word of mouth as more employees use the facility. Second, the clinic must be conveniently located near employees' homes or worksites. And lastly, there must be some financial incentive to encourage employees to visit the clinic, like reduced or waived co-payments or deductibles.

In general, employers have to be able to generate between 1,500 and 2,000 patients per doctor to gain efficiencies from running their own clinics. Savings are typically generated from reduced utilization of specialists and unnecessary tests and a focus on primary and preventive care. Another advantage of company-sponsored clinics is the degree of control over physician practices and the ability to hold them accountable for quality and cost-efficiency.

"Most of our contracts give employers the opportunity to approve staffing levels, budgets and spending over budget," Mr. Provato noted.

Like managed care, company-sponsored clinics are the wave of the future, he suggested. "Employers are concerned about the impact the government will have on the efficiency of the health care system," he said. "In the future, health care delivery will be dominated by insurance companies, hospital and physician affiliations and national HMOs. And right up there will be employer-sponsored health care delivery systems." BI

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Reno, NV
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Lancaster, PA
Philadelphia, PA
Sioux Falls, SD
Seattle, WA

CoreSource
Healthcare & Workers Compensation Solutions

CoreSource, Inc.
630 Dundee Road
Suite 340
Northbrook, IL 60062
1.800.832.3332

Annual listing of health maintenance organizations

ALABAMA

Aetna Health Plans (Point-of-Service)

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Staff	
Physicians	244
Patients/physician	1
Board-certified	82.4%
Specialists	646
Facilities	
Hospitals	6
Pharmacies	185
Users	
Employer/payer groups	5
Employees & dependents	326
Total	326

Service area: Alabama: Jefferson and Shelby counties.

Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.

Contact: Cherly Kelley.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

American Dental Plan of Alabama

3457 Sierra Drive, Birmingham, Ala. 35216; 205-823-3018; fax: 205-823-2868

Specialty HMO providing dental services only

Staff	
Dentists	50
Patients/dentist	25
Board-certified	90%
Specialists	10
Administrative	5
Locations	
Administrative	1
Users	
Employer/payer groups	25
Single coverage	204
Family coverage	306
Employees & dependents	734
Total	1,113

Service area: Alabama.

Officers: Nancy V. Jones, president; Dr. Ed Jones, medical director; Lamar Vice, marketing director.

See American Dental Plan consolidated listing under Georgia.

Complete Health

2160 Highland Ave., Birmingham, Ala. 35205; 205-933-7661; fax: 205-933-4352

Staff	
Physicians	749
Patients/physician	187
Board-certified	95%
Specialists	2,159
Facilities	
Hospitals	55
Users	
Employer/payer groups	705
Single coverage	20,951
Family coverage	35,367
Employees & dependents	130,719
Total	140,389
Average hospital stay	3.9 days
Hospital admission/1,000 members	78
Revenues	
1992	$115,654,187
1991	$107,443,612

Service area: Alabama: 45 counties, including the metropolitan areas of Birmingham, Huntsville, Mobile and Montgomery.

See Complete Health Services Inc. consolidated listing under Alabama.

Complete Health Services Inc.*

2160 Highland Ave., Birmingham, Ala. 35205; 205-933-7661; fax: 205-933-4352

Staff	
Physicians	1,951
Patients/physician	90
Board-certified	95%
Specialists	5,181
Facilities	
Hospitals	91
Users	
Employer/payer groups	872
Single coverage	26,373
Family coverage	44,521
Employees & dependents	166,633
Total	176,303
Average hospital stay	4.2 days
Hospital admission/1,000 members	75
Revenues	
1992	$115,654,187
1991	$107,443,612

Operational date: March 1986.
Federally qualified.
Certified in: Alabama, Arkansas, Florida, Georgia, Mississippi and Tennessee.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: University of Alabama, Birmingham Health Services and private investors.

Service area: Alabama, Arkansas, Florida, Georgia, Mississippi and Tennessee.

Services: Standard package. Other services include prescriptions, chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 7% of members are enrolled.

Offers non-federally qualified programs.

Enrollment options: Individual enrollment allowed.

Management reports: Provided monthly, quarterly, annually or upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: William W. Featheringill, president/CEO; Jim Little, executive director; Dr. Kenneth Burkhart, medical director; A.G. Covin, vp-marketing; Joe McSorley, vp-finance/CFO; Parveez Oliaii, COO.

** Figures are consolidated, including all HMOs in this organization.*

Humana Health Plan of Alabama Inc.

303 Williams Ave. S.W., Suite 121, Huntsville, Ala. 35801; 205-532-2000; fax: 205-532-2025

Users	
Total*	10,664

** Figures as of 8/31/93.*

Operational date: 1984.
Federally qualified.
Model type: IPA.

Service area: Alabama: Limestone, Madison and portions of Jackson, Marshall and Morgan counties.

Officers: Rene Moret, executive director; Rea Jabour, sales manager; Dr. Larry Sullivan, medical director.

See Humana Health Care Plans consolidated listing under Kentucky.

Humana Health Plan of Alabama Inc.

2350 Fairlane Drive, Suite 120, Montgomery, Ala. 36116; 205-270-5544; fax: 205-277-0406

Users	
Total*	9,956

** Figures as of 12/31/93.*

Operational date: 1984.
Federally qualified.
Model type: Network.

Service area: Alabama: Autauga, Dallas, Elmore, Montgomery and portions of Bullock, Lowndes and Macon counties.

Officers: Rene Moret, executive director; Rea Jabour, sales manager; Dr. Edgar Givhan, medical director.

See Humana Health Care Plans consolidated listing under Kentucky.

ARIZONA

Aetna Health Plans of Arizona Inc.

Pointe Corridor Centre IV, 7878 N. 16th St. Suite 210, Phoenix, Ariz. 85020; 602-395-8812; fax: 602-395-8813

Staff	
Physicians	372
Patients/physician	22
Board-certified	75.59%
Specialists	1,093
Facilities	
Hospitals	13
Pharmacies	339
Users	
Employees & dependents	8,333

Operational date: July 1982.
Certified in: Arizona.
NCQA qualification pending.
Ownership: Aetna Life Insurance Co.

Service area: Arizona: Maricopa County and portions of Pinal County.

Officers: James McLane, president; Valerie Olson, executive director; Eileen Sampanes, medical director; John Coyle, marketing director.

Contact: Anita Thompson.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Arizona Inc. (Point-of-Service)

Pointe Corridor Center IV, 7878 N. 16th St., Suite 210, Phoenix, Ariz. 85020; 602-395-8812; fax: 602-395-8813

Staff	
Physicians	332
Patients/physician	26
Board-certified	75.6%
Specialists	1,235
Facilities	
Hospitals	13
Pharmacies	348
Users	
Employer/payer groups	38
Employees & dependents	8,573
Total	8,573

Service area: Arizona: Maricopa county and northern portions of Pinal county.

Officers: James McLane, president; Valerie Olson, executive director; Eileen Sampanes, medical director; Jim Jones, marketing director.

Contact: Anita Thompson.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of Arizona Inc.-Tucson

535 N. Wilmot, Tucson, Ariz. 85711; 602-571-0111; fax: 602-748-2465

Staff	
Physicians	197
Specialists	625
Facilities	
Hospitals	11
Users	
Total	43,006

Operational date: January 1981.
Federally qualified.
Model type: IPA/staff.
Ownership: CIGNA Corp.

Service area: Arizona: Cochise, Graham, Greenlee, Pima, Pinal and Santa Cruz counties.

Officers: Chris Tucci, provider relations/member services director; Mitch Hall, executive director; Dr. Gil Burkel, medical director; Marilyn Atha, quality manager; Tammi Barrick, health services manager; Dr. Clyde Wright, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

CIGNA Private Practice Plan/CIGNA HealthCare of Arizona Inc.

11001 N. Black Canyon Highway, Suite 400, Phoenix, Ariz. 85029; 602-942-4462; fax: 602-371-2625

Staff	
Physicians	802
Specialists	2,703
Facilities	
Hospitals	46
Users	
Total	279,528

Operational date: November 1972.
Federally qualified.
Model type: IPA/staff.
Ownership: CIGNA Corp.

Service area: Arizona: Apache, Coconino, Gila, La Paz, Maricopa, Mohave, Navajo, Pinal, Yavapai and Yuma counties.

Officers: Dr. Robert Beauchamp, director-provider relations/vp/medical director; Dr. Zachary Gerbarg, vp/medical director; Rachel McDonald, member services manager; Dr. Clyde Wright, executive director/regional managed care officer; Dr. J. Kristin Olson-Garewal, associate medical director; Patricia Kurtzeman, quality manager; Bob Carroll, health services manager.

See CIGNA Corp. consolidated listing under Connecticut.

HMO Arizona

2444 W. Las Palmaritas, P.O. Box 13466, Phoenix, Ariz. 85002; 602-864-4644; fax: 602-864-4036

Staff	
Physicians	800
Patients/physician	2,000
Facilities	
Hospitals	55
Pharmacies	350
Locations	
Administrative	5
Users	
Employer/payer groups	700
Single coverage	20,147
Family coverage	12,800

Continued on next page

Guide to information contained in *BI* directory of HMOs

The seventh annual *Business Insurance* directory of health maintenance organizations contains 550 listings with information on HMOs.

The directory is published as an editorial service, and there is no charge for HMOs to be included.

HMOs are listed alphabetically under the state in which they operate. Many HMOs that operate in multiple states provide both consolidated and regional listings. The consolidated listing contains figures for nationwide operations, as well as data that universally applies to all regional operations. Consolidated listings are asterisked, marked with a footnote and appear in the state in which the organization is based. Regional listings contain figures that are applicable to that particular service area; additional data or data that differs from the consolidated listing for that area (if a consolidated listing is provided); and a reference note to the consolidated listing. Networks, or multistate HMOs, may include owned and managed operations in their listings.

Each listing begins with the **name**, **address**, **telephone** and **fax** number of the HMO. Information on staff and facilities as of June 30, 1993 follows.

Staff includes the number of **primary physicians** (which consists of general practitioners, internists and pediatricians), average number of **patients per primary physician**, the percentage of **board-certified** physicians, the number of **specialists** and the number of **administrative** staff.

The facilities heading contains the number of participating **hospitals** and **pharmacies**.

The locations heading lists the number of **administrative** and **primary care** sites.

Information on users as of June 30 was requested, including the number of **employer/payer groups** contracting with the HMO; the number of employees with **single coverage**; the number of employees with **family coverage**; the number of **employees and dependents** in employer groups; and **total** membership, including Medicare, serviced by the HMO. Also requested was the **average length of hospital stay** by HMO members and the rate of **hospital admissions per 1,000** members.

When provided, gross **revenues** from 1992 and 1991 for HMO operations is also listed.

Operational information follows, including **operational date, federal qualification, state certification** and **accreditation by the National Committee for Quality Assurance** in Washington.

The **model type** of the HMO is listed next. Group models contract with independent and multi-specialty physician groups. Independent practice associations (IPAs) contract with independent physicians or small, single-specialty physician groups, who are able to maintain private practices along with the HMO contract. Staff model HMOs directly employ salaried physicians to serve patients. Network models contract for services with two or more large IPAs. Mixed model HMOs are a combination of two or more model types.

The tax status as a **for profit** or **not for profit** HMO is listed, followed by **ownership**.

Service area by state and county follows. If the HMO **contracts** for services with another established HMO, the partner and service area is given here.

The **services** the HMO offers includes standard and optional features of coverage. Unless otherwise noted, the **standard package** includes physicians, hospitalization (inpatient and outpatient), laboratory, X-ray, preventive medicine and periodic check-ups. The provider that performs **diagnostic testing** and **lab work** for the HMO also is noted here.

Available **rating options** and **community rates** as of June 30 (if provided by the HMO) are reported along with the availability of **point-of-service contracts** and **non-federally qualified programs** to employers. Information on **Federal Health Care Financing Administration** contracts and **individual enrollment** (such as retirees) is also listed.

If the HMO provides **management reports** to payer groups, their availability and frequency is noted.

Information on **billing**, including whether the HMO provides direct billing for premiums under COBRA and whether a national accounts program with consolidated billing is available to multistate employers, is also stated.

Names and titles of **officers** are given. The name of a **contact** person for those wishing further information completes the listings.

If you wish to determine the states in which multistate HMOs operate, refer to the alphabetical index of networks at the end of the publication. The index lists HMOs operating directly or indirectly in three or more states.

An index listing the initial page of each state's HMO listing is provided on page 2.

Information for the directory was gathered from responses to a *Business Insurance* questionnaire. Although every effort is made to obtain complete and accurate information, *Business Insurance* is unable to verify all information and relies on the responses of the HMOs.

Continued from previous page

Employees & dependents	63,500
Total	63,500
Average hospital stay	3.2 days
Hospital admission/1,000 members	58

Operational date: July 1987.
Certified in: Arizona.
Model type: IPA.
Not for profit.
Ownership: Blue Cross & Blue Shield of Arizona.
Service area: Arizona: statewide except Coconino and Yuma counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and hearing devices. Options include dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Robert B. Bulla, president/CEO; Julie Pressley, vp-executive director/marketing director; Dr. Kenneth Smithson, medical director.

Humana Health Care Plans

Anchor Centre III, 2231 E. Camelback Road, Suite 208, Phoenix, Ariz. 85016; 602-381-4300; fax: 602-381-4381

Users	
Total*	19,250

** Figures as of 12/31/93.*

Operational date: September 1987.
Federally qualified.
Model type: IPA.
Service area: Arizona: Maricopa and Pima counties.
Officers: Bill Howard, executive director; Glen Padula, sales manager.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Health Care Plans

5055 E. Broadway, Suite C-214, Tucson, Ariz. 85711; 602-750-0107; fax: 602-750-0106

Operational date: September 1993.
Model type: IPA.
Service area: Arizona: Pima County.
Officers: Bill Howard, executive director; Glen Padula, sales manager.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana United Health Plan

Anchor Centre III, 2231 E. Camelback Road, Suite 208, Phoenix, Ariz. 85016; 602-381-4300; fax: 602-381-4381

Users	
Total*	3,622

** Figures as of 12/31/93.*

Operational date: September 1992.
Model type: IPA.
Service area: Arizona: Apache, Cochise, Gila, Graham, Greenlee, La Paz, Maricopa, Mohave, Navajo, Pima, Pinal, Santa Cruz, Yavapai and Yuma counties.
Officers: Bill Howard, executive director; Glen Padula, sales manager.
See Humana Health Care Plans consolidated listing under Kentucky.

Intergroup of Arizona

1010 N. Finance Center Drive, Tucson, Ariz. 85710; 602-721-4444; fax: 602-290-7389

Staff	
Physicians	527
Patients/physician	421
Board-certified	78%
Specialists	1,860
Facilities	
Hospitals	35
Pharmacies	111
Locations	
Primary care	44
Users	
Employer/payer groups	956
Single coverage	47,321
Family coverage	52,857
Employees & dependents	226,320
Total	231,475
Average hospital stay*	3.4 days
Hospital admission/1,000 members*	61.2

** Figures are averages of April through June, 1993.*

Operational date: November 1981.
Federally qualified.
Certified in: Arizona, Utah.
NCQA qualification pending.
Model type: Group/IPA/network.
For profit.
Ownership: Intergroup Healthcare Corp.
Service area: Arizona: Cochise, Coconino, Gila, Graham, Greenlee, Maricopa, Pima, Pinal and Santa Cruz counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, OB/Gyn, hospice services, skilled nursing facilities, home health care and organ transplants. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.
Management reports: Provided.
Officers: Charles F. Barrett, president/CEO; Carwin Y. Peterson, senior vp/CFO/COO; Dr. Philip E. Dew, senior vp-medical affairs.
Contact: Sally Allison, 602-721-4444.

MetLife HealthCare Network of Arizona Inc.

3020 E. Camelback Road, Suite 100, Phoenix, Ariz. 85016; 602-553-1300

Staff	
Physicians	620
Patients/physician	11.5
Board-certified	90%
Specialists	1,188
Facilities	
Hospitals	39
Locations	
Administrative	1
Users	
Employer/payer groups	64
Employees & dependents	7,143
Total	7,143
Average hospital stay	4 days
Hospital admission/1,000 members	52.6
Revenues	
1992	$15,320,254
1991	$9,767,491

Operational date: July 1985.
Certified in: Arizona.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Arizona: Apache, Coconino, Cochise, Gila, Graham, La Paz, Maricopa, Mohave, Navajo, Pima, Pinal, Santa Cruz, Yavapai, Yuma.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Kevin J. Burns, Ralph E. McElcowney III, directors; Kathleen M. Garast, director/president/CEO; Dr. William Semmons, vp; Elizabeth A. Lorenz, secretary/treasurer; Michael F. Tietz, assistant secretary.
Contact: Jim Gidicsin, 203-454-6133.

PARTNERS Health Plan

5210 E. Williams Circle, Suite 300, Tucson, Ariz. 85711-7417; 602-748-8020; fax: 602-748-4289

Staff	
Physicians	204
Patients/physician	379
Board-certified	75%
Specialists	564
Facilities	
Hospitals	13
Pharmacies	53
Locations	
Administrative	6
Primary care	5
Users	
Employer/payer groups	910
Single coverage	28,322
Family coverage	18,317
Employees & dependents	78,980
Total	86,614
Average hospital stay	3.8 days
Hospital admission/1,000 members	69
Revenues	
1992	$100,000,000
1991	$75,000,000

Operational date: June 1986.
Certified in: Arizona.
NCQA qualification pending.
Model type: Group/IPA.
For profit.
Ownership: Tucson Medical Center and group of doctors.
Service area: Arizona: Cochise, Graham, Greenlee, Pima, Pinal, Santa Cruz and Yuma counties. Contracts with Aetna Health Plans nationwide.
Services: Standard package. Other services include prescriptions, vision, durable medical equipment and OB/Gyn. Options include substance abuse, psychiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 5.5% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Officers: Paul Zucarelli, president/executive director; Dr. Bill Buchsbaum, medical director; Tom Perrotta, marketing director; Lori Bryant, vp-operations; Jeff Askam, vp-finance.
See Aetna Health Plans consolidated listing under Connecticut.

Samaritan Health Plan

5225 N. Central, Suite 212, Phoenix, Ariz. 85012; 602-230-1555; fax: 602-351-1701

Staff	
Physicians	500
Patients/physician	80
Board-certified	80%
Specialists	1,200
Administrative	88
Facilities	
Hospitals	32
Pharmacies	231
Locations	
Administrative	3
Primary care	450
Users	
Employer/payer groups	118
Single coverage	6,236
Family coverage	13,253
Employees & dependents	42,848
Total	42,876
Average hospital stay	3.6 days
Hospital admission/1,000 members	67
Revenues	
1992	$55,654,639
1991	$48,662,687

Operational date: June 1986.
Certified in: Arizona.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Samaritan Health System.
Service area: Arizona. Contracts with HMO National Network.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 5% of members are enrolled.
Management reports: Provided quarterly.
Billing: Consolidated billing for national accounts.
Officers: Phyllis Biedess, president/executive director; Dr. Lewis Newton, medical director; John Heinsman, marketing director.
Contact: Jeffrey Gordon, sales manager.

ARKANSAS

Complete Health of Arkansas Inc.

415 N. McKinley St., Plaza West Building, Suite 550, Little Rock, Ark. 72205; 501-664-7700; fax: 501-664-7768

Staff	
Physicians	229
Patients/physician	27
Board-certified	95%
Specialists	518
Facilities	
Hospitals	7
Users	
Employer/payer groups	27
Single coverage	1,011
Family coverage	1,708
Employees & dependents	6,312
Total	6,312
Average hospital stay	5.25 days
Hospital admission/1,000 members	74.93
Revenues	
1992	$1,715,499

Service area: Arkansas: Faulkner, Grant, Lonoke, Perry, Pulaski, Saline and Sebastian counties.
Officers: Jim Denman, vp-marketing.
See Complete Health Services Inc. consolidated listing under Alabama.

The Prudential Health Care Plan of Arkansas Inc.

1701 Centerview Drive, Suite 210, The Redding Building, Little Rock, Ark. 72211; 501-227-7776; fax: 501-227-0581

Staff	
Physicians	84
Specialists	67
Facilities	
Hospitals	7
Pharmacies	47
Locations	
Administrative	1
Primary care	21

Operational date: July 1993.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Arkansas: Pulaski and portions of Faulkner, Lonoke and Saline counties.
Services: Standard package. Other services include prescriptions, dental, substance abuse, psychiatry, durable medical equipment, OB/Gyn and hospice/homecare. Options include chiropractors, experimental procedures, vision and podiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 100% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or quarterly upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Robert Winters, chairman/CEO; Norine Yukon, executive director; Dr. Jack Blackshear, medical director; Tracy Baker, marketing director.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Plus of Little Rock (Point-of-Service)

1701 Centerview Drive, Suite 210, The Redding Building, Little Rock, Ark. 72211; 501-227-7776; fax: 501-227-0581

Staff	
Physicians	139
Patients/physician	188
Board-certified	87%
Specialists	235
Administrative	30
Facilities	
Hospitals	8
Pharmacies	47
Locations	
Administrative	1
Primary care	21
Users	
Employer/payer groups	86
Single coverage	3,715
Family coverage	3,191
Employees & dependents	26,182
Total	26,182
Average hospital stay	3.7 days
Hospital admission/1,000 members	90.7

Operational date: 1987.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Arkansas: Pulaski County and portions of Faulkner, Lonoke and Saline counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or quarterly upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Robert Winters, chairman/CEO; Norine Yukon, executive director; Dr. Jack Blackshear, medical director; Tracy Baker, marketing director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

CALIFORNIA

Aetna Health Plans of Northern California Inc.

1111 Bayhill Drive, Suite 300, San Bruno, Calif. 94066; 415-244-8430; fax: 415-871-0515

Facilities	
Hospitals	2
Pharmacies	610
Users	
Employer/payer groups	1,252
Employees & dependents	95,020
Total	110,515

Operational date: January 1978.
Federally qualified.
Certified in: California.
NCQA accredited.
Service area: California: Alameda, Contra Costa, Marin, Napa, San Francisco, San Joaquin, San Mateo, Santa Clara, Solano and Sonoma counties.
Officers: James McLane, president; Paul Swenson, executive director; Dr. Joe Cook, medical director; Tom Taylor, marketing director.
Contact: Diane Taylor.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Northern California Inc. (Point-of-Service)

1111 Bayhill Drive, Suite 300, San Bruno, Calif. 94066; 415-244-8430; fax: 415-871-0515

Staff	
Physicians	1,560
Patients/physician	16
Board-certified	77.9%
Specialists	3,687
Facilities	
Hospitals	48
Pharmacies	736
Users	
Employer/payer groups	67
Employees & dependents	25,083
Total	25,083

Service area: California: Alameda, Contra Costa, Marin, Napa, Sacramento, San Francisco, San Mateo, Santa Clara, Santa Cruz, Solano, Sonoma and portions of San Joaquin and Yolo counties.
Officers: James McLane, president; Paul Swenson, executive director; Dr. Joe Cook, medical director; Tom Taylor, marketing director.
Contact: Diane Taylor.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of San Diego Inc.

7676 Hazard Drive, 10th Floor, San Diego, Calif. 92108; 619-497-4145; fax: 619-497-4258

Staff	
Physicians	509
Patients/physician	97
Board-certified	72.67%
Specialists	1,197
Facilities	
Hospitals	12
Pharmacies	270
Users	
Employer/payer groups	489
Employees & dependents	49,448
Total	51,300

Operational date: October 1984.
Certified in: California.
NCQA qualification pending.
Service area: California: San Diego County.
Officers: James McLane, president; Brad Kelly, executive director; William Gregory, marketing director.
Contact: Lisa Luster.
See Aetna Health Plans consolidated listing under Connecticut.

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Aetna Health Plans of San Diego Inc. (Point-of-Service)

7676 Hazard Drive, 10th Floor, San Diego, Calif. 92108; 619-497-4145; fax: 619-497-4258

Staff	
Physicians	434
Patients/physician	8
Board-certified	73%
Specialists	1,218
Facilities	
Hospitals	12
Pharmacies	268
Users	
Employer/payer groups	37
Employees & dependents	3,392
Total	3,392

Service area: California: San Diego metropolitan area.

Officers: James McLane, president; Brad Kelly, executive director; William Gregory, marketing director.

Contact: Lisa Luster.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Southern California

303 E. Vanderbilt Way, San Bernardino, Calif. 92408; 909-386-3380; fax: 909-386-3404

Staff	
Physicians	2,292
Patients/physician	35
Board-certified	56%
Specialists	4,985
Facilities	
Hospitals	107
Pharmacies	1,504
Users	
Employer/payer groups	908
Employees & dependents	80,447
Total	123,182

Operational date: October 1981.
Federally qualified.
Certified in: California.
NCQA qualification pending.

Service area: California: Los Angeles, Orange, Riverside, San Bernardino, Santa Barbara and Ventura counties and portions of Kern county.

Officers: James McLane, president; Mittie Soutar, executive director; Dr. Susan Ford, medical director; Holly Wylie, marketing director.

Contact: Marlene Turner.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Southern California Inc. (Point-of-Service)

303 E. Vanderbilt Way, San Bernardino, Calif. 92408; 909-386-3380; fax: 909-386-3404

Staff	
Physicians	2,095
Patients/physician	14
Specialists	5,549
Facilities	
Hospitals	104
Pharmacies	1,495
Users	
Employer/payer groups	76
Employees & dependents	30,049
Total	30,049

Service area: California: Los Angeles Orange, Riverside, San Bernardino. Santa Barbara and Ventura counties and portions of Kern County.

Officers: James McLane, president; Greg Stevens, executive director; Dr. Susan Ford, medical director; Holly Wylie, marketing director.

Contact: Marlene Turner.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Blue Shield of California-The Blue Shield HMO

P.O. Box 7168, San Francisco, Calif. 94120-7168; 415-445-5000; fax: 415-445-3563

Staff	
Physicians	3,217
Patients/physician	56
Board-certified	79%
Specialists	8,657
Administrative	4,040
Facilities	
Hospitals	147
Pharmacies	4,400
Locations	
Administrative	5
Users	
Employer/payer groups	1,321
Single/family coverage	83,555
Employees & dependents	166,347
Total	193,546
Average hospital stay	3.41 days
Hospital admission/1,000 members	67.4
Revenues	
1992	$130,428,000
1991	$57,493,000

Operational date: June 1988.
Certified in: California.
Model type: Network.
Not for profit.
Ownership: Blue Shield of California.

Service area: California: 26 counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include substance abuse, psychiatry (outpatient), durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision, dental, inpatient psychiatry and wellness programs.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 26% of members are enrolled.

Enrollment options: Individual enrollment allowed.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Wayne R. Moon, president/CEO; Thomas C. Paton, chairman; Dr. Wade Aubry, medical director; Joseph Tyszkiewicz, senior vp.

Contact: Robert Quellmalz, large group sales, 415-445-5001 or Donna Bjorn, national accounts, 415-445-5738.

California Psychological Health Plan

5750 Wilshire Blvd., Suite 490, Los Angeles, Calif. 90036-3697; 800-331-3016 or 213-965-4870; fax: 213-937-9688

Specialty HMO providing mental health services only

Staff	
Psychiatrists/Psychologists	1,100
Patients/physician	50
Board-certified	100%
Administrative	20
Facilities	
Hospitals	100
Locations	
Administrative	2
Users	
Employer/payer groups	52
Single coverage	92,365
Employees & dependents	92,365
Total	12.6
Average hospital stay	5.1 days
Revenues	
1992	$5,700,000
1991	$5,300,000

Operational date: September 1973.
Certified in: California.
Model type: Network.
Not for profit.

Service area: California: 29 counties statewide.

Services: Physicians/psychiatrists, inpatient and outpatient hospitalization, substance abuse and psychiatry services.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 65% of members are enrolled.

Management reports: Provided quarterly.

Billing: Consolidated billing.

Officers: Keith Dixon, president; Dr. Peter Panzarino, medical director; Pamela Pile, marketing director.

Contact: Pamela Pile.

CaliforniaCare

21555 Oxnard St., Woodland Hills, Calif. 91367; 818-888-1471; fax: 818-703-4296

Staff	
Physicians	5,349
Patients/physician	93.9
Board-certified	81%
Specialists	13,512
Administrative	180
Facilities	
Hospitals	261
Pharmacies	4,300
Locations	
Administrative	17
Primary care	582

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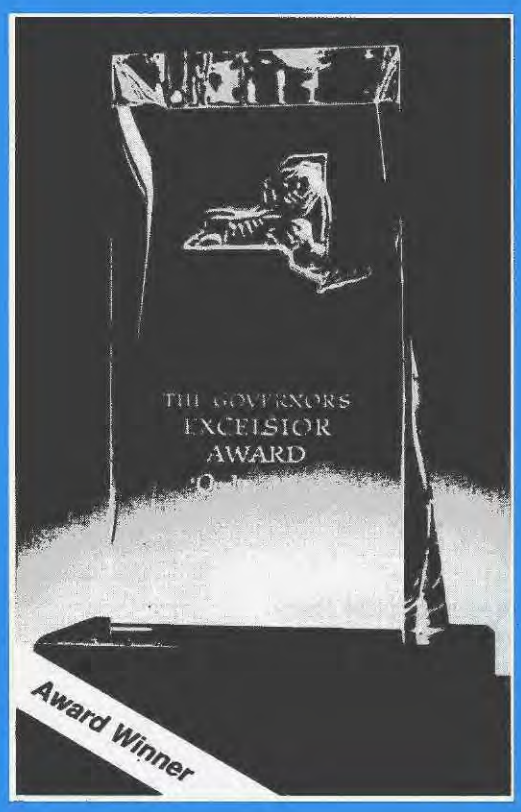

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Users

Employer/payer groups	5,204
Single coverage	163,094
Family coverage	107,701
Employees & dependents	502,198
Total	502,198
Average hospital stay	3.3 days
Hospital admission/1,000 members	42.3

Operational date: 1986.
Certified in: California.
NCQA qualification pending.
Model type: IPA/network.
For profit.
Ownership: Blue Cross of California.
Service area: California: 45 counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry and durable medical equipment. Options include dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating
Point-of-service contracts: 3% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Leonard Schaeffer, chairman/CEO; Max Brown, general manager; Dr. John Harris, medical director; David Pincus, marketing director.

CareAmerica Health Plans

20300 Nordhoff St., Chatsworth, Calif. 91311-6191; 818-407-2222; fax: 818-407-2359

Staff

Physicians*	2,162
Patients/physician	84
Board-certified	95%
Specialists*	8,711
Administrative	30

Facilities

Hospitals*	74

Locations

Administrative	1

Users

Employer/payer groups	2,490
Single coverage	64,062
Family coverage	34,163
Employees & dependents	186,101
Total	198,538
Average hospital stay	3.51 days
Hospital admission/1,000 members	66

Revenues

1992	$221,157,400
1991	$158,136,700

** Figures are from 8/30/93.*

Operational date: January 1986.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Multi-hospital system.
Service area: California: Los Angeles, Orange, Riverside, San Bernardino, Santa Ana and Ventura counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision and dental. Diagnostic testing by HMO.
Rating options: Community rating: $129.88 single, $357.16 family; community rating by class.
Point-of-service contracts: 9.5% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. Arthur Southam, president/CEO; Dr. James Reilly, Dr. Ed Regal, medical directors; Kandis Larkey, senior vp/general manager-group sales; Paul Kimmins, vp/CFO.

CIGNA HealthCare of Northern California

1999 Harrison St., Suite 1000, Oakland, Calif. 94612-3508; 510-273-8400; fax: 510-273-8499

Staff

Physicians	1,200
Specialists	3,114

Facilities

Hospitals	35

Users

Total	87,493

Operational date: August 1987.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: California: Alameda, Contra Costa, Marin, San Francisco, San Mateo, Santa Clara, Santa Cruz, Solano and Sonoma counties.
Officers: David Koury, director-provider relations; Connie Abrahamian, member services manager; Jenni Vargas, executive director; Dr. Gifford Boyce-Smith, medical director; Marilyn Milovich, quality coordinator; Susan Chapman, health services manager; Bert Wagener, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of San Diego

9808 Scranton Road, Suite 400, San Diego, Calif. 92121; 619-457-5402; fax: 619-455-0963

Staff

Physicians	538
Specialists	1,961

Facilities

Hospitals	29

Users

Total	29,695

Operational date: July 1977.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: California: Imperial, Riverside and San Diego counties.
Officers: Margie Drobatschewsky, provider relations manager; Dana Wahlquist, member services manager; Nancy White, executive director; Dr. Lynne Milgram, medical director; Beverly Davis, quality assurance manager; Carol Lindberg, health services manager; Bert Wagener, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA Private Practice Plan/CIGNA HealthCare of California

505 N. Brand Blvd., Suite 500, Glendale, Calif. 91203; 818-500-6798; fax: 818-500-6343

Staff

Physicians	2,071
Specialists	7,007

Facilities

Hospitals	246

Users

Total	494,944

Operational date: January 1971.
Federally qualified.
Model type: IPA/staff.
Ownership: CIGNA Corp.
Service area: California: Fresno, Inyo, Kern, Los Angeles, Madera, Mariposa, Mono, Orange, Riverside, San Bernardino, San Luis Obispo, Santa Barbara and Ventura counties.
Officers: Randy Farber, provider relations assistant director; Jack Bunkley, provider relations director; Lynn Thomas, member services manager; Mark Wagar, vp/general manager; Bert Wagener, general manager; Dr. Michael Owens, medical director; Dr. Michael Rosnick, associate medical director; Dr. Stuart Bowne, medical director/vp.
See CIGNA Corp. consolidated listing under Connecticut.

Coast Health Plan

777 Cuesta Drive, Suite 210, Mountain View, Calif. 94040-3700; 415-988-7500; fax: 415-988-7519

Staff

Physicians	166
Patients/physician	15
Board-certified	85%
Specialists	403
Administrative	7

Facilities

Hospitals	3
Pharmacies	75

Locations

Administrative	1
Primary care	100

Users

Employer/payer groups	75
Employees & dependents	2,500
Total	2,500
Average hospital stay	3.9 days
Hospital admission/1,000 members	250

Revenues

1992	$3,228,000
1991	$2,754,000

Operational date: October 1986.
Certified in: California.
Model type: IPA.
Not for profit.
Ownership: El Camino Healthcare System.
Service area: California: Santa Clara and southern San Mateo counties.
Services: Standard package. Other services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, employee assistance program and infertility treatment. Diagnostic testing by independent labs.
Rating options: Community rating: $131.79 single, $383.05 family.
Enrollment options: Individual enrollment allowed.
Officers: Beatrice M. Hoppe, president; Dr. Lawrence A. William, medical director; Jack Kelly, marketing director; Susan Jackson, CFO.

Dental Choice of California

1999 Harrison St., Suite 2750, Oakland, Calif. 94612; 510-832-2611; fax: 510-832-2405

Specialty HMO providing dental services only

Staff

Physicians	602
Board-certified	100%

Locations

Administrative	1

Users

Employees & dependents	13,806
Total	13,806

Continued on next page

Continued from previous page

Revenues

1992 ..... $1,238,521
1991 ..... $1,342,847

Operational date: March 1985.
Certified in: California.
Model type: IPA.
For profit.
Service area: California: Alameda, Contra Costa, Fresno, Los Angeles, Marin, Orange, Placer, Riverside, Sacramento, San Bernardino, San Francisco, San Joaquin, San Mateo, Santa Clara, Solano, Stanislaus, Ventura, Yolo and Yuba counties.
Services: Dental.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts.
Management reports: Provided monthly.
Billing: Consolidated billing for national accounts.
Officers: Connie Zastoupil, president; Carolyn Suminski, COO/vp-sales (western division); Robert Hepps, D.D.S., dental director.
Contact: Carolyn Suminski.
See Dental Benefit Providers Inc. consolidated listing under Maryland.

FHP Health Care

9900 Talbert Ave., Fountain Valley, Calif. 92708; 714-963-7233; fax: 714-378-5655

Staff

Physicians 2,000
Patients/physician 800
Board-certified 90%
Specialists 5,500
Administrative 5,000

Facilities

Hospitals 140
Pharmacies 200

Locations

Administrative 150
Primary care 258

Users

Employer/payer groups 4,000
Family coverage 108,000
Employees & dependents 540,000
Total 838,000
Average hospital stay ..... 3 days
Hospital admission/1,000 members 189

Revenues

1992 ..... $2 billion
1991 ..... $1.3 billion

Operational date: July 1961.
Federally qualified.
Certified in: Arizona, California, Colorado, Nevada, New Mexico, Utah.
NCQA accredited.
Model type: IPA/staff/network.
For profit.
Ownership: FHP International.
Service area: Arizona: Maricopa, Mohave, Pima and Pinal counties; California: Alameda, Contra Costa, Kern, Los Angeles Orange, Riverside, San Bernardino, San Diego, San Francisco, San Mateo, Santa Clara and Ventura counties; Nevada: Clark County; New Mexico: Bernalillo, Sandoval, Santa Fe and Valencia counties; Utah: Davis, Salt Lake, Summit, Tooele, Wasatch and Weber counties; Guam; Saipan.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry and OB/Gyn. Options include experimental procedures, vision, dental, durable medical equipment, podiatry and workers comp. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $119 single, $369 family; community rating by class.
Point-of-service contracts: 1% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Westcott W. Price III, president; Jack Massimino, executive vp/COO; Gary Goldstein, medical director; Chuck Kiskaden, marketing director.
Contact: Chuck Kiskaden.

Foundation Health-A California Health Plan

3400 Data Drive, Rancho Cordova, Calif. 95670; 916-631-5288; fax: 916-631-5882

Staff

Physicians 6,159
Patients/physician 74
Board-certified 80%
Specialists 17,512

Facilities

Hospitals 222
Pharmacies 1,260

Locations

Administrative 1

Users

Employees & dependents 456,439
Total 456,439
Average hospital stay ..... 4.5 days
Hospital admission/1,000 members 69

Revenues

1992 ..... $576,873,000
1991 ..... $384,121,000

Operational date: January 1978.
Federally qualified.
Certified in: California.
Model type: Group/IPA.
For profit.
Ownership: Foundation Health Corp.
Service area: California: 43 counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision, dental, 28-day rehab and workers comp. Diagnostic testing by HMO and independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 1% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Thomas A. Maloof, president; Dr. Emmett Smith, medical director; Ed Munno, marketing director; Daniel D. Crowley, CEO; Jeffrey L. Elder, CFO.
Contact: Kurt Davis, director-investor relations.

Golden West Health Plan Inc.

888 W. Ventura Blvd., Camarillo, Calif. 93010; 805-987-8941; fax: 805-987-6110

Specialty HMO providing dental/vision services only

Staff

Physicians 1,055
Patients/physician 200
Specialists 712
Administrative 30

Locations

Administrative 1
Primary care 1,055

Users

Employer/payer groups 800
Single coverage 14,180
Family coverage 15,846
Employees & dependents 65,371
Total 86,907

Revenues

1992 ..... $5,200,000
1991 ..... $4,700,000

Operational date: November 1973.
Federally qualified.
Certified in: California.
Model type: IPA.
For profit.
Service area: California.
Services: Vision and dental.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Troy Becker, president; Karl H. Lehmann, executive director; Dr. William Spellman, medical director; James D. Fuhrman, marketing director; Daphne Becker, CEO.

Health Net

21600 Oxnard St., Suite 1700, Woodland Hills, Calif. 91367; 818-719-6775; fax: 818-719-6933

Staff

Physicians 5,486
Patients/physician 167
Board-certified 78%
Specialists 13,668
Administrative 1,250

Facilities

Hospitals 350
Pharmacies 1,832

Locations

Administrative 13
Primary care 1,123

Users

Employer/payer groups 2,146
Single coverage 184,619
Family coverage 221,512
Employees & dependents 916,006
Total 920,619
Average hospital stay ..... 4.1 days
Hospital admission/1,000 members 58.11

Revenues

1992 ..... $1,221,087,000
1991 ..... $1,075,364,000

Operational date: January 1979.
Federally qualified.
Certified in: California.
NCQA qualification pending.
Model type: Group/IPA.
For profit.
Ownership: Health Net Management Holdings Inc., The California Wellness Foundation.
Service area: California: 43 counties. Contracts with National Managed Care Inc. in 19 states and MC2 (U.S. Health Care) nationwide.
Services: Standard package. Other services include vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, chiropractors, dental and durable medical equipment. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 1% of members are enrolled.

Continued on next page

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Continued from previous page

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided annually or upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Roger Greaves, chairman/president/CEO; Gerald M. Cooper, executive vp/CFO; Dr. Sam Ho, vp/medical director; Rita Duarte, senior vp-sales/marketing; Stephen Vogt, vice chairman/executive vp/chief legal officer; Mary Pat Yatsko, senior vp-health/provider services; Henry Loubet, senior vp/executive director-Northern California.

Inter Valley Health Plan

300 S. Park Ave., Suite 300, Pomona, Calif. 91766; 909-623-6333; fax: 909-622-2907

Staff	
Physicians	503
Patients/physician	90
Board-certified	57%
Specialists	1,298
Administrative	169
Facilities	
Hospitals	16
Pharmacies	232
Locations	
Administrative	1
Users	
Employer/payer groups	482
Single coverage	7,531
Family coverage	6,952
Employees & dependents	29,816
Total	45,718
Average hospital stay	2.66 days
Hospital admission/1,000 members	95
Revenues	
1992	$102,000,000
1991	$85,000,000

Operational date: May 1979.
Federally qualified.
Certified in: California.
NCQA qualification pending.
Model type: IPA.
Not for profit.

Service area: California: Los Angeles, Orange, Riverside and San Bernardino counties.

Services: Standard package including prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.

Rating options: Community rating.

Point-of-service contracts: 1% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided quarterly.

Billing: Provides direct billing for COBRA premiums.

Officers: James E. Taylor, president; Dr. Alexander Bokor, medical director; Peter L. Tamayo, marketing director; Donald D. McCain, vp-finance.

Kaiser Foundation Health Plan Inc.*

Ordway Building, 1 Kaiser Plaza, Oakland, Calif. 94612; 510-271-5910; fax: 510-271-6495

Facilities	
Hospitals	101
Pharmacies	400
Locations	
Administrative	131
Primary care	274
Users	
Employer/payer groups	52,953
Single coverage	1,300,727
Family coverage	1,539,514
Employees & dependents	5,843,047
Total	6,607,000
Revenues	
1992	$11 billion
1991	$9.8 billion

Operational date: 1945.
Federally qualified.
Certified in: California, Colorado, Connecticut, District of Columbia, Hawaii, Georgia, Kansas, Maryland, Massachusetts, Missouri, New York, North Carolina, Ohio, Oregon, Texas, Virginia and Washington.
Model type: Group.
Not for profit.

Service area: California, Colorado, Connecticut, District of Columbia, Georgia, Hawaii, Kansas, Maryland, Massachusetts, Missouri, New York, North Carolina, Ohio, Oregon, Texas, Virginia and Washington.

Services: Standard package. Other services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, vision, dental and durable medical equipment. Diagnostic testing by HMO.

Rating options: Adjusted community rating.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided quarterly, annually or upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Dr. David M. Lawrence, chairman/CEO; Robert M. Crane, senior vp-quality management; Robert J. Erickson, senior vp-legal & government relations/general counsel/secretary; James A. Lane, senior vp-policy/planning; Susan E. Porth, senior vp-finance.

** Figures are consolidated, including all HMOs in this organization.*

Kaiser Permanente-Northern California Region

1950 Franklin, Oakland, Calif. 94612; 510-987-1000; fax: 510-987-2682

Staff	
Physicians	1,638
Patients/physician	1,482
Board-certified	82%
Specialists	1,459
Administrative	2,053
Facilities	
Hospitals	17
Pharmacies	95
Locations	
Administrative	18
Primary care	48
Users	
Employer/payer groups	16,832
Single coverage	432,255
Family coverage	551,132
Employees & dependents	2,148,162
Total	2,456,828
Average hospital stay*	4 days
Hospital discharges/1,000 members*	60
Revenues	
1992	$4.05 billion
1991	$3.56 billion

** Average stay and discharge rate as of 12/92.*

Service area: California: Alameda, Contra Costa, Marin, Napa, Sacramento, San Francisco, San Mateo, Santa Clara, Solano, Yolo and portions of Amador, El Dorado, Fresno, Kings, Madera, Placer, San Joaquin, Sutter, Tulare and Yuba counties. Contracts with The HMO Group.

Officers: Dr. David M. Lawrence, chairman/CEO; David G. Pockell, executive vp/regional manager; Dr. W.H. Caulfield, executive director-The Permanente Medical Group Inc.; Tony de Grassi, director-marketing; Cary Badger, vp/health plan manager.

See Kaiser Foundation Health Plan Inc. consolidated listing under California.

Kaiser Permanente-Southern California Region

Walnut Center, 393 E. Walnut St., Pasadena, Calif. 91188; 818-405-5000; fax: 818-405-2532

Staff	
Physicians	1,874
Patients/physician	1,213
Board-certified	85%
Specialists	1,370
Administrative	1,905
Facilities	
Hospitals	11
Pharmacies	93
Locations	
Administrative	12
Primary care	93
Users	
Employer/payer groups	9,671
Single coverage	468,370
Family coverage	572,453
Employees & dependents	1,973,396
Total	2,247,928
Average hospital stay*	4 days
Hospital discharges/1,000 members*	71
Revenues	
1992	$3.92 billion
1991	$3.58 billion

** Average stay and discharge rate as of 12/92.*

Service area: California: Los Angeles, Orange, Riverside, San Bernardino, San Diego and portions of Kern and Ventura counties. Contracts with The HMO Group.

Point-of-services contracts: 0.4% of members are enrolled.

Continued on next page

It's hard to find the responsiveness you need with some case management services.

Continued from previous page

Officers: Dr. David M. Lawrence, chairman/CEO; Hugh Jones, executive vp/regional manager; Dr. Frank E. Murray, chairman/medical director-Southern California Permanente Medical Group; Jack Hudes, manager-marketing/sales; L. Jerome Ashford, vp-health plan manager.

See Kaiser Foundation Health Plan Inc. consolidated listing under California.

Lifeguard

1851 McCarthy Blvd., Milpitas, Calif. 95035; 408-383-4240; fax: 408-383-4209

Staff	
Physicians	1,646
Patients/physician	69.9
Specialists	2,303
Facilities	
Hospitals	56
Pharmacies	246
Locations	
Administrative	3
Primary care	1,646
Users	
Employer/payer groups	371
Single coverage	14,910
Family coverage	19,541
Employees & dependents	113,987
Total	113,987
Average hospital stay	3.56 days
Hospital admission/1,000 members	61.65
Revenues*	
1992	$169,629,009
1991	$166,603,660

** Fiscal years ending 6/30/92 and 6/30/91.*

Operational date: February 1979.
Federally qualified.
Certified in: California.
NCQA qualification pending.
Model type: IPA/network.
Not for profit.

Service area: California: Alameda, Contra Costa, El Dorado, Fresno, Madera, Merced, Napa, Placer, Sacramento, San Joaquin, San Luis Obispo, San Mateo, Santa Clara, Santa Cruz, Solano, Sonoma, Stanislaus and Yolo counties.

Services: Standard package. Other services include psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision and substance abuse. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Offers non-federally qualified programs.

Management reports: Provided annually or upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Mark Hyde, president; Dr. Joseph Aita, executive director/medical director; Thomas Carter, vp-marketing; Ron Wojtaszek, CFO; Nina Auger, vp-operations; Terry Leuthauser, vp-business development; Bruce Young, vp-strategic planning.

MetLife HealthCare Network of California Inc.

4500 E. Pacific Coast Highway, Suite 600, Long Beach, Calif. 90804; 310-498-5200

Staff	
Physicians	1,528
Patients/physician	43.8
Board-certified	90%
Specialists	4,008
Facilities	
Hospitals	91
Locations	
Administrative	2
Users	
Employer/payer groups	64
Employees & dependents	1,392
Total	1,392
Average hospital stay	3.6 days
Hospital admission/1,000 members	44.7
Revenues	
1992	$79,439,582
1991	$74,116,411

Operational date: July 1986.
Certified in: California.
NCQA qualification pending.
Model type: IPA.
For profit.

Ownership: Metropolitan Life Insurance Co.

Service area: California: Contra Costa, Los Angeles, Orange, Riverside, San Bernardino, San Francisco, Santa Clara and Ventura counties.

Services: Standard package. Other services include: chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; and health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.

Point-of-service contracts.

Management reports: Provided annually.

Billing: Consolidated billing for national accounts.

Officers: Joseph W. Mullen Jr., chairman; Robert E. Byrne, vice chairman; Thomas G. Hogan Jr., director/vp-finance; Ralph E. McEldowney III, director; Bud Volberding, president/CEO/director; William Mills, secretary/treasurer; Michael F. Tietz, assistant secretary.

Contact: Jim Gidicsin, 203-454-6133.

MIDA Dental Plans

21700 Oxnard St., Suite 500, Woodland Hills, Calif. 91367; 818-710-9400; fax: 818-704-9817

Specialty HMO providing dental services only

Staff	
Dentists	2,560
Board-certified	100%
Administrative	65
Locations	
Administrative	3
Primary care	1,870

Service area: California, Oregon and Washington.

See MIDA Dental Plans consolidated listing under Michigan.

Mutual/United of Omaha-ExclusiCare in California (Exclusive-Provider Organization)

Mutual of Omaha Plaza, Omaha, Neb. 68175; 800-456-9292; fax: 402-978-2999

Staff	
Physicians	1,174
Patients/physician	6
Board-certified	80%
Specialists	4,213
Facilities	
Hospitals	80
Locations	
Administrative	3
Primary care	267
Users	
Employer/payer groups	23
Single coverage	880
Family coverage	1,320
Employees & dependents	6,408
Total	6,408
Average hospital stay	4.4 days
Hospital admission/1,000 members	30

Operational date: 1990.
Certified in: California.
Model type: IPA.
For profit.

Ownership: The Mutual of Omaha Cos.

Service area: California: Alameda, Contra Costa, Los Angeles, Marin, Orange, Riverside, San Bernardino, San Francisco, San Mateo and Santa Clara counties. Contracts with Mutual of Omaha Cos.-Exclusive Healthcare Inc. in Colorado, Iowa, Kansas, Missouri, Nebraska and Texas.

Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision. Diagnostic testing by independent labs.

Rating options: Adjusted community rating.

Management reports: Provided quarterly.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Dick Easley, administrator; Marcy Hargis, executive director; Dr. Michael Jenkin, medical director; Les Swick, marketing director.

National Med

1005 W. Orangeburg Ave., Suite B, Modesto, Calif. 95350; 209-527-3350; fax: 209-527-6773

Staff	
Physicians	297
Board-certified	80%
Specialists	729
Administrative	103
Facilities	
Hospitals	22
Pharmacies	110

Continued on next page

Clients appreciate the speed and efficiency of this CNA case management team.

On December 12th, the wife of a terminally ill patient called. She was concerned that an extension of his hospital stay wouldn't be approved and that she couldn't take care of him at home. I called CNA's case management people that same day. The same evening a nurse arrived. She comforted the patient's wife by assuring her she would take care of his needs personally in dealing with the approvals. It's great to see how efficiently CNA's Case Management System works.

Yours truly,
Diane Lampe
Diane Lampe
Group Department Manager, The Duncan Insurance Office, Inc.

Insurance companies can make promises, but it's the people who keep the commitments. And the people on CNA's case management team, like Nancy Hicks, Robin Nash, Sally Wallin, Bill Kettlewell and Breneda Williams understand the importance of responding promptly. They know that this kind of responsiveness makes the difference between a policy and an effective employee benefits program.

Benefits managers and employees across the country have written to thank our staff for their responsiveness, flexibility in designing the right plan, cost containment efforts, and even more importantly, their compassion and courtesy.

It's the dedication and commitment of our people that have helped the CNA Insurance Companies become one of the leading group benefits insurers.

For more information, call your independent agent or broker, or your CNA representative.

CNA
For All the Commitments You Make®

Group Benefits from CNA: Life & Health • AD&D • Vision • Dental • LTD • Pensions • Long Term Care • Managed Care • Coverages are underwritten by Continental Assurance Company and Continental Casualty Company, two of the CNA Insurance Companies/CNA Plaza/Chicago, IL 60685.

Continued from previous page

Locations	
Administrative	4

Users	
Employer/payer groups	607
Family & single coverage	20,938
Employees & dependents	44,859
Total	47,976
Average hospital stay	3.76 days
Hospital admission/1,000 members	265.36

Operational date: May 1985.
Federally qualified.
Certified in: California.
Model type: IPA.
For profit.
Ownership: National Medical Enterprises Healthcare Corp.
Service area: California: Alameda, Calavaras, Contra Costa, Merced, Los Angeles, Orange, San Joaquin, Stanislaus and Tuolumne counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by HMO and independent labs.
Rating options: Adjusted community rating.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Clive Riddle, vp/CEO; Dr. Eric Ostrom, medical director; Paul Vogelzang, marketing director.

Omni Health Plan

1776 W. March Lane, Suite 240,
Stockton, Calif. 95207-6425;
209-474-6664; fax: 209-955-7537

Staff	
Physicians	600
Board-certified	70%
Specialists	1,221
Administrative	110

Facilities	
Hospitals	19
Pharmacies	105

Users	
Employer/payer groups	1,000
Single coverage	7,550
Family coverage	8,683
Employees & dependents	35,689
Total	38,641
Hospital admission/1,000 members	250

Operational date: December 1986.
Federally qualified.
Certified in: California.
Model type: IPA.
Ownership: St. Joseph's Hospital, Sutter Preferred Hospital.
Service area: California: Butte, Calaveras, Colusa, El Dorado, Glenn, Nevada, Sacramento, San Joaquin, Stanislaus, Sutter, Tuolumne, Yolo and Yuba counties and portions of Placer county.
Services: Diagnostic testing by independent labs.
Officers: Robert Edmondson, CEO; Garry Maisel, vp-operations; Dr. Harvey Goodman, vp-medical services; Annette Wimmer, vp-sales/marketing; Tom Hamilton, CFO; Bill Frederick, vp-provider relations/contracting/government relations; Peter Kimball, director-human resources.

PMI Dental Health Plan

5122 Katella Ave., Los Alamitos,
Calif. 90720; 310-493-6661;
fax: 310-493-6441

Specialty HMO providing dental/vision services only

Staff	
Physicians	1,497
Patients/physician	733
Specialists	565
Administrative	140

Users	
Employer/payer groups	2,843
Employees & dependents	690,852

Revenues	
1992	$59,000,000
1991	$53,000,000

Operational date: November 1969.
Certified in: Arizona, California, Colorado, Florida, Georgia, Illinois, Nevada, New Mexico, Texas, Utah.
Model type: IPA.
Not for profit.
Ownership: Delta Dental Plans.
Service area: Arizona, California, Colorado, Florida, Georgia, Illinois, Nevada, New Mexico, Texas, Utah. Contracts with Delta Dental Plans in Idaho.
Services: Vision and dental.
Rating options: Adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Robert B. Elliott, president; Steven Bull, D.D.S., dental director.

Pacific Group of Cos.

2200 Powell St., Suite 805, Emeryville,
Calif. 94608; 800-999-3367;
fax: 510-547-7305

Specialty HMO providing dental services only

Staff	
Dentists	550
Patients/dentist	360
Specialists	428
Administrative	40

Locations	
Administrative	5
Primary care	338

Users	
Employer/payer groups	400
Single coverage	35,000
Family coverage	35,770
Employees & dependents	177,000
Total	177,000

Revenues	
1992	$16,690,393
1991	$14,770,529

Certified in: California, Illinois, Nevada.
For profit.
Service area: California, Illinois, Nevada.
Services: Dentists, X-ray, periodic check-ups and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Clayton C. Hayes, president; R. Dennis Spain, D.D.S., executive director/medical director/marketing director-California; Michael C. Hayes, executive director/marketing director-Nevada.

PacifiCare of California

5701 Katella Ave., Cypress,
Calif. 90630; 714-952-1121;
fax: 714-220-3774

Staff	
Physicians	5,833
Patients/physician	75.4
Board-certified	78%
Specialists	17,368
Administrative	991

Facilities	
Hospitals	291
Pharmacies	2,600

Locations	
Administrative	1
Primary care	201

Users	
Employer/payer groups	1,898
Single coverage	122,832
Family coverage	142,226
Employees & dependents	588,222
Total	774,298
Average hospital stay	3.4 days
Hospital admission/1,000 members	55

Revenues	
1992	$1,294,537,000
1991	$928,981,000

Certified in: California.
NCQA accredited.
Service area: California: 37 counties statewide. Contracts with HMO National Network.
Services: Same as consolidated including experimental procedures as an option. Diagnostic testing by HMO.
Offers non-federally qualified programs.
Officers: Jeff Folick, president; Ron Davis, vp-operations; Dr. William Osheroff, medical director; Arnold Hebert, senior vp-commercial marketing; Michael Lombardi, senior vp-Secure Horizons Division; David Barr, senior vp-finance/strategic planning.
See PacifiCare Health Systems consolidated listing under California.

PacifiCare Health Systems*

5995 Plaza Drive, Cypress,
Calif. 90630; 714-220-3658;
fax: 714-229-2741

Staff	
Physicians	6,438
Patients/physician	166
Board-certified	78%
Specialists	19,552
Administrative	1,514
Facilities	
Hospitals	334
Pharmacies	3,081
Locations	
Administrative	7
Primary care	440
Users	
Employer/payer groups	3,290
Single coverage	170,298
Family coverage	182,438
Employees & dependents	818,795
Total	1,068,971
Average hospital stay	3.63 days
Revenues	
1992	$1.72 billion
1991	$1.26 billion

Operational date: May 1978.
Federally qualified.
Certified in: California, Oklahoma, Oregon, Texas, Washington.
Model type: Group/IPA.
For profit.
Service area: California, Oklahoma, Oregon, Texas, Washington. Contracts with HMO National Network.
Services: Standard package. Other services include durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision, dental, substance abuse, psychiatry and customized wellness programs. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 2% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Alan Hoops, president/CEO; Rich Lipeles, Dr. Roger Taylor, Wayne Lowell, executive vps; John Siefker, senior vp-project/planning.
** Figures are consolidated, including all HMOs in this organization.*

Pearle Visioncare Inc.

12625 High Bluff Drive, Suite 108,
San Diego, Calif. 92130;
619-793-4080; fax: 619-793-4090

Specialty HMO providing vision services only

Staff	
Physicians	92
Specialists	45
Administrative	10

Locations	
Administrative	1
Primary care	50

Users	
Total	75,000

Operational date: November 1986.
Certified in: California.
Model type: Staff.
For profit.
Ownership: Pearle Inc.
Service area: California: 77 counties in the Los Angeles, San Diego and northern California areas. Contracts with Pearle Inc. in all states except Alaska, Hawaii, Mississippi, Nevada, Oregon and Rhode Island.
Services: Vision, contact lens examinations and products.
Rating options: Adjusted community rating.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly or upon request.
Billing: Consolidated billing for national accounts.
Officers: Thomas Cifrodella, president/executive director; Dr. Robert S. Rosen, medical director.

Prudential Health Care Plan of California

5800 Canoga Ave., Woodland Hills,
Calif. 91367; 818-992-2093;
fax: 818-992-2422

Staff	
Physicians	4,118
Patients/physician	31.88
Board-certified	90%
Specialists	10,563
Administrative	836

Facilities	
Hospitals	160
Pharmacies	1,288

Locations	
Administrative	6
Primary care	3,265

Users	
Employer/payer groups	787
Single coverage	41,186
Family coverage	33,012
Employees & dependents	142,426
Total	142,426
Average hospital stay	3.3 days
Hospital admission/1,000 members	49.41

Operational date: July 1990 (California), July 1991 (Utah).
Certified in: California, Colorado, Utah.
NCQA accredited: Northern and Southern California, Utah.
NCQA qualification pending: San Diego.
Model type: Group/IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: California: 23 counties; Utah: 21 counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Management reports: Provided quarterly.
Billing: Consolidated billing for national accounts.
Officers: Kathleen S. Swenson, president; Sharon Olson, executive director; Dr. Elaine Batchlor, medical director; Patricia C. Egan, marketing director; Richard Badger, vp-operations.
Contact: Susan Odom-Houze, public relations coordinator.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care Plan of California (Point-of-Service)

5800 Canoga Ave., Woodland Hills,
Calif. 91367; 818-992-2093;
fax: 818-992-2422

Staff	
Physicians	4,118
Patients/physician	45.52
Board-certified	90%
Specialists	10,563
Administrative	836

Facilities	
Hospitals	160
Pharmacies	1,288

Locations	
Primary care	3,265

Users	
Employer/payer groups	1,385
Single coverage	52,714
Family coverage	61,788
Employees & dependents	199,849
Total	199,849
Average hospital stay	4.07 days
Hospital admission/1,000 members	52.21

Operational date: July 1990 (California), July 1991 (Utah).
Certified in: California, Utah.
NCQA accredited: Northern and Southern California, Utah.
NCQA qualification pending: San Diego.
Model type: Group/IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: California: 23 counties, Utah: 21 counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Management reports: Provided quarterly.
Billing: Consolidated billing for national accounts.
Officers: Kathleen S. Swenson, president; Sharon Olson, executive director; Dr. Elaine Batchlor, medical director; Patricia C. Egan, marketing director; Richard Badger, vp-operations.
Contact: Susan Odom-Houze, public relations coordinator.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Psychology Systems Inc.

615 S. Main St., Milpitas, Calif. 95035;
408-263-8046; fax: 408-942-0264

Specialty HMO providing mental health services only

Staff	
Physicians	2,600
Patients/physician	8.7
Board-certified	35%
Specialists	650
Administrative	35
Facilities	
Hospitals	463

Locations	
Administrative	3
Primary care	2,000

Users	
Employer/payer groups	522
Single coverage	1,900
Family coverage	85,000
Employees & dependents	225,000
Total	225,000
Average hospital stay	9.2 days
Hospital admission/1,000 members	4.1

Revenues	
1992	$6,200,000
1991	$4,400,000

Operational date: 1980.
Certified in: California, Nevada.
Model type: Network.
For profit.
Service area: Services are available through network in all 50 states.
Services: Standard package excluding X-ray and periodic check-ups. Other services include prescriptions, substance abuse, psychiatry, employee assistance program services and access to extended treatment for workers comp. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 12% of members are enrolled.
Enrollment options: Individual enrollment allowed (retirees/COBRA only).
Management reports: Provided quarterly.
Billing: Consolidated billing for national accounts.
Officers: John C. Brady II, president; Dr. Ronald Seff, medical director; Richard D. Falls, senior vp; James B. Wallace, senior vp/director managed care.
Contact: James B. Wallace.

QualMed Plans for Health

155 Grand Ave., Oakland,
Calif. 94612; 510-465-9600;
fax: 510-465-1333

Staff	
Physicians	2,344
Patients/physician	73
Specialists	7,528
Facilities	
Hospitals	77
Pharmacies	607

Locations	
Administrative	7

Users	
Employer/payer groups	1,478
Employees & dependents	150,957
Total	170,869
Average hospital stay	3.63 days
Hospital admission/1,000 members	57

Revenues	
1992	$300,802,592
1991	$112,349,223

Service area: California: 21 northern counties. Contracts with Preferred Health Network in California, Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision and dental. Diagnostic testing by independent labs.
Officers: Walt Woodbury, president/CEO; Dr. William Popik, vp-medical affairs; Floyd Green III, sales director.
Contact: Floyd Green III.
See QualMed Inc. consolidated listing under Colorado.

SCAN Health Plan

521 E. Fourth St., Long Beach,
Calif. 90802; 310-435-0380;
fax: 310-491-0020

Staff	
Physicians	166
Patients/physician	31
Board-certified	100%
Specialists	553
Administrative	106

Facilities	
Hospitals	7
Pharmacies	335

Locations	
Administrative	1
Primary care	35

Users	
Total	5,105
Average hospital stay	4.5 days
Hospital admission/1,000 members	193

Continued on next page

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Revenues

1992 ..... $23,239,283
1991 ..... $16,384,896

Operational date: March 1985.
Certified in: California.
Model type: Network.
Service area: California: Los Angeles and Orange counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and home health benefit. Options include dental. Diagnostic testing by independent labs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly.
Officers: Sam Ervin, president/executive director; Dr. Timothy Schwab, senior vp/medical director; John Lyon, vp-marketing; Keith Quinlivan, vp-finance.

TakeCare Health Plan*

2300 Clayton Road, Suite 1000,
Concord, Calif. 94520; 510-246-1300;
fax: 510-246-1490

Staff

Physicians 5,436
Patients/physician 130
Board-certified 87%
Specialists 15,957
Administrative 1,230

Facilities

Hospitals 407
Pharmacies 4,390

Locations

Administrative 9
Primary care 1,059

Users

Employer/payer groups 4,181
Single coverage 127,849
Family coverage 126,231
Employees & dependents 549,927
Total 549,927
Average hospital stay ..... 3.79 days
Hospital admission/1,000 members 64.1

Revenues

1992 ..... $857,083,770
1991 ..... $525,031,334

Operational date: May 1978.
Federally qualified.
Certified in: California, Colorado, Illinois, Indiana, Kentucky, Ohio.
NCQA qualification pending.
Model type: Group/IPA/network.
For profit.
Ownership: TakeCare Inc.
Service area: California, Colorado, Illinois, Kentucky, Ohio. Contracts with UltraLink.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 13% of members are enrolled (California and Colorado only).
Offers non-federally qualified program: In Colorado and Ohio.
Enrollment options: Individual enrollment allowed (Colorado and Ohio only).
Management reports: Provided quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts (Illinois and Ohio only).
Officers: R. Judd Jessup, president.
Contact: Chris Ohman, director-investor relations.

** Figures are consolidated, including all HMOs in this organization.*

TakeCare Health Plan

2300 Clayton Road, Suite 1000,
Concord, Calif. 94520; 510-246-1300;
fax: 510-246-1490

Staff

Physicians 3,953
Patients/physician 120
Board-certified 90%
Specialists 11,073
Administrative 530

Facilities

Hospitals 302
Pharmacies 3,300

Locations

Administrative 1
Primary care 300

Users

Employer/payer groups 3,339
Single coverage 110,407
Family coverage 108,142
Employees & dependents 370,574
Total 370,574
Average hospital stay ..... 3.3 days
Hospital admission/1,000 members 66.3

Revenues

1992 ..... $620,445,000
1991 ..... $293,072,000

Model type: Network.
Service area: California: 35 counties. Contracts with UltraLink.
Services: Standard package. Other services include podiatry and OB/Gyn. Options include chiropractors, vision, substance abuse, psychiatry and durable medical equipment. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $154.74 single, $432.35 family; community rating by class.
Officers: R. Judd Jessup, president; Dr. Gerard Sarnat, vp-medical affairs; Dave Briere, director-market development/communications; Bob Fahlman, vp-marketing; Dennis Gates, vp-finance; Karen Hoyer, vp-operations; Curtis Terry, vp-provider services.
Contact: Dave Briere.

See TakeCare Health Plan consolidated listing under California.

Travelers Health Network of California Inc.

2729 Prospect Park Drive, Suite 208,
Rancho Cordova, Calif. 95670;
916-631-3872; fax: 916-631-3896

Staff

Physicians 599
Board-certified 70%
Specialists 1,387
Administrative 14

Facilities

Hospitals 35
Pharmacies 149

Locations

Administrative 2

Users

Employees & dependents 6,066
Total 6,066
Average hospital stay ..... 4 days
Hospital admission/1,000 members 70

Operational date: August 1984.
Federally qualified.
Certified in: California.
Model type: IPA.
For profit.

Ownership: Travelers Health Network Inc.
Service area: California: portions of El Dorado, Fresno, Madera, Nevada, Placer, Sacramento and Yolo counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and artificial aids. Options include prescriptions, vision and family planning (surgical). Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: E. Harry Creasey, president; Ann Carder, executive director; Libby Marks, medical director; Vicki McDonald, marketing director; Zeke Tasabia, director-operations.

United Health Plan

3405 W. Imperial Highway,
Inglewood, Calif. 90303;
310-671-3465;
fax: 310-412-5796

Staff

Physicians 1,600
Specialists 1,500
Administrative 750

Facilities

Hospitals 46
Pharmacies 250

Locations

Administrative 52
Primary care 164

Users

Employer/payer groups 172
Single coverage 2,570
Family coverage 4,618
Employees & dependents 16,456
Total 89,691
Average hospital stay ..... 4 days
Hospital admission/1,000 members 15.32

Continued on next page

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Continued from previous page

Revenues	
1992	$139,400,000
1991	$115,800,000

Operational date: May 1973.
Federally qualified.
Certified in: California.
NCQA qualification pending.
Model type: IPA/staff/network.
Not for profit.
Service area: California: Los Angeles, Orange and San Bernardino counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, experimental procedures, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly.
Officers: Clyde W. Oden, O.D., president; Dave A. Petteway, COO; Dr. Henry Bailey, medical director; Eileen Dutka Demko, vp.

Vision Service Plan

3333 Quality Drive, Rancho Cordova, Calif. 95670; 800-852-7600

Specialty HMO providing vision services only	
Staff	
Physicians	20,300
Administrative	950
Locations	
Administrative	21
Primary care	20,300
Users	
Employer/payer groups	6,900
Employees & dependents	12,144,000

Operational date: 1955.
Model type: IPA.
Not for profit.
Service area: Nationwide.
Services: Vision. Diagnostic testing by independent labs.
Management reports: Provided.
Billing: Consolidated billing for national accounts.
Officers: Roger J. Valine, president.
Contact: Richard W. Steere, 800-852-7600, ext. 4811.

Vista Health Plans

2355 Northside Drive, Third Floor, San Diego, Calif. 92108; 619-563-0184; fax: 619-497-5244

Specialty HMO providing mental health services only	
Staff	
Specialists	1,500
Administrative	13
Facilities	
Hospitals	60
Locations	
Administrative	1
Users	
Employer/payer groups	300
Employees & dependents	300,000
Total	300,000
Revenues	
1992	$3,603,000
1991	$2,733,000

Operational date: April 1986.
Certified in: California.
Model type: Group/IPA/hospitals.
Not for profit.
Service area: California: 35 counties in the San Diego and San Francisco areas.
Services: Physicians, inpatient hospitalization, outpatient hospitalization, preventive medicine, substance abuse and psychiatry.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 30% of members are enrolled.
Management reports: Provided monthly.
Officers: Keith Dixon, CEO; Charlotte Moore, COO; Dr. Peter J. Panzarino, medical director; Peggy Cronin, vp-marketing.
Contact: Peggy Cronin, 800-468-5667.

COLORADO

Aetna Health Plans-Colorado (Point-of-Service)

7979 E. Tufts Ave. Parkway, Suite 1000, Denver, Colo. 80237; 303-793-2580

Staff	
Physicians	581
Patients/physician	17
Board-certified	70%
Specialists	1,566
Facilities	
Hospitals	16
Pharmacies	341
Users	
Employer/payer groups	49
Employees & dependents	10,218
Total	10,218

Service area: Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Jefferson, Larimer, Pueblo and Weld counties.
Officers: James McLane, president; Cindy Freundlich, medical director; Jerry Banks, marketing director.
Contact: Cindy Aguilar.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of Colorado Inc.

3900 E. Mexico Ave., Suite 1100, Denver, Colo. 80210-3946; 303-782-1500; fax: 303-782-1577

Staff	
Physicians	629
Specialists	2,171
Facilities	
Hospitals	19
Users	
Total	51,454

Operational date: July 1986.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Jefferson, Larimer, Pueblo, Teller and Weld counties.
Officers: Nanci Robertson, provider relations manager; Susan Williams, member services manager; Christine Miller, general manager; Dr. Jeffrey Tarrant, medical director; Sharon Sorenson, quality manager; Kathy Gies, health services manager; Terry Nimnicht, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Comprecare Healthcare Services Inc.

P.O. Box 441170, Aurora, Colo. 80044; 303-695-6685; fax: 303-751-4432

Staff	
Physicians	820
Specialists	1,393
Administrative	310
Facilities	
Hospitals	21
Pharmacies	337
Locations	
Administrative	3
Users	
Employer/payer groups	482
Single coverage	35,185
Family coverage	41,726
Employees & dependents	171,696
Total	180,047
Average hospital stay	4.64 days
Hospital admission/1,000 members	72.31
Revenues	
1992	$231,928,000
1991	$205,466,000

Operational date: July 1974.
Federally qualified.
Certified in: Colorado.
NCQA qualification pending.
Model type: IPA.
For profit.
Service area: Colorado: Adams, Arapahoe, Boulder, Clear Creek, Denver, Douglas, Elbert, El Paso, Gilpin, Grand, Jefferson, Larimer, Summit, Teller and Weld counties. Contracts with HMO National Network in Austin, Texas; Managed Care Coordinators in BlueBell, Pa. and National Managed Care Inc. in Rockville, Md.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $135.42 single, $352.09 family; community rating by class; adjusted community rating.
Point-of-service contracts: 12.2% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Eric D. Sipf, CEO; Dr. Val Dean, medical director; Jerry Presley, vp-marketing; Jeff Margolis, vp-information services; Mary Mock, vp-provider services.

HMO Colorado

700 Broadway, Denver, Colo. 80203; 303-831-4114; fax: 303-831-2399

Staff	
Physicians	461
Patients/physician	131
Board-certified	76%
Specialists	2,253
Facilities	
Hospitals	28
Pharmacies	70
Locations	
Administrative	1
Primary care	500
Users	
Employer/payer groups	549
Single coverage	16,392
Family coverage	14,337
Employees & dependents	59,618
Total	60,481
Average hospital stay	3.92 days
Hospital admission/1,000 members	62.59
Revenues	
1992	$89,196,773
1991	$79,759,328

Operational date: January 1980.
Federally qualified.
Certified in: Colorado.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of Colorado.
Service area: Colorado: 24 eastern counties.
Services: Standard package. Other services include vision, psychiatry and OB/Gyn. Options include prescriptions, dental and substance abuse. Diagnostic testing by independent labs.
Rating options: Community rating: $144.44 single, $382.76 family.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.
Management reports: Provided quarterly or annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. George E. Kandel, president; Dr. Terry J. Sullivan, medical director; John C. Chenier, vp-marketing; William Crossen, vp-finance.

Health Network of Colorado Springs

555 E. Pikes Peak Ave., Suite 108, Colorado Springs, Colo. 80903; 719-475-5025; fax: 719-475-5004

Staff	
Physicians	55
Patients/physician	133
Board-certified	98%
Specialists	78
Administrative	7
Facilities	
Hospitals	1
Pharmacies	11
Locations	
Administrative	1
Primary care	1
Users	
Employer/payer groups	152
Single coverage	1,673
Family coverage	2,637
Employees & dependents	19,507
Total	19,507
Average hospital stay	4.1 days
Hospital admission/1,000 members	56.4
Revenues	
1992	$14,294,211
1991	$11,390,833

Operational date: April 1986.
Federally qualified.
Certified in: Colorado.
Model type: IPA.
For profit.
Ownership: Physicians Network of Colorado Springs.
Service area: Colorado: El Paso, Teller and portions of Elbert, Fremont and Park counties.
Services: Standard package. Other services include psychiatry, podiatry and OB/Gyn. Options include prescriptions, vision and substance abuse. Diagnostic testing by independent labs.
Rating options: Community rating: $135.61 single, $347.85 family; community rating by class.
Management reports: Provided upon request.
Officers: Ron Burnside, president; Dr. David R. Wolf, medical director; Mark Steider, marketing director; Dr. J.R. Brusenhan, vice chairman; Dr. Richard Evans, Dr. Donald Gazibara, Dr. Warren Goldstein, Dr. K. Patrick McCaffery, Dr. Nathan Brightwell, directors.

Kaiser Permanente-Colorado Region

10350 E. Dakota Ave., Denver, Colo. 80231-1314; 303-344-7200; fax: 303-344-7290

Staff	
Physicians	249
Patients/physician	1,137
Board-certified	90%
Specialists	988
Administrative	450
Facilities	
Hospitals	6
Pharmacies	13
Locations	
Administrative	13
Primary care	22
Users	
Employer/payer groups	3,387
Single coverage	52,225
Family coverage	58,505
Employees & dependents	236,789
Total	280,854
Average hospital stay*	3.9 days
Hospital discharges/1,000 members*	63
Revenues	
1992	$433,629,746
1991	$374,354,989

** Average stay and discharge rate as of 12/92.*

Operational date: July 1969.
Service area: Colorado: Denver/Boulder metropolitan area. Contracts with The HMO Group.
Services: Same as consolidated listing excluding podiatry.
Officers: Dr. David M. Lawrence, chairman/CEO; Christopher L. Binkley, senior vp/regional manager; Dr. Toby P. Cole, president/executive medical director-Colorado Permanente Medical Group P.C.; Jim Ludwig, director-marketing; Stephen R. Tomme, vp/health plan manager.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

MetLife HealthCare Network of Colorado Inc.

1512 Larimer St., Denver, Colo. 80202; 303-629-5331

Staff	
Physicians	535
Patients/physician	16
Board-certified	90%
Specialists	830
Facilities	
Hospitals	18
Locations	
Administrative	1
Users	
Employer/payer groups	67
Employees & dependents	8,543
Total	8,543
Average hospital stay	3.5 days
Hospital admission/1,000 members	55.6
Revenues	
1992	$29,892,608
1991	$20,414,027

Operational date: March 1986.
Certified in: Colorado.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Fremont, Jefferson, Larimer, Pueblo and Weld counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Kevin J. Burns, Ralph E. McEldowney III, Sarah Kelly, directors; Dr. Nancy E.W. Ashbach, director/president/CEO; Richard P. Beier, vp; Steven J. Brash, Joseph A. Reali, assistant vps; Elizabeth A. Lorenz, secretary/treasurer; Michael F. Tietz, assistant secretary.
Contact: Jim Gidicsin, 203-454-6133.

Mutual of Omaha Cos.-Exclusive Healthcare of Colorado Inc.

Mutual of Omaha Plaza, Omaha, Neb. 68175; 800-456-9292; fax: 402-978-2999

Staff	
Physicians	442
Patients/physician	52
Board-certified	80%
Specialists	997
Facilities	
Hospitals	15
Pharmacies	91
Locations	
Administrative	2
Primary care	88
Users	
Employer/payer groups	30
Single coverage	4,094
Family coverage	6,141
Employees & dependents	24,562
Total	24,562
Average hospital stay	3.44 days
Hospital admission/1,000 members	60

Certified in: Colorado.
Service area: Colorado: Adams, Arapahoe, Boulder, Clear Creek, Denver, Douglas, El Paso, Gilpin, Jefferson, Larimer, Logan, Morgan, Pueblo, Teller, Weld and Yuma counties.
Point-of-service contracts: 3% of members are enrolled.
Officers: Dick Easley, administrator; Don Shovein, executive director; Dr. John Sbarbaro, medical director; Les Swick, marketing director.
See Mutual of Omaha Cos.-Exclusive Healthcare Inc. consolidated listing under Nebraska.

PruCare of Colorado

4643 S. Ulster St., Suite 1000, Denver, Colo. 80237; 303-796-6100; fax: 303-796-6188

Staff	
Physicians	375
Patients/physician	28
Board-certified	83%
Specialists	1,028
Administrative	14
Facilities	
Hospitals	11
Pharmacies	71
Locations	
Administrative	1
Users	
Employer/payer groups	115
Total	10,327
Average hospital stay	3.7 days
Hospital admission/1,000 members	54

Operational date: June 1992.
Federally qualified.
Certified in: Colorado.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, Jefferson, Larimer and Weld counties.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating: $144.42 single, $357.77 family; community rating by class.
Point-of-service contracts: 81% of members are enrolled.
Management reports: Provided annually.
Officers: George Becker, president; Mark Donahue, executive director; Dr. Elizabeth S. Kraft, medical director; Robert Tazioli, marketing director.
Contact: Mark Donahue.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Plus of Colorado (Point-of-Service)

4643 S. Ulster St., Suite 1000, Denver, Colo. 80237; 303-796-6100

Staff	
Physicians	692
Patients/physician	65
Board-certified	82%
Specialists	1,350
Administrative	14
Facilities	
Hospitals	12
Pharmacies	71
Locations	
Administrative	1

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Users	
Employer/payer groups	376
Total	45,003
Average hospital stay	3.8 days
Hospital admission/1,000 members	57

Operational date: August 1986.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Colorado: Adams, Arapahoe, Boulder, Clear Creek, Denver, Douglas, Gilpin and Jefferson counties.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided annually.
Officers: George Becker, president; Mark Donahue, executive director; Dr. Elizabeth S. Kraft, medical director; Robert Tazioli, marketing director.
Contact: Mark Donahue.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

QualMed Inc.*

225 N. Main St., Pueblo, Colo. 81003; 800-628-2287 or 719-542-0500; fax: 719-542-4921

Staff	
Physicians	5,422
Patients/physician	62
Specialists	13,946
Administrative	1,015
Facilities	
Hospitals	193
Pharmacies	1,498
Locations	
Administrative	18
Users	
Employer/payer groups	4,044
Employees & dependents	311,450
Total	335,363
Average hospital stay	3.53 days
Hospital admission/1,000 members	55
Revenues	
1992	$485,945,361
1991	$279,814,547

Operational date: May 1986.
Federally qualified.
Certified in: California, Colorado, Idaho, New Mexico, Oregon, Washington.
Model type: Group/IPA/staff.
For profit.
Ownership: QualMed Inc.
Service area: California; Colorado; Idaho; New Mexico; Oregon; Washington. Contracts with Preferred Health Network in California, Connecticut, Florida, Indiana, Illinois, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.
Services: Standard package. Other standard services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision, dental and durable medical equipment. (Other services and options vary from state-to-state. See regional listings for specifics.) Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 2.5% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. Malik M. Hasan, chairman/president/CEO; E. Keith Hovland, executive vp-finance & administration/treasurer; Dr. Dale T. Berkbigler, executive vp-medical affairs; James Baker, acting director-marketing.
** Figures are consolidated, including all HMOs in this organization and San Luis Valley HMO which is managed by QualMed Inc.*

QualMed Plans for Health Inc.

225 N. Main St., Pueblo, Colo. 81003; 800-628-2287 or 719-542-0500; fax: 719-542-4921

Staff	
Physicians*	520
Patients/physician*	59
Specialists*	1,299
Facilities	
Hospitals*	24
Pharmacies*	301
Locations	
Administrative	5
Users	
Employer/payer groups	633
Employees & dependents	23,596
Total	26,229
Average hospital stay*	3.55 days
Hospital admission/1,000 members*	67
Revenues	
1992	$27,802,991
1991	$15,280,446

** Figures include San Luis Valley HMO which is managed by QualMed.*

Service area: Colorado: Adams, Arapahoe, Boulder, Clear Creek, Custer, Denver, Douglas, El Paso, Fremont, Huerfano, Jefferson, Otero, Pueblo and Teller counties. Contracts with Preferred Health Network in California, Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.
Services: Standard package. Other services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision, dental and durable medical equipment. Diagnostic testing by independent labs.
Officers: Daniel Sonnet, vp-Southwest operations; Dr. Richard Burton, Dr. Alan Schocket, medical directors; Andrea LeDeaux, marketing director-Southwest region.
See QualMed Inc. consolidated listing under Colorado.

Randmark Inc.-Colorado

1211 Connecticut Ave. N.W., Suite 200, Washington D.C. 20036; 202-293-8800; fax: 202-466-3789

Specialty HMO providing dental services only

Staff	
Dentists*	109
Patients/dentist*	18
Specialists*	48
Administrative*	11
Locations	
Administrative*	1
Users	
Total*	1,932

** Figures as of 06/30/92.*

Certified in: Colorado.
Model type: IPA.
Service area: Colorado: Adams, Arapahoe, Denver, Douglas, El Paso and Jefferson counties.
Services: Dental.
Rating options: Community rating; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Billing: Consolidated billing for national accounts.
Officers: Robert Wergin, CEO; Dan Karateew, dental director.
Contact: Robert Wergin.

San Luis Valley HMO

95 W. First Ave., Monte Vista, Colo. 81144; 719-852-4055; fax: 719-852-3481

Locations	
Administrative	1
Users	
Employer/payer groups	100
Employees & dependents	3,937
Total	4,675
Revenues	
1992	$8,372,738
1991	$7,807,433

Service area: Colorado: Alamosa, Conejos, Costilla, Mineral, Rio Grande and Saguache counties. Contracts with Preferred Health Network in California, Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.
Officers: Dr. H. Dale Thomas, chairman; Douglas Johnson, executive director; Dr. Norman Haug, medical director.
San Louis Valley HMO is managed by QualMed Inc. and operates among the QualMed network. Please refer to the QualMed Plans for Health Colorado listing and the QualMed Inc. consolidated listing under Colorado.

TakeCare Colorado

12100 E. Iliff Ave., Suite 200, Aurora, Colo. 80044; 303-695-6685; fax: 303-751-4432

Staff	
Physicians	457
Patients/physician	240
Board-certified	84%
Specialists	1,841
Administrative	475
Facilities	
Hospitals	22
Pharmacies	75
Locations	
Administrative	4
Users	
Employer/payer groups	292
Employees & dependents	101,097
Total	110,236
Average hospital stay*	4.07 days
Hospital admission/1,000 members*	60
Revenues	
1992	$135,703,700
1991	$129,741,310

** 1992 figures.*

Operational date: October 1979.
Model type: Group/IPA.
Service area: Colorado: Adams, Arapahoe, Boulder, Crowley, Denver, Douglas, El Paso, Fremont, Huerfano, Jefferson, Larimer, Otero, Pueblo, Teller and Weld counties. Contracts with UltraLink.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Officers: Eric Sipf, president; Steve O'Dell, executive director; Dr. Val Dean, medical director; Ken Prewitt-Wood, marketing director; Nancy Wallis, benefit administrator; Margot Hostetler, CFO; Mary Mock, provider contracting; Jerry Presley, sales/service.
See TakeCare Health Plan consolidated listing under California.

CONNECTICUT

Aetna Health Plans*

1000 Middle St., Middletown, Conn. 06457; 203-273-0123

Staff	
Physicians	12,761
Specialists	31,435
Facilities	
Hospitals	682
Pharmacies	14,337
Users	
Employees & dependents	1,254,252

Model type: IPA.
For profit.
Ownership: Aetna Life Insurance Co.
Service area: Arizona, California, Connecticut, Delaware, District of Columbia, Florida: Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Missouri, New Jersey, New York, Ohio, Pennsylvania, Tennessee, Texas, Virginia.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, OB/Gyn, physical/occupational therapy and rehabilitation services, skilled nursing and home health care, hospice, outpatient surgical centers, radiology, audiology/speech therapy, orthotics/prosthetics, transportation/ambulance services. Options include chiropractors and podiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
** Figures are consolidated, including all HMOs in this organization.*

Aetna Health Plans (Point-of-Service)*

1000 Middle St., Middletown, Conn. 06457; 203-273-0123

Staff	
Physicians	37,803
Patients/physician	12
Board-certified	72%
Specialists	88,502
Facilities	
Hospitals	1,205
Pharmacies	23,226
Users	
Employer/payer groups	2,126
Employees & dependents	452,068

Operational date: January 1990.
NCQA qualification pending.
For profit.
Ownership: Aetna Health Plans.
Service area: Alabama, Arizona, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Illinois, Kansas, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Missouri, New Hampshire, New Jersey, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, West Virginia and Wisconsin.
Services: Standard package. Other services include prescriptions, chiropractors, experimental procedures, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, physical/occupational therapy and rehabilitation services, skilled nursing and home health care, hospice, outpatient surgical centers, radiology, audiology/speech therapy, orthotics/prosthetics, transportation/ambulance services. Diagnostic testing by independent labs.
Officers: James McLane, CEO; Dr. Howard Bailit, medical director; Thomas R. Williams, marketing director; William Watson, senior vp-member services.
Contact: David Willis, corporate network management, 203-636-1040.
** Figures are consolidated, including all HMOs in this organization.*

Aetna Health Plans of Southern New England Inc.

Windsor Customer Center, 80 Lamberton Road, Windsor, Conn. 06095; 203-298-4283; fax: 203-298-4422

Staff	
Physicians	992
Patients/physician	40
Board-certified	68%
Specialists	2,614
Facilities	
Hospitals	15
Pharmacies	619
Users	
Employer/payer groups	86
Employees & dependents	39,747

Operational date: January 1988.
Certified in: Connecticut.
Service area: Connecticut: Fairfield, Hartford, Middlesex, New Haven, Windham and portions of Litchfield, New London and Tolland counties.
Officers: James McLane, president; John Anderson, executive director; Dr. Eugene Winchester, medical director; Susan Sullivan, marketing director; David Polk.
Contact: Sue Crean.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Southern New England Inc. (Point-of-Service)

Windsor Customer Center, 80 Lamberton Road, Windsor, Conn. 06095; 203-298-4275; fax: 203-298-4422

Staff	
Physicians	988
Patients/physician	30
Board-certified	70%
Specialists	2,670
Facilities	
Hospitals	15
Pharmacies	590
Users	
Employer/payer groups	65
Employees & dependents	29,998
Total	29,998

Service area: Connecticut: Fairfield, Hartford, Middlesex, New Haven and portions of Litchfield, New London, Tolland and Windham counties.
Officers: James McLane, president; John Anderson, executive director; Dr. Eugene Winchester, medical director; Susan Sullivan, marketing director; David Polk.
Contact: Patty Randall.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA Corp.*

Hartford, Conn. 06152; 203-726-6000

Staff	
Physicians	NA
Patients/physician	400
Board-certified	85%
Users	
Employees & dependents	2,663,913

For profit.
Service area: Arizona, California, Colorado, Connecticut, Delaware, Florida, Georgia, Illinois, Kansas, Louisiana, Maryland, Massachusetts, Missouri, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Utah, Virginia, Washington.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, emergency care/ambulance, audiology, case management, high-risk pregnancy program, home health care, skilled nursing and extension facilities, short-term rehab and physical therapy, external prosthesis, well-baby care and ambulatory surgical, utilization review.
Rating options: Community rating; community rating by class; adjusted community rating.
** Figures are consolidated, including all HMOs in this organization.*

CIGNA HealthCare of Connecticut

5700 Bigelow Commons, Enfield, Conn. 06082; 203-745-2288 or 800-345-9458; fax: 203-741-7266

Staff	
Physicians	859
Specialists	2,003
Facilities	
Hospitals	18
Users	
Total	79,620

Operational date: January 1986.
Federally qualified.
Model type: IPA.
For profit.
Ownership: CIGNA Corp.
Service area: Connecticut: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London and Tolland counties.
Officers: Jackie Pyzik, provider relations manager; Theresa Vollet, member services manager; Ellen Harrison, general manager/managed care service center director; Dr. Rosario Noto, medical director; Linda Snow, quality assurance manager; Jadwiga Goclowski, health services manager; Chan Wheeler, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Community Health Care Plan

221 Whitney Ave., New Haven, Conn. 06516; 203-773-8358; fax: 203-787-5917

Staff	
Physicians	54
Patients/physician	990
Board-certified	94%
Specialists	246
Administrative	500
Facilities	
Hospitals	10
Pharmacies	8
Locations	
Administrative	3
Primary care	8
Users	
Employer/payer groups	1,050
Single coverage	13,849
Family coverage	4,906
Employees & dependents	39,095
Total	45,203
Average hospital stay	5.3 days
Hospital admission/1,000 members	65.4
Revenues	
1992	$95,384,379
1991	$95,286,700

Operational date: October 1971.
Federally qualified.
Certified in: Connecticut.
NCQA qualification pending.
Model type: Staff.
Not for profit.
Ownership: Blue Cross & Blue Shield of Connecticut.
Service area: Connecticut: Fairfield and New Haven counties and the towns of Berlin, Bethlehem, Cromwell, Durham, Middlefield, Middletown, New Britain, Newtown, Oakville, Plainville, Rocky Hill, Southington, Thomaston, Watertown, Wethersfield and Woodbury. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include dental, durable medical equipment and prescriptions.

Continued on next page

Continued from previous page
Diagnostic testing by HMO and independent labs.

Rating options: Community rating by class; adjusted community rating.

Enrollment options: Individual enrollment allowed.

Management reports: Provided annually.

Billing: Provides direct billing for COBRA premiums.

Officers: Carl J. Maleri, president; Richard Garber, executive director; Dr. Robert Scalettar, medical director; Doug Kenyon, marketing director; Salvatore Catardi, vp-finance; James Karl, vp-human resources.

ConnectiCare Inc.

10 Waterside Drive, Farmington, Conn. 06032; 203-674-5700; fax: 203-674-2091

Staff	
Physicians	523
Patients/physician	953
Board-certified	87%
Administrative	300
Facilities	
Hospitals	13
Pharmacies	295
Locations	
Administrative	1
Users	
Employer/payer groups	450
Single coverage	19,803
Family coverage	32,309
Employees & dependents	117,230
Total	117,230
Average hospital stay	4.87 days
Hospital admission/1,000 members	347.3
Revenues	
1992	$187,818,578
1991	$159,554,912

Operational date: April 1982.
Federally qualified.
Certified in: Connecticut.
Model type: IPA.
Not for profit.

Service area: Connecticut: Hartford, Litchfield, Middlesex, New Haven, Tolland and portions of New London and Windham counties. Contracts with HMO National Network in Texas and UltraLink in California.

Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating: $187.49 single, $468.73 family; community rating by class; adjusted community rating.

Point-of-service contracts.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: William Pierce, president/CEO; Dr. James Moffat, chief medical officer; Dr. F. Todd Mauck, vp-medical affairs; Louis Lecocq, vp-marketing; Gus Gamache, vp-finance/operations; Mike MacKay, vp-corporate development.

Constitution HealthCare Inc.

370 Bassett Road, North Haven, Conn. 06473; 203-234-2011; fax: 203-234-8573

Staff	
Physicians	1,005
Patients/physician	86
Specialists	3,278
Administrative	110
Facilities	
Hospitals	25
Pharmacies	235
Locations	
Administrative	1
Users	
Employer/payer groups	947
Single coverage	14,574
Family coverage	22,071
Employees & dependents	86,286
Total	86,286
Average hospital stay	4.86 days
Hospital admission/1,000 members	76
Revenues	
1992	$177,474,349
1991	$165,697,603

Operational date: May 1978.
Federally qualified.
Certified in: Connecticut.
Model type: IPA.
Not for profit.

Ownership: Blue Cross & Blue Shield of Connecticut.

Service area: Connecticut: Hartford, Middlesex, New Haven, Tolland and portions of Fairfield, Litchfield, New London and Windham counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.

Rating options: Community rating: $226.14 single, $556.34 family; adjusted community rating.

Point-of-service contracts: 0.05% of members are enrolled.

Management reports: Provided upon request.

Billing: Consolidated billing for national accounts.

Officers: Jerry Muller, president; Dr. Mary Jean Ahern, medical director; Doug Kenyon, marketing director.

Kaiser Permanente-Northeast Region

Pond View Corporate Center, 76 Batterson Park Road, Farmington, Conn. 06034; 203-678-6000; fax: 203-678-6140

Staff	
Physicians	32
Patients/physician	1,100
Board-certified	96%
Specialists	125
Administrative	169
Facilities	
Hospitals	8
Pharmacies	7
Locations	
Administrative	14
Primary care	7
Users	
Employer/payer groups	677
Single coverage	11,166
Family coverage	7,335
Employees & dependents	40,777
Total	48,445
Average hospital stay*	4.7 days
Hospital discharges/1,000 members*	58
Revenues	
1992	$198,517,127
1991	$172,665,126

** Average stay and discharge rate as of 7/92; average stay includes Connecticut, Massachusetts and New York service areas.*

Operational date: June 1979.

Service area: Connecticut: Fairfield, Hartford and portions of Middlesex and Tolland counties and the towns of Coventry, Cromwell, East Hampton, Mansfield Center, Mansfield Depot, Middletown, Milldale, Portland, Storrs and Vernon. Contracts with The HMO Group.

Services: Same as consolidate listing including durable medical equipment as a standard service.

Officers: Dr. David M. Lawrence, chairman/CEO; Gary Fernandez, vp/regional manager; Dr. R. Simi Lyss, regional medical director-Northeast Permanente Medical Group; William E. Kramer, health plan manager; Rick Newsome, controller.

See Kaiser Foundation Health Plan Inc. consolidated listing under California.

M.D. Health Plan

6 Devine St., North Haven, Conn. 06473; 203-776-5759; fax: 203-230-0359

Staff	
Physicians	1,200
Patients/physician	65
Specialists	2,300
Administrative	220
Facilities	
Hospitals	34
Pharmacies	660
Locations	
Administrative	1
Primary care	1,800
Users	
Employer/payer groups	3,400
Single coverage	18,870
Family coverage	18,273
Employees & dependents	78,000
Total	78,000
Average hospital stay	4.3 days
Hospital admissions/1,000 members	76
Revenues	
1992	$105,907,738
1991	$83,211,835

Operational date: October 1987.
Certified in: Connecticut.
Model type: IPA.
Ownership: Group of doctors.
Service area: Connecticut.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, vision, dental and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts: 25% of members are enrolled.

Management reports: Provided quarterly.

Officers: Douglas Hayward, president; Dr. Jack Sizer, medical director; John Gilchrist, vp-marketing; Alex Sommers, CFO; Robert Gimpel, COO.

Contact: John Gilchrist.

Oxford Health Plans

P.O. Box 5031, Norwalk, Conn. 06856; 800-444-6222; fax: 203-851-2464

Staff	
Physicians	2,232
Patients/physician	67.5
Board-certified	91%
Specialists	4,231
Administrative	670
Facilities	
Hospitals	281
Locations	
Administrative	4
Primary care	2,670
Users	
Employer/payer groups	2,138
Single coverage	53,331
Family coverage	29,985
Employees & dependents	138,003
Total	150,742
Revenues	
1992	$145,800,000
1991	$90,400,000

Operational date: June 1986.
Model type: IPA.
For profit.

Service area: Connecticut: Fairfield and New Haven counties; New Jersey: Bergen, Essex, Hudson, Hunterdon, Mercer, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union and Warren counties; New York: Bronx, Brooklyn, Manhattan, Nassau, Queens, Rockland, Staten Island, Suffolk and Westchester counties. Contracts with Affordable Network in 44 states and District of Columbia.

Services: Standard package. Other services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, chiropractors, experimental procedures, vision, dental and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating: $168.17 single, $445.65 family; community rating by class; adjusted community rating.

Point-of-service contracts: 87% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided monthly.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Stephen Wiggins, chairman/CEO; David Snow, president/executive director; Dr. Frank N. Medici, medical director/vp-medical affairs; Jay Silverstein, marketing director/vp-marketing/communications; Robert Smoler, executive vp-operations; Donald Barret, executive vp/general counsel; William Sullivan, vp-sales; Thomas Travers, vp-medical delivery systems; Jeanne Wisniewski, director-human resources; Andrew Cassidy, CFO; Edward Kramer, vp-information management.

Physicians Health Services Inc.*

120 Hawley Lane, Trumbull, Conn. 06611-5313; 203-381-6400; fax: 203-381-6690

Staff	
Physicians	1,333
Patients/physician	105
Board-certified	83%
Specialists	2,093
Administrative	413
Facilities	
Hospitals	30
Pharmacies	886
Locations	
Administrative	2
Users	
Employer/payer groups	2,100
Single coverage	34,735
Family coverage	35,823
Employees & dependents	140,218
Total	150,228
Average hospital stay	5.08 days
Hospital admission/1,000 members	74
Revenues	
1992	$246,262,853
1991	$224,327,189

Operational date: September 1975.
Federally qualified.
Certified in: Connecticut, New York.
NCQA qualification pending.
Model type: IPA.
For profit.

Service area: Connecticut: statewide; New York: Putnam and Westchester counties.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.

Rating options: Community rating (New York): $180.86 single, $468.89 family; community rating by class (Connecticut); adjusted community rating (Connecticut).

Point-of-service contracts: 10% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided annually or upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Michael E. Herbert, president/CEO; Dr. Richard O'Connor, medical director; Kevin Murphy, vp-sales; Robert L. Natt, COO.

Contact: Ellen Cavanaugh, 203-381-6871.

** Figures are consolidated, including all HMOs in this organization.*

Physicians Health Services of Connecticut Inc.

120 Hawley Lane, Trumbull, Conn. 06611-5313; 203-381-6400; fax: 203-381-6690

Staff	
Physicians	964
Patients/physician	126
Board-certified	81%
Specialists	1,579
Administrative	390
Facilities	
Hospitals	21
Pharmacies	665
Locations	
Administrative	1
Users	
Employer/payer groups	1,650
Single coverage	30,145
Family coverage	31,658
Employees & dependents	121,812
Total	131,730
Average hospital stay	5.06 days
Hospital admission/1,000 members	74
Revenues	
1992	$243,959,000
1991	$227,842,000

Service area: Connecticut: statewide.

Contact: Stephen O'Connell, 203-381-6847.

See Physicians Health Services Inc. consolidated listing under Connecticut.

Suburban Health Plan Inc.

680 Bridgeport Ave., Shelton, Conn. 06484; 203-926-8882; fax: 203-925-1202

Staff	
Physicians	200
Patients/physician	135
Board-certified	90%
Specialists	160
Administrative	8
Facilities	
Hospitals	2
Pharmacies	50
Locations	
Administrative	1
Primary care	200
Users	
Employer/payer groups	150
Employees & dependents	2,500
Total	2,700
Hospital admission/1,000 members	300
Revenues	
1992	$3,838,113
1991	$3,086,075

Operational date: February 1988.
Certified in: Connecticut.
Model type: IPA.
For profit.

Ownership: Griffin Health Services Inc., New York Life.

Service area: Connecticut: Lower Naugatuck Valley and Greater Waterbury areas.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.

Rating options: Community rating: $175 single, $450 family.

Enrollment options: Individual enrollment allowed.

Management reports: Provided monthly.

Billing: Provides direct billing for COBRA premiums.

Officers: Theresa Atwood, executive director; Ken Dobular, medical director; Terri Guidone, marketing director.

U.S. Healthcare Inc.

Middlesex Corporate Center, 213 Court St., Seventh Floor, Middletown, Conn. 06457-3367; 203-347-8855; fax: 203-638-6599

Staff	
Physicians	293
Specialists	1,048
Users	
Employees & dependents	29,000
Total	29,000
Average hospital stay	4.91 days
Hospital admission/1,000 members	73.47
Revenues	
1992	$35,477,000
1991	$21,657,000

Operational date: December 1986.
Federally qualified.
Certified in: Connecticut.
NCQA accredited.

Service area: Connecticut: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London and Tolland counties.

Rating options: Community rating: $175.90 single, $468.50 family.

Point-of-service contracts: 8% of members are enrolled.

Offers non-federally qualified programs.

Officers: Edward A. Dulik, president; Dr. Steven Upham, medical director.

Contact: Thomas J. McParland Jr., vp, 215-283-6706.

See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

DELAWARE

Aetna Health Plans (Point-of-Service)

Rockwood Office Park, 501 Carr Road, Wilmington, Del. 19809; 302-761-4908; fax: 302-761-4991

Staff	
Physicians	168
Patients/physician	1
Board-certified	81%
Specialists	239
Facilities	
Hospitals	5
Pharmacies	119
Users	
Employer/payer groups	11
Employees & dependents	256
Total	256

Service area: Delaware: Kent, New Castle and Sussex counties.

Officers: James McLane, president; Cindy Mazer, executive director; Dr. Jack Hocutt, medical director.

Contact: Florie Moore.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of New Jersey Inc./Aetna Health Plans of Delaware Inc.

Rockwood Office Park, 501 Carr Road, Wilmington, Del. 19809; 302-761-4908; fax: 302-761-4991

Staff	
Physicians	187
Board-certified	79.2%
Specialists	233
Facilities	
Hospitals	5
Pharmacies	123

Operational date: January 1992.
Certified in: Delaware.

Service area: Delaware: Kent, New Castle and Sussex counties.

Officers: James McLane, president; Cindy Mazer, executive director; Dr. Jack Hocutt, medical director; Kathy Stryker, marketing director.

Contact: Florie Moore.

See Aetna Health Plans consolidated listing under Connecticut.

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For an explanation of HMO directory terms and methodology see guide on page 8.

Continued from previous page

CIGNA HealthCare of Pennsylvania, Delaware & Southern New Jersey

Delaware Valley, 1 Beaver Valley Road, Suite CHP, Wilmington, Del. 19803; 302-477-3700; fax: 302-477-3707 or 302-477-3708

Staff

Physicians	1,058
Specialists	2,486

Facilities

Hospitals	70

Users

Total	58,938

Operational date: May 1985.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Delaware: Kent, New Castle and Sussex counties; New Jersey: Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Ocean and Salem counties; Pennsylvania: Bucks, Chester, Delaware, Montgomery and Philadelphia counties.
Officers: Dottie McGilvery, provider relations director; Flo Willamon, provider relations; Krista Herbein, provider services supervisor; Jill Bulkin-Nuddle, manager-provider/systems services; Renee Richard, member services manager; Leo M. Carey, vp/executive director; Dr. Norman R. Scott, medical director; Helen Duffy, quality assurance; Priscilla Naylor, health services supervisor; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

Delaware Valley HMO

925 Baltimore Pike, Concordville, Pa. 19331; 215-358-5650; fax: 215-358-5238

Staff

Physicians	399
Patients/physician	28
Board-certified	80%
Specialists	579
Administrative	118

Facilities

Hospitals	28

Locations

Administrative	1

Users

Employer/payer groups	400
Single coverage	2,118
Family coverage	2,108
Employees & dependents	26,000
Total	26,000
Average hospital stay	4.04 days
Hospital admission/1,000 members	6.48

Revenues

1992	$25,239,512
1991	$162,996,600

Operational date: March 1978.
Federally qualified.
Certified in: Delaware, New Jersey.
Model type: IPA.
For profit.
Ownership: Independence Blue Cross.
Service area: Delaware: Kent, New Castle and Sussex counties; New Jersey: Burlington, Camden, Gloucester, Mercer and Salem counties.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include dental. Diagnostic testing by independent labs.
Rating options: Community rating: $172.71 single, $454.92 family.
Point-of-service contracts.
Offers non-federally qualified programs.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Alfred F. Meyer, president; James J. Thomas III, senior vp; Dr. Bruce Hopper, medical director; Charles D. Clausen, marketing vp; Mary McDonald, vp-health services.

Healthcare Delaware

P.O. Box 7498, Wilmington, Del. 19803-0498; 302-571-0822; fax: 302-652-8336

Staff

Physicians	163
Patients/physician	107
Board-certified	80%
Specialists	303
Administrative	118

Facilities

Hospitals	8

Locations

Administrative	1

Users

Employer/payer groups	63
Single coverage	3,978
Family coverage	2,958
Employees & dependents	17,424
Total	17,424
Average hospital stay	4.7 days
Hospital admission/1,000 members	6.82

Revenues

1992	$36,282,319
1991	$34,182,070

Operational date: January 1987.
Certified in: Delaware.
Model type: IPA.
For profit.
Ownership: Independence Blue Cross.
Service area: Delaware.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating: $181.45 single, $462.71 family.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Alfred F. Meyer, president; James J. Thomas III, senior vp; Dr. Bruce Hopper, medical director; Charles D. Clausen, vp-marketing; Mary McDonald, vp-health services.

Principal Health Care of Delaware Inc.

100 W. Commons Blvd., Suite 300, New Castle, Del. 19720; 302-322-4700; fax: 302-322-9007

Staff

Physicians	309
Board-certified	64%
Specialists	509
Administrative	85

Facilities

Hospitals	10
Pharmacies	122

Locations

Administrative	1

Users

Employer/payer groups	230
Single coverage	10,008
Family coverage	9,453
Employees & dependents	64,652
Total	64,652
Average hospital stay	4 days
Hospital admission/1,000 members	284

Revenues

1992	$55,104,422
1991	$54,385,022

Service area: Delaware: Kent, New Castle and Sussex counties; Maryland: Caroline, Cecil, Kent, Queen Annes, Somerset and Wicomico counties. Contracts with UltraLink.
Officers: Kenneth Linde, president; Max Kenyon, executive director;

Continued on next page

To put together a first-rate managed health care plan
we got a second opinion
from people who never went to medical school.

Consulting with Benefits Managers convinced us we should have our HMOs examined. Our PruCare® HMOs. Along with our PruCare Plus® plans. Not because they're in poor shape, but to assure Benefits Managers that we have a clean bill of health.

In fact, The Prudential is the first national carrier to seek external accreditation for a range of managed care plans from the National Committee for Quality Assurance (NCQA). And the only one to make examination of health benefits a general practice. For more information about The Prudential Health Care System, please write to: John A. Selby, Prudential Group Department, 56 Livingston Ave., Roseland, NJ 07068-1790.

ThePrudential®

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Continued from previous page
Maurice Liebesman, medical director; Virginia Pfeiffer, sales manager.
Contact: Virginia Pfeiffer.
See Principal Health Care Inc. consolidated listing under Maryland.

U.S. Healthcare Inc.

980 Jolly Road, P.O. Box 1109, Blue Bell, Pa. 19422; 215-628-4800; fax: 215-283-6858

Staff	
Physicians	64
Specialists	380
Users	
Employees & dependents	17,000
Total	17,000
Average hospital stay	4.79 days
Hospital admission/1,000 members	87.75
Revenues	
1992	$24,041,000
1991	$15,881,000

Operational date: April 1987.
Federally qualified.
Certified in: Delaware.
Service area: Delaware: Kent, New Castle and Sussex counties; District of Columbia.
Rating options: Community rating: $165.70 single, $446.60 family.
Point-of-service contracts: 3% of members are enrolled.
Officers: Michael J. Cardillo, president; Dr. Ronald J. Brooks, medical director.
Contact: Thomas J. McParland Jr., vp, 215-283-6706.
See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

DISTRICT OF COLUMBIA

Group Health Assn.

4301 Connecticut Ave. N.W., Washington, D.C. 20008; 202-364-2000; fax: 202-364-7417

Staff	
Physicians	101
Patients/physician	1,300
Board-certified	85%
Specialists	107
Administrative	300
Facilities	
Hospitals	8
Pharmacies	200
Locations	
Administrative	1
Primary care	9
Users	
Employer/payer groups	1,100
Single coverage	36,942
Family coverage	27,610
Employees & dependents	134,779
Total	134,779
Revenues	
1992	$256,316,320
1991	$242,378,655

Operational date: November 1937.
Federally qualified.
Certified in: District of Columbia, Maryland, Virginia.
NCQA qualification pending.
Model type: IPA/staff.
Not for profit.
Service area: District of Columbia; Maryland: Howard, Montgomery and Prince Georges counties and portions of Charles County; Virginia: Arlington, Fairfax, Loudoun and Prince William counties and the cities of Alexandria, Fairfax and Falls Church. Contracts with The HMO Group.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include dental and durable medical equipment. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $146.70 single, $407.70 family; community rating by class; adjusted community rating.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums.
Officers: Robert P. Pfotenhauer, president/CEO; Dr. Donald Mitchell, medical director; Kyle Anne Raffaniello, marketing director; Patrick Leininger, CFO; Alphonso O'Neil-White, general counsel.

Randmark Inc.-District of Columbia

1211 Connecticut Ave. N.W., Suite 200, Washington D.C. 20036; 202-293-8800; fax: 202-466-3789

Staff	
Dentists*	64
Specialists*	24
Administrative*	11
Locations	
Administrative*	1
Users	
Total*	1,527

** Figures as of 6/30/92.*

Certified in: District of Columbia.
Model type: IPA.
Service area: District of Columbia.
Services: Dental.
Rating options: Community rating; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Robert Wergin, CEO; Dan Karateew, dental director.
Contact: Robert Wergin.

Specialty HMO providing dental services only

FLORIDA

Aetna Health Plans-Brevard County (Point-of-Service)

1060 Maitland Center Commons, Suite 100, Maitland, Fla. 32751; 407-660-2236; fax: 407-660-2974

Staff	
Physicians	105
Patients/physician	6
Board-certified	83.8%
Specialists	329
Facilities	
Hospitals	3
Pharmacies	77
Users	
Employer/payer groups	8
Employees & dependents	643
Total	643

Service area: Florida: Brevard county.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Liz Hurt.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Dade & Broward Counties (Point-of-Service)

580 Village Blvd., Suite 215, West Palm Beach, Fla. 33409; 407-640-2735; fax: 407-471-8219

Staff	
Physicians	505
Patients/physician	17
Board-certified	70.3%
Specialists	1,171
Facilities	
Hospitals	16
Pharmacies	390
Users	
Employer/payer groups	40
Employees & dependents	8,901
Total	8,901

Service area: Florida: Broward and Dade counties.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director; William Shalley.
Contact: Michael Iacovelli.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Florida Inc.

4890 W. Kennedy Blvd., Suite 545, Tampa, Fla. 33609; 813-287-7817; fax: 813-286-3041

Staff	
Physicians	303
Patients/physician	52
Board-certified	77.7%
Specialists	887
Facilities	
Hospitals	19
Pharmacies	507

Continued on next page

HMO-style benefits.

Indemnity-style benefits.

Continued from previous page

Users

Employer/payer groups	96
Employees & dependents	15,837

Operational date: October 1988.
Certified in: Florida.
NCQA accredited.
Service area: Florida: Hillsborough, Manatee, Pasco, Pinellas, Polk and Sarasota counties.
Officers: James McLane, president; James Gilmour Ph.D., executive director; Craig Gage, medical director; Sam Aycoth, marketing director.
Contact: Lee Moniz.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Fort Myers (Point-of-Service)

4890 W. Kennedy Blvd., Suite 545, Tampa, Fla. 33609; 813-287-7817; fax: 813-286-3041

Staff

Physicians	79
Patients/physician	11
Board-certified	70.3%
Specialists	219

Facilities

Hospitals	4
Pharmacies	75

Users

Employer/payer groups	11
Employees & dependents	910
Total	910

Service area: Florida: Lee County.
Officers: James McLane, president; James Gilmour, Ph.D., executive director; Craig Gage, medical director; Sam Aycoth, marketing director; William Shalley.
Contact: Lee Moniz.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Jacksonville (Point-of-Service)

10161 Centurion Parkway N., Suite 110, Jacksonville, Fla. 32256; 904-928-4460; fax: 904-928-4464

Staff

Physicians	254
Patients/physician	5
Board-certified	71.7%
Specialists	620

Facilities

Hospitals	10
Pharmacies	136

Users

Employer/payer groups	21
Employees & dependents	1,354
Total	1,354

Service area: Florida: Baker, Clay, Duval and Nassau counties.
Officers: James McLane, president; James Gilmour, Ph.D., executive director; Craig Gage, medical director; Steve Warrick, marketing director; William Shalley.
Contact: Lisa Ulm.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Orlando (Point-of-Service)

1060 Maitland Center Commons, Suite 100, Maitland, Fla. 32751; 407-660-2236; fax: 407-660-2974

Staff

Physicians	246
Patients/physician	25
Board-certified	82.5%
Specialists	681

Facilities

Hospitals	10
Pharmacies	202

Users

Employer/payer groups	30
Employees & dependents	6,168
Total	6,168

Service area: Florida: Orange, Osceola and Seminole counties and portions of Volusia county.
Officers: James McLane, president; James Gilmour, Ph.D., executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Liz Hurt.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Palm Beach/Martin/St. Lucie Counties (Point-of-Service)

580 Village Blvd., Suite 215, West Palm Beach, Fla. 33409; 407-640-2735; fax: 407-471-8219

Staff

Physicians	135
Patients/physician	12
Board-certified	82.1%
Specialists	556

Facilities

Hospitals	9
Pharmacies	187

Users

Employer/payer groups	22
Employees & dependents	1,656
Total	1,656

Service area: Florida: Martin, Palm Beach and St. Lucie counties.
Officers: James McLane, president; James Gilmour, Ph.D., executive director; Craig Gage, medical director; Steve Warrick, marketing director; William Shalley.
Contact: Robin Osborne.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Tampa/St. Petersburg (Point-of-Service)

4890 W. Kennedy Blvd., Suite 545, Tampa, Fla. 33609; 813-287-7817; fax: 813-286-3041

Staff

Physicians	360
Patients/physician	10
Board-certified	72.5%
Specialists	1,113

Facilities

Hospitals	19
Pharmacies	531

Users

Employer/payer groups	33
Employees & dependents	3,639
Total	3,639

Service area: Florida: Hillsborough, Manatee, Pasco, Pinellas, Polk and Sarasota counties.
Officers: James McLane, president; James Gilmour, Ph.D., executive director; Craig Gage, medical director; Sam Aycoth, marketing director; William Shalley.
Contact: Lee Moniz.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

American Dental Plan Inc.

726 N.W. Eighth Ave., Gainesville, Fla. 32601; 904-371-2811; fax: 904-371-9055

Specialty HMO providing dental services only

Staff

Dentists	1,279
Patients/dentist	358
Specialists	998
Administrative	19

Locations

Administrative	1

Users

Employer/payer groups	4,400
Single coverage	57,400
Family coverage	88,000
Employees & dependents	364,124
Total	408,624

Revenues

1992	$29,079,230
1991	$24,539,688

Service area: Florida.
Officers: Wiley Bryant, president; Dr. Ken Hammer, medical director.
See American Dental Plan consolidated listing under Georgia.

Anthem Health Plan of Florida Inc.

10199 Southside Blvd., Suite 301, Jacksonville, Fla. 32256; 904-363-7600; fax: 904-363-7627

Staff

Physicians	659
Patients/physician	41
Board-certified	75%
Specialists	1,662

Facilities

Hospitals	58
Pharmacies	261

Continued on next page

Most health plans couldn't even put them in the same ad.

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It's our point-of-service plan with cost management like an HMO and flexibility like indemnity. And it's available as a replacement or companion for most health plans. There's never been an easier way to move into managed care.

Members enjoy low copays, preventive care and other highly attractive HMO-style benefits from a convenient and comprehensive network of physicians and hospitals. Yet members are still free to choose doctors and hospitals outside our network, at a lower level of coverage.

Employers choose the level of coverage, copays, deductibles—all the components needed to structure a cost-effective plan. So simple. So logical. And all it took was the right people to put it together. To learn more about Managed Choice, contact your broker or call your local Aetna Health Plans marketing office.

Aetna Health Plans

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Aetna Life Insurance Company and/or Affiliated Companies.

Continued from previous page

Users
Employer/payer groups....24
Employees & dependents....27,049
Total....27,049
Average hospital stay....4.8 days
Hospital admission/1,000 members....58

Revenues
1992....$33,794,037
1991....$26,289,561

Operational date: April 1987.
Certified in: Florida.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Associated Group.
Service area: Florida: Alachua, Baker, Broward, Dade, Duval/Clay, Hillsborough, Manatee, Orange/Seminole, Palm Beach, Pasco, Pinellas, Sarasota and Volusia counties.
Services: Standard package. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision, substance abuse, psychiatry, infertility and speech and hearing. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 2% of members are enrolled.
Management reports: Provided annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: John D. Cuny, president/CEO; T. Craig Childs, medical director; Allen Van Fossen, marketing director.
Contact: Joanna T. Marini, senior manager-marketing/sales/service.

AvMed Health Plan

9400 S. Dadeland Blvd., Miami, Fla. 33156; 305-671-5437; fax: 305-671-6120

Staff
Physicians....1,300
Patients/physician....153
Board-certified....70%
Specialists....3,100

Facilities
Hospitals....87

Locations
Administrative....7
Primary care....20

Users
Employer/payer groups....650
Total....200,000
Average hospital stay....4.28 days
Hospital admission/1,000 members....71

Revenues
1992....$470,687,933
1991....$438,120,585

Operational date: 1973.
Federally qualified.
Certified in: Florida.
NCQA accredited.
Model type: IPA.
Not for profit.
Service area: Florida: 30 counties around all major metropolitan areas. Contracts with UltraLink, National Managed Care Inc. and HMO National Network nationwide.
Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, dental, durable medical equipment and prosthetics. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for statewide accounts.
Officers: Edward C. Peddie, president; Robert C. Hudson, Douglas G. Cueny, P. Jan Hughey, executive vps; Dr. Bernard Mansheim, corporate medical director; Charles Campbell, director-national marketing; Gerald T. O'Neil, C. Ann Taylor, Marilyn L. Tubb, senior vps.
Contact: Charles B. Campbell.

Capital Group Health Services of Florida Inc./ Capital Health Plan

2140 Centerville Place, Tallahassee, Fla. 32308; 904-386-3161; fax: 904-422-3180

Staff
Physicians....50
Board-certified....96%
Specialists....182

Facilities
Hospitals....6
Pharmacies....17

Locations
Administrative....1
Primary care....21

Users
Employer/payer groups....85
Single coverage....8,825
Family coverage....11,934
Employees & dependents....47,013
Total....48,889

Operational date: June 1982.
Federally qualified.
Certified in: Florida.
NCQA qualification pending.
Model type: IPA/staff.
Not for profit.
Service area: Florida: Gadsden, Jefferson, Leon, Taylor and Wakulla counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, vision, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided.
Officers: John Hogan, executive director; Dr. Francis G. Huber Jr., medical director; Sue Conte, marketing director; Bonnie Butler, operations director; Kearney Pool, finance director.

CIGNA Dental Health Inc.

300 N.W. 82nd Ave., Plantation, Fla. 33318; 305-423-5800; fax: 305-423-5490

Staff
Dentists....5,768
Patients/dentist....253
Specialists....3,766
Administrative....327

Locations
Administrative....8
Primary care....2,075

Users
Employer/payer groups....2,548
Single coverage....333,069
Employees & dependents....1,228,535
Total....1,561,604

Certified in: 47 states and District of Columbia.
Model type: IPA.
Ownership: CIGNA Corp.
Services: Dental.
Point-of-service contracts.
Management reports: Provided.
Billing: Consolidated billing for national accounts.
Officers: Zayra F. Calderon, president; Ralph Charlton, Brent D. Martin, Claire Burchill, regional vps; Gail Garcia, vp-planning/development; Ben Haynes, vp-finance; John E. Cox, assistant vp-sales/account services; Aaron Groffman, director-marketing.

CIGNA HealthCare of Florida Inc.

2502 Rocky Point Road, Suite 1045, Tampa, Fla. 33607; 813-281-1000; fax: 813-282-0265

Staff
Physicians....337
Specialists....859

Facilities
Hospitals....13

Users
Total....131,796

Operational date: June 1981.
Federally qualified.
Model type: IPA/staff.
Ownership: CIGNA Corp.
Service area: Florida: Hillsborough, Pasco and Pinellas counties.
Officers: Suzanne Lewis, provider relations manager; J.C. Carter III, director-provider relations; Mary Atkinson, member services manager; Ed Dillabough, healthplan manager; Dr. Linda Ash-Jackson, medical director; Valerie Hayes-Arrage, quality assurance manager; Janona Foeley, health services manager; Brad Arms, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Florida Inc.-Orlando

1101 N. Lake Destiny Road, Suite 300, Maitland, Fla. 32751; 407-660-1344; fax: 407-875-0611

Staff
Physicians....173
Specialists....497

Facilities
Hospitals....9

Users
Total....69,018

Operational date: January 1984.
Federally qualified.
Model type: IPA/staff.
Ownership: CIGNA Corp.
Service area: Florida: Lake, Orange, Osceola, Polk, Seminole and Volusia counties.
Officers: Harriet P. Wallsh, provider relations manager; Marion G. O'Steen, member services manager; Michael J. Subasic, vp/executive director; Dr. William A. Hammill, medical director; Vicki Whitlatch, quality assurance manager; Jeanice M. Young, health services manager; Karen M. Gebauer, operations director; Brad Arms, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of South Florida Inc.

15600 N.W. 67 Ave., Suite 301, Miami Lakes, Fla. 33014; 305-826-6200; fax: 305-826-6212

Staff
Physicians....324
Specialists....1,341

Facilities
Hospitals....26

Users
Total....61,483

Operational date: July 1974.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Florida: Broward, Dade and Palm Beach counties.
Officers: Jim Nance, provider relations manager; Teri Casto, member services manager; Steve Harris, healthplan manager; Dr. Eugene Komrad, regional medical director; Jim Pummer, quality assurance manager; Marion Sustakoski, health services manager; Brad Arms, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Complete Health of Florida Inc.

5201 W. Kennedy Blvd., Suite 205, Tampa, Fla. 33609; 813-286-8429

Staff
Physicians....180
Board-certified....95%
Specialists....600

Facilities
Hospitals....17

Service area: Florida: Escambia, Hillsborough, Orange, Osceola, Pinellas, Santa Rosa and Seminole counties.
Officers: Brad Green, marketing director.
See Complete Health Services Inc. consolidated listing under Alabama.

HIP Network of Florida

1895 W. Commercial Blvd., Fort Lauderdale, Fla. 33309; 305-491-9055; fax: 305-493-9587

Staff
Physicians....294
Patients/physician....77
Board-certified....80%
Specialists....1,043
Administrative....143

Facilities
Hospitals....33
Pharmacies....96

Locations
Administrative....1
Primary care....550

Users
Employer/payer groups....214
Single coverage....5,061
Family coverage....15,474
Employees & dependents....25,646
Total....28,331
Average hospital stay....4 days
Hospital admission/1,000 members....64.71

Revenues
1992....$39,929,000
1991....$37,566,000

Operational date: June 1987.
Certified in: Florida.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: HIP of Greater New York.
Service area: Florida: Broward, Dade and Palm Beach counties. Contracts with The HMO Group.
Services: Standard package. Other services include chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and mildly ill child care for working parents. Options include prescriptions. Diagnostic testing by independent labs.
Rating options: Community rating: $114.64 single, $321.36 family.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly or annually.
Billing: Consolidated billing for national accounts.
Officers: Steven M. Cohen, president; Dr. James M. Hogan, medical director; Caswell Fitzpatrick, marketing director; Laurie Levine, director-finance; Pamela Adams, director-operations.
See Health Insurance Plan of Greater New York consolidated listing under New York.

Health Options Inc.

P.O. Box 1798, Jacksonville, Fla. 32231; 904-363-5788; fax: 904-363-5797

Staff
Physicians....1,599
Patients/physician....247
Specialists....3,244
Administrative....370

Facilities
Hospitals....92

Locations
Administrative....10

Users
Employees & dependents....235,931
Total....256,858
Average hospital stay....4 days
Hospital admission/1,000 members....61

Revenues
1992....$338,000,000
1991....$270,000,000

Operational date: September 1984.
Federally qualified.
NCQA qualification pending.
Model type: IPA.
Ownership: Blue Cross/Blue Shield of Florida.
Service area: Florida: 26 counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, substance abuse (detoxification only), psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, substance abuse rehabilitation, vision and mental and nervous benefits in excess of state mandate. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 4% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Kenneth C. Otis II, president/board member; Harvey E. Pies, executive secretary; William E. Flaherty, Henry Beckwith, Michael Cascone Jr., board members.
Contact: Anna Christensen, HMO product manager.

Healthplan Southeast Inc.

3520 Thomasville Road, Suite 200, Tallahassee, Fla. 32308; 904-668-3000; fax: 904-668-3133

Staff
Physicians....114
Patients/physician....241
Board-certified....80%
Specialists....266
Administrative....65

Facilities
Hospitals....4
Pharmacies....60

Locations
Administrative....2
Primary care....85

Users
Employer/payer groups....385
Single coverage....8,304
Family coverage....9,798
Employees & dependents....32,088
Total....40,160
Average hospital stay....4.3 days
Hospital admission/1,000 members....37.3

Revenues*
1992....$38,767,501
1991....$30,192,578
** Fiscal year end 6/30.*

Certified in: Florida.
NCQA qualification pending.
Model type: IPA.
For profit.
Service area: Florida: Bay, Gadsden, Jefferson, Leon, Madison, Taylor and Wakulla counties.
Services: Standard package. Other services include chiropractors, vision, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and substance abuse. Diagnostic testing by independent labs.
Rating options: Community rating: $151.77 single, $389.79 family.
Officers: Dr. John P. Mahoney, president; Bonnie Bailey, COO; Dr. William E. Price, medical director; Maureen Ward, marketing director; Arthur Carlson, CFO.

Humana Medical Plan Inc.

99 Racetrack Road, Suite 200, Fort Walton Beach, Fla. 32547; 904-863-3382; fax: 904-864-2016

Operational date: January 1994.
Model type: IPA.
Service area: Florida: Escambia, Okaloosa, Santa Rosa and Walton counties.
Officers: Mike Coupe, executive director/acting sales manager.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Medical Plan Inc.

4190 Belfort Road, Suite 250, Jacksonville, Fla. 32216; 904-281-8800; fax: 904-281-8807

Users
Total*....4,300
** Figures as of 8/31/93.*

Operational date: March 1991.
Model type: Network.
Service area: Florida: Clay, Duval and St. Johns counties.
Officers: John O'Dea, executive director; Jack Spiegleman, sales manager.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Medical Plan Inc.

1060 Maitland Center Commons, Suite 300, Maitland, Fla. 32751; 407-661-6000; fax: 407-661-6414

Users
Total*....33,700
** Figures as of 12/31/93.*

Operational date: 1987.
Federally qualified.
Model type: IPA.
Service area: Florida: Orange, Osceola and Seminole counties.
Officers: Robert Bissell, executive director; Richard K. Wheeler, director-sales; Becky Chambers, associate sales manager; Dr. Steve Singer, medical director.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Medical Plan Inc.

3400 Lakeside Drive, Miramar, Fla. 33027; 305-626-5499 or 800-442-5555; fax: 305-626-5717; 1901 S. Congress Ave., Suite 201, Boynton Beach, Fla. 33426; 407-738-3065 or 800-882-1878; fax: 407-738-3007

Users
Total*....257,364
** Figures as of 10/31/93.*

Operational date: January 1973.
Federally qualified.
Model type: Network.
Service area: Florida: Broward, Dade and Palm Beach counties.
Officers: Thomas C. Wyss, executive director; D. Richard Austin, director-sales; Dan Barcy (Boynton Beach), Bert Polacek (Miramar), sales managers; Dr. William F. Bennett, medical director-Miramar.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Medical Plan Inc.

Reflections Executive Office Center, 780 W. Granada Blvd., Suite 104, Ormond Beach, Fla. 32174; 904-676-1800; fax: 904-676-1805

Users
Total*....12,393
** Figures as of 8/31/93.*

Continued on next page

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Operational date: 1987.
Federally qualified.
Model type: IPA.
Service area: Florida: Flagler and Volusia counties.
Officers: Michael B. Brouthers, executive director; Richard K. Wheeler, sales director; Nancy Bovard, associate sales manager; Dr. Ernest Cook, medical director.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Medical Plan Inc.

5401 W. Kennedy Blvd., Suite 800, Tampa, Fla. 33609; 813-286-8829; fax: 813-286-1870

Users	
Total*	68,530

* *Figures as of 12/31/93.*

Operational date: June 1987.
Federally qualified.
Model type: Network.
Service area: Florida: Hillsborough, Pasco, Pinellas and Polk counties.
Officers: Bruce MacLeod, vp/general manager; W. Fred Wheeler, associate executive director-marketing/sales; Dr. Steve Venable, chief medical officer.
See Humana Health Care Plans consolidated listing under Kentucky.

MetLife HealthCare Network of Florida Inc.

2600 Lake Lucien Drive, Suite 300, Maitland, Fla. 32751; 407-660-0444

Staff	
Physicians	1,249
Patients/physician	39.8
Board-certified	90%
Specialists	2,620
Facilities	
Hospitals	54
Locations	
Administrative	3
Users	
Employer/payer groups	179
Employees & dependents	49,713
Total	49,713
Average hospital stay	3.6 days
Hospital admission/1,000 members	70.2
Revenues	
1992	$67,964,455
1991	$47,442,495

Operational date: January 1986.
Certified in: Florida.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Florida; Broward, Dade, Hernando, Hillsborough, Lake, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Sarasota, Seminole and Volusia counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Kevin J. Burns, Ralph E. McEldowney III, directors; Dr. Wendy MacLeod, director/president/CEO; Dr. Eugene Edynak, vp-medical affairs; Steven J. Brash, Joseph A. Reali, assistant vps; Donna M. Blexrud, secretary/COO; Michael F. Tietz, assistant secretary; Elizabeth A. Lorenz, treasurer.
Contact: Jim Gidicsin, 203-454-6133.

Oral Health Services of Florida

5775 Blue Lagoon Drive, Suite 400, Miami, Fla. 33126; 305-262-1333; fax: 305-262-6119

Specialty HMO providing dental services only	
Staff	
Dentists	595
Patients/dentist office	519
Specialists	491
Locations	
Administrative	2
Primary care	386
Users	
Employer/payer groups	1,790
Single coverage	115,583
Family coverage	60,895
Employees & dependents	289,225
Total	450,687
Revenues	
1992	$20,500,000
1991	$15,500,000

Operational date: January 1979.
Model type: IPA.
For profit.
Service area: Florida.
Services: Dental. Options include vision. Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Officers: Dr. Harry Berkowitz, president; Henry Tie Shue, executive director/CEO; Marisela Palacios, director-provider relations; Ralph Cabrera Jr. director-marketing; Claudia Bloomston, administration; Scott Jacobs, manager-information systems; Melissa Cardenas McAfee, operations; Ana Naranjo, member services.

Principal Health Care of Florida Inc.- Jacksonville Division

1200 Gulf Life Drive, Suite 500, Jacksonville, Fla. 32207; 904-390-0935; fax: 904-390-0950

Staff	
Physicians	248
Board-certified	82%
Specialists	683
Administrative	52
Facilities	
Hospitals	12
Locations	
Administrative	1
Users	
Employer/payer groups	190
Single coverage	6,246
Family coverage	3,975
Employees & dependents	29,287
Total	29,287
Average hospital stay	3.9 days
Hospital admission/1,000 members	253
Revenues	
1992	$27,941,739
1991	$25,751,161

Service area: Florida: Alachua, Baker, Clay, Duval, Nassau and St. Johns counties. Contracts with UltraLink.
Officers: Kenneth Linde, president; Bruno Littleton, executive director; Dr. Kenneth W. Jones, medical director; Deborah Dunaway, marketing director; James Henry, regional director.
Contact: Deborah Dunaway.
See Principal Health Care Inc. consolidated listing under Maryland.

Principal Health Care of Florida Inc.- Pensacola Division

1 University Plaza, 7282 Plantation Road, Suite 300, Pensacola, Fla. 32504; 904-484-4000; fax: 904-484-4004

Staff	
Physicians	138
Board-certified	87%
Specialists	292
Administrative	28
Facilities	
Hospitals	16
Pharmacies	128
Locations	
Administrative	1
Users	
Employer/payer groups	165
Single coverage	4,479
Family coverage	2,461
Employees & dependents	18,518
Total	18,518
Average hospital stay	4.5 days
Hospital admission/1,000 members	310
Revenues	
1992	$15,572,595
1991	$14,873,571

Service area: Alabama: Baldwin, Clarke, Covington, Escambia, Mobile, Monroe and Washington counties; Florida: Escambia, Okaloosa, Santa Rosa and Walton counties. Contracts with UltraLink.
Officers: Kenneth Linde, president; Chuck Trinchitella, plan manager; Dr. Louis Fowler, medical director; Frank Messier, sales manager; James Henry, regional director.
Contact: Frank Messier.
See Principal Health Care Inc. consolidated listing under Maryland.

Principal Health Care of Florida Inc.- South Florida Division

9130 S. Dadeland Blvd., Suite 1116, Miami, Fla. 33156; 305-670-9244; fax: 305-670-9243

Staff	
Physicians	400
Board-certified	77%
Specialists	1,350
Facilities	
Hospitals	21
Locations	
Administrative	1
Users	
Employer/payer groups	65
Single coverage	701
Family coverage	784
Employees & dependents	1,820
Total	1,820
Average hospital stay	3.8 days
Hospital admission/1,000 members	188
Revenues	
1992	$131,311
1991	NA

Service area: Florida: Broward, Dade and Palm Beach counties. Contracts with UltraLink.
Officers: Kenneth Linde, president; James Henry, executive director; Dr. Melvin Mackles, medical director.
Contact: Jeffrey Kalish, senior account executive.
See Principal Health Care Inc. consolidated listing under Maryland.

Prudential Health Care Plan of Orlando

2301 Lucien Way, Suite 230, Maitland, Fla. 32751-7086; 407-875-6600; fax: 407-660-0552

Staff	
Physicians	51
Patients/physician	1,487
Specialists	326
Facilities	
Hospitals	6
Pharmacies	5
Locations	
Administrative	1
Users	
Total	75,820
Average hospital stay	3.6 days
Hospital admission/1,000 members	62.4

Operational date: January 1984.
Federally qualified.
Certified in: Florida.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Orange, Osceola and Seminole counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $135.56 single, $371.43 family; adjusted community rating.
Point-of-service contracts: 24% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Andrew Crooks, executive director.
Contact: Geoff Kilgore, 407-875-6600.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care Plan of Orlando (Point-of-Service)

2301 Lucien Way, Suite 230, Maitland, Fla. 32751-7086; 407-875-6600; fax: 407-660-0552

Staff	
Physicians	249
Patients/physician	100
Specialists	307
Facilities	
Hospitals	7
Pharmacies	74
Locations	
Administrative	1
Users	
Total	24,857
Average hospital stay	4.5 days
Hospital admission/1,000 members	55.7

Operational date: September 1986.
Federally qualified.
Certified in: Florida.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Orange, Osceola, Seminole and Volusia counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Andrew Crooks, executive director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Health Care System of Florida (Point-of-Service)

1200 Gulf Life Drive, Suite 701, Jacksonville, Fla. 32207; 904-346-5800; fax: 904-346-5888

Staff	
Physicians	153
Patients/physician	61
Specialists	306
Facilities	
Hospitals	14
Pharmacies	39
Locations	
Administrative	1
Users	
Employer/payer groups	228
Total	9,365
Average hospital stay	5.5 days
Hospital admission/1,000 members	54.1

Federally qualified.
Certified in: Florida.
NCQA accredited.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Baker, Clay, Duval, Nassau and St. John counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Matthew M. Davies, executive director; Marcia C. King, marketing director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Health Care System of Jacksonville

1200 Gulf Life Drive, Suite 701, Jacksonville, Fla. 32207; 904-346-5800; fax: 904-346-5888

Staff	
Physicians	116
Patients/physician	449
Board-certified	95%
Specialists	287
Administrative	59
Facilities	
Hospitals	3
Pharmacies	16
Locations	
Administrative	1
Primary care	53
Users	
Employer/payer groups	239
Total	52,060
Average hospital stay	4 days
Hospital admission/1,000 members	64.3

Operational date: August 1984.
Federally qualified.
Certified in: Florida.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Baker, Clay, Duval, Nassau and St. John counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $138.11 single, $378.42 family; adjusted community rating.
Point-of-service contracts: 15% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Matthew Davies, executive director; Marcia C. King, marketing director.
Contact: Matthew Davies, 904-346-5800.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of South Florida

5900 N. Andrews Ave., Suite 1000, Fort Lauderdale, Fla. 33309; 305-492-8244; fax: 305-776-1936

Staff	
Physicians	686
Patients/physician	66
Board-certified	86%
Specialists	1,071
Facilities	
Hospitals	17
Pharmacies	157
Locations	
Administrative	1
Users	
Single coverage	9,466
Family coverage	8,117
Total	45,232
Average hospital stay	4 days
Hospital admission/1,000 members	73.6

Operational date: May 1981.
Federally qualified.
Certified in: Florida.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Broward, Dade and West Palm Beach counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $137.83 single, $385.92 family; adjusted community rating.
Point-of-service contracts: 38% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Christopher Sims, executive director; Dr. Melvyn Fletcher, medical director.
Contact: Paul VanCleave, 305-492-8244.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of South Florida (Point-of-Service)

5900 N. Andrews Ave., Suite 1000, Fort Lauderdale, Fla. 33309; 305-492-8244; fax: 305-776-1936

Staff	
Physicians	17
Patients/physician	686
Specialists	1,071

Continued on next page

Continued from previous page

Facilities	
Hospitals	17
Pharmacies	157
Locations	
Administrative	1
Users	
Total	26,667
Average hospital stay	4.9 days
Hospital admission/1,000 members	56.9

Operational date: May 1986.
Federally qualified.
Certified in: Florida.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Broward, Dade and West Palm Beach counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Christopher Sims, executive director; Melvyn Fletcher, medical director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Health Care System of Tampa Bay

3450 W. Busch Blvd., Suite 245, Tampa, Fla. 33618; 813-932-1977; fax: 813-931-4188

Staff	
Physicians	254
Patients/physician	178
Specialists	520
Facilities	
Hospitals	20
Pharmacies	97
Locations	
Administrative	1
Users	
Employer/payer groups	165
Employees & dependents	45,224
Total	45,224
Average hospital stay	4.2 days
Hospital admission/1,000 members	65.4

Operational date: July 1985.
Federally qualified.
Certified in: Florida.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Hillsborough, Pasco and Pinellas counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $141.18 single, $395.30 family; adjusted community rating.
Point-of-service contracts: 32% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Chris Adams, executive director; Dr. Robert Neuhardt, medical director.
Contact: Wallace Dawson, 813-932-1977.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Tampa Bay (Point-of-Service)

3450 W. Busch Blvd., Suite 245, Tampa, Fla. 33618; 813-932-1977; fax: 813-931-4188

Staff	
Physicians	254
Patients/physician	81
Specialists	520
Administrative	59
Facilities	
Hospitals	17
Pharmacies	97
Locations	
Administrative	1
Primary care	79
Users	
Employer/payer groups	155
Total	20,641
Average hospital stay	5.4 days
Hospital admission/1,000 members	52

Operational date: July 1985.
Federally qualified.
Certified in: Florida.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Hillsborough, Pasco and Pinellas counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Chris Adams, executive director; Dr. Robert Neuhardt, medical director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Randmark Inc.-Florida

1211 Connecticut Ave. N.W., Suite 200, Washington, D.C. 20036; 202-293-8800; fax: 202-466-3789

Specialty HMO providing dental services only	
Staff*	
Dentists	495
Patients/dentist	208
Specialists	244
Administrative	5
Locations*	
Administrative	1
Primary care	503
Users	
Total*	32,032

** Figures as of 6/30/92.*

Operational date: January 1988.
Certified in: Florida.
Model type: IPA.
Service area: Florida: cities of Daytona, Fort Lauderdale, Jacksonville, Miami, Orlando, Tampa and West Palm Beach.
Services: Dental.
Rating options: Community rating; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Robert Wergin, CEO; Dan Karateew, dental director.
Contact: Robert Wergin.

GEORGIA

Aetna Health Plans of Georgia Inc.

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 404-814-4224; fax: 404-814-4218

Staff	
Physicians	345
Patients/physician	114
Board-certified	74.1%
Specialists	699
Facilities	
Hospitals	23
Pharmacies	595
Users	
Employer/payer groups	118
Employees & dependents	39,387

Operational date: April 1986.
Federally qualified.
Certified in: Georgia.
NCQA qualification pending.
Service area: Georgia: 27 counties.
Officers: James McLane, president; Dr. Barry Nedoba, medical director; Barbara Bailey, marketing director.
Contact: Nancy Smith.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Georgia Inc.-Atlanta (Point-of-Service)

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 404-814-4224; fax: 404-814-4338

Staff	
Physicians	407
Patients/physician	46
Board-certified	74.2%
Specialists	1,356
Facilities	
Hospitals	19
Pharmacies	557
Users	
Employer/payer groups	61
Employees & dependents	18,864
Total	18,864

Service area: Georgia: Bartow, Cherokee, Clayton, Cobb, DeKalb, Douglas, Floyd, Forsyth, Fulton, Gwinnett, Hall, Paulding, Rockdale and portions of Fayette and Henry counties.
Officers: James McLane, president; Lynn Trujillo, executive director; Dr. Barry Nedoba, medical director; Barbara Bailey, marketing director.
Contact: Nancy Smith.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Augusta (Point-of-Service)

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 404-814-4204; fax: 404-814-4338

Staff	
Physicians	48
Patients/physician	10
Board-certified	77.1%
Specialists	1,356
Facilities	
Hospitals	1
Pharmacies	45
Users	
Employer/payer groups	6
Employees & dependents	482
Total	482

Service area: Georgia: Columbia, Richmond and portions of Burke, Jefferson and McDuffie counties; South Carolina: portions of Aiken and Edgefield counties.
Officers: James McLane, president; Jane Fehlenberg, executive director; Dan Barco, medical director; Barbara Bailey, marketing director.
Contact: Cindy Vann.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Savannah (Point-of-Service)

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 404-814-4204; fax: 404-814-4338

Staff	
Physicians	32
Patients/physician	2
Specialists	100
Facilities	
Hospitals	4
Pharmacies	53
Users	
Employer/payer groups	5
Employees & dependents	76
Total	76

Service area: Georgia: Bryan, Chatham, Effingham and Liberty counties and portions of Bulloch County; South Carolina: portions of Jasper County.
Officers: James McLane, president; Jane Fehlenberg, executive director; Dan Barco, medical director; Barbara Bailey, marketing director.
Contact: Ellen Van Frayen.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

American Dental Plan*

8800 Roswell Road, suite 295, Atlanta, Ga. 30360; 404-998-8936; fax: 404-998-6871

Specialty HMO providing dental services only	
Staff	
Dentists	1,600
Patients/dentist	360
Administrative	100
Locations	
Administrative	5
Users	
Employer/payer groups	8,000
Single coverage	68,500
Family coverage	103,000
Employees & dependents	431,483
Total	492,805
Revenues	
1992	$36,135,384
1991	$29,550,806

Operational date: January 1978.
Certified in: Alabama, Florida, Georgia, Ohio.
Model type: IPA.
For profit.
Ownership: American Prepaid Professional Services.
Service area: Alabama, Florida, Georgia, Mississippi, North Carolina, Ohio, Tennessee.
Services: Dental.
Rating options: Community rating.
Enrollment options: Individual enrollment allowed.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David Klock, president; Dr. Willis Warrender, medical director; Marty Thorsen, senior vp-marketing; Phyllis Klock; Rich Misitano.
** Figures are consolidated, including all HMOs in this organization.*

American Dental Plan of Georgia

400 Northridge Road, Suite 520, Atlanta, Ga. 30350; 404-641-9133; fax: 404-641-9202

Specialty HMO providing dental services only	
Staff	
Dentists	193
Specialists	89
Administrative	7
Users	
Employer/payer groups	2,500
Single coverage	7,400
Family coverage	11,100
Employees & dependents	41,716
Total	55,621
Revenues	
1992	$4,447,697
1991	$3,491,550

Service area: Georgia.
Officers: Brenda Joiner, president; Willis Warrender, medical director; Renee Karp, vp-sales.
See American Dental Plan consolidated listing under Georgia.

CIGNA HealthCare of Georgia Inc.

1360 Peachtree St. N.E., Midtown, Plaza II, Suite 1300, Atlanta, Ga. 30309; 404-881-9779; fax: 404-898-4832

Staff	
Physicians	384
Specialists	914
Facilities	
Hospitals	30
Users	
Total	77,326

Operational date: January 1982.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Georgia: Bartow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Rockdale and Spalding.
Officers: Shelley Ferrand, director-provider relations/contracting; Linda Saye, member services manager; Terri Branning, healthplan manager; Dr. William T. Tatum, medical director; Rebecca M. Lashley, quality assurance manager; Judy Hadjian, health services manager; Brad Arms, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Complete Health of Georgia Inc.

1455 Lincoln Parkway, Suite 730, Atlanta, Ga. 30346; 404-698-8600; fax: 404-698-9300

Staff	
Physicians	186
Patients/physician	20
Board-certified	95%
Specialists	888
Facilities	
Hospitals	9
Users	
Employer/payer groups	19
Single coverage	502
Family coverage	847
Employees & dependents	3,730
Total	3,730
Average hospital stay	3.7 days
Hospital admission/1,000 members	75

Service area: Georgia: 34 counties, including the metropolitan areas of Atlanta, Augusta and Macon.
See Complete Health Services Inc. consolidated listing under Alabama.

Georgia Dental Plan Inc.

1010 Huntcliff, Suite 2130, Atlanta, Ga. 30350; 404-594-1401; fax: 404-594-1494

Specialty HMO providing dental services only	
Staff	
Dentists	178
Board-certified	100%
Specialists	60
Administrative	7
Locations	
Administrative	1
Users	
Employer/payer groups	450
Single coverage	7,540
Family coverage	13,010
Employees & dependents	45,210
Total	54,000
Revenues	
1992	$1,800,000
1991	$500,000

Operational date: September 1990.
Model type: Network.
For profit.
Ownership: Smileage Dental Services Inc.
Service area: Georgia. Contracts with the National Association of Pre-Paid Dental Plans in Alabama, North Carolina, South Carolina, Tennessee and Wisconsin.
Services: Vision and dental.
Rating options: Community rating: $9.95 single, $22 family.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Art Bartlett, president; Adair Phillips, executive director; Lyman Smith, D.D.S., dental director; Eddie Williams, marketing director.
Contact: Eddie Williams, 800-466-4430.

Kaiser Permanente-Georgia Region

3355 Lenox Road N.E., Suite 1000, Atlanta, Ga. 30326; 404-233-0555; fax: 404-233-0485

Staff	
Physicians	103
Patients/physician	1,582
Board-certified	84%
Specialists	476
Administrative	1,092
Facilities	
Hospitals	9
Pharmacies	106
Locations	
Administrative	9
Primary care	8
Users	
Employer/payer groups	702
Single coverage	31,587
Family coverage	37,836
Employees & dependents	152,402
Total	158,889
Average hospital stay*	3.35 days
Hospital discharges/1,000 members	81
Revenues	
1992	$235,934,946
1991	$202,082,830

** Average stay and discharge rate as of 12/92.*

Operational date: October 1985.
Service area: Georgia: Barrow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Hall, Henry, Newton, Paulding, Rockdale, Spalding and Walton counties. Contracts with The HMO Group.
Services: Same services as consolidated listing excluding podiatry. Durable medical equipment is a standard service.
Officers: Dr. David M. Lawrence, chairman/CEO; Richard G. Barnaby, vp/regional manager; Dr. Richard P. Rodriguez, medical director-The Southeast Permanente Medical Group; David

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Continued from previous page
Wells, director-marketing; Ron Hostettler, health plan manager.

See Kaiser Foundation Health Plan Inc. consolidated listing under California.

MetLife HealthCare Network of Georgia Inc.

47 Perimeter Center East, Suite 650, Atlanta, Ga. 30346; 404-393-1410

Staff	
Physicians	244
Patients/physician	40.8
Board-certified	90%
Specialists	511
Facilities	
Hospitals	21
Locations	
Administrative	1
Users	
Employer/payer groups	97
Employees & dependents	9,962
Total	9,962
Average hospital stay	4 days
Hospital admission/1,000 members	53.5
Revenues	
1992	$9,976,616
1991	$7,584,009

Operational date: July 1987.
Certified in: Georgia.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Georgia: Barrow, Bartow, Cherokee, Clayton, Cobb, Coweta, Dekalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Paulding, Spalding, Rockdale and Walton counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; children's, women's and men's health initiative; healthy pregnancy program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Dr. L. Richard Schumacher, president/CEO/director; Ralph E. McEldowney III, Frances P. Posey, Joseph H. Brown Jr., directors; Dr. Wayne Hoffman, vp/medical director; Steven J. Brash, Joseph A. Reali, assistant vps; Donna M. Blexrud, secretary; Michael F. Tietz, assistant secretary; Elizabeth A. Lorenz, treasurer.
Contact: Jim Gidicsin, 203-454-6133.

Prudential Health Care System of Atlanta

2839 Paces Ferry Road, Suite 1000, Atlanta, Ga. 30339; 404-955-8010; fax: 404-433-0616

Staff	
Physicians	64
Patients/physician	1,258
Board-certified	51%
Specialists	150
Administrative	116
Facilities	
Hospitals	7
Pharmacies	33
Locations	
Administrative	1
Primary care	12
Users	
Employer/payer groups	164
Single coverage	43,800
Family coverage	29,200
Total	70,085
Average hospital stay	4.3 days
Hospital admission/1,000 members	67.2

Operational date: May 1981.
Federally qualified.
Certified in: Georgia.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Georgia: Barrow, Bartow, Butts, Cherokee, Clayton, Cobb, Coweta, Dekalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Paulding, Rockdale, Spalding and Walton counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $148.96 single, $429 family; adjusted community rating.
Point-of-service contracts: 47% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; C. Richard Cook, executive director; Andrew Garling, medical director; Robert L. Griffin, marketing director.
Contact: F. Bartow Hester.

See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Atlanta (Point-of-Service)

2839 Paces Ferry Road, Suite 1000, Atlanta, Ga. 30339; 404-955-8010; fax: 404-433-0616

Staff	
Physicians	668
Patients/physician	102
Specialists	832
Administrative	3
Facilities	
Hospitals	20
Pharmacies	107
Locations	
Administrative	1
Users	
Employer/payer groups	602
Single coverage	44,000
Family coverage	29,600
Total	68,663
Average hospital stay	4.6 days
Hospital admission/1,000 members	76.1

Operational date: July 1986.
Federally qualified.
Certified in: Georgia.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Georgia: Barrow, Bartow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Paulding, Rockdale, Spalding and Walton counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; C. Richard Cook, executive director; Andrew Garling, medical director; Robert L. Griffin, marketing director.

See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

United HealthCare of Georgia

2970 Clairmont Road, Suite 300, Atlanta, Ga. 30329; 404-982-8800; fax: 404-320-8351

Staff	
Physicians	401
Board-certified	61%
Specialists	916
Administrative	80
Facilities	
Hospitals	40
Pharmacies	250
Locations	
Administrative	1
Users	
Employer/payer groups	657
Single coverage	9,025

Continued on next page

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Oakland, CA 94612
Contact: Cary Badger, Health Plan Mgr.
Telephone: (510) 987-3166

Southern California Region (Los Angeles, Riverside, Orange, San Bernardino, San Diego and Kern Counties)
Kaiser Permanente
393 East Walnut Street
Pasadena, CA 91188
Contact: L. Jerome Ashford, Health Plan Mgr.
Telephone: (818) 405-3138

COLORADO
(Greater Denver and Boulder)
Kaiser Permanente
10350 East Dakota Avenue
Denver, CO 80231-1314
Contact: Steve Tomme, Health Plan Mgr.
Telephone: (303) 344-7740

HAWAII
(Islands of Oahu, Maui and Hawaii)
Kaiser Permanente
711 Kapiolani Blvd.
Honolulu, HI 96813
Contact: Nolan J. Namba, Health Plan Mgr.
Telephone: (808) 529-5237

GEORGIA
(Atlanta)
Kaiser Permanente
3355 Lenox Road, NE, Suite 1000
Atlanta, GA 30326
Contact: Ronald Hostettler, Health Plan Mgr.
Telephone: (404) 233-0555

KANSAS/MISSOURI
(Greater Kansas City)
Kaiser Permanente
10561 Barkley
Overland Park, KS 66212
Contact: Edna Rindner, Health Plan Mgr.
Telephone: (913) 967-4685

MID-ATLANTIC STATES
(Washington, D.C., Virginia, Baltimore, MD and Maryland suburbs)
Kaiser Permanente
2101 East Jefferson St.
Rockville, MD 20852
Contact: Robert Essink, Health Plan Mgr.
Telephone: (301) 816-6486

NORTH CAROLINA
(Charlotte, Raleigh, Durham and Chapel Hill)
Kaiser Permanente
3120 Highwoods Blvd.
Raleigh, NC 27604-1018
Contact: Anna M. Lore, Health Plan Mgr.
Telephone: (919) 878-9870

NORTHEAST
(Hartford, CT. White Plains, NY, Amherst and Springfield, MA)
Kaiser Permanente
76 Batterson Park Road
Farmington, CT 06034-4011
Contact: William Kramer, Health Plan Mgr.
Telephone: (203) 678-6000

NORTHWEST
(Greater Portland and Salem, OR, Vancouver and Longview, WA)
Kaiser Permanente
2701 NW Vaughn, Suite 300
Portland, OR 97210
Contact: Denise Honzel, Health Plan Mgr.
Telephone: (503) 721-4600

OHIO
(Greater Cleveland and Akron)
Kaiser Permanente
North Point Tower, Suite 1200
1001 Lakeside Avenue
Cleveland, OH 44114
Contact: Robert Baker, Health Plan Mgr.
Telephone: (216) 479-5237

TEXAS
(Dallas and Ft. Worth)
Kaiser Permanente
12720 Hillcrest Road, Suite 600
Dallas, TX 75230
Contact: John Pinkney, Health Plan Mgr.
Telephone: (214) 458-5055

NATIONAL OFFICE
(For National Accounts)
Kaiser Permanente
1 Kaiser Plaza
Oakland, CA 94612
Contact: Mark Hellender, Vice President
Telephone: (510) 271-5883

KAISER PERMANENTE
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Continued from previous page

Family coverage	24,294
Employees & dependents	73,169
Total	73,169
Average hospital stay	4.3 days
Hospital admission/1,000 members	69

Model type: IPA.
For profit.
Ownership: United HealthCare Corp.
Service area: Georgia: 55 northern and central counties.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 45% of members are enrolled.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: A. Kelley Atkinson, president; Dr. David Lentz, medical director; Bob Yungk, marketing director.
See United HealthCare Corp. consolidated listing under Minnesota.

GUAM

Guam Memorial Health Plan

142 W. Seaton Blvd., Agana, Guam 96910; 671-472-4647; fax: 671-477-1784

Staff	
Physicians	38
Patients/physician	1,052
Board-certified	90%
Specialists	29
Administrative	53
Facilities	
Hospitals	7
Pharmacies	19
Locations	
Administrative	1
Primary care	14
Users	
Employer/payer groups	507
Single coverage	7,378
Family coverage	9,163
Employees & dependents	40,000
Total	40,000
Average hospital stay	3 days
Hospital admission/1,000 members	35.63

Revenues	
1992	$29,000,000
1991	$27,200,000

Operational date: January 1977.
Model type: IPA.
Not for profit.
Service area: Federated States of Micronesia, Island of Guam, Republic of the Marshall Islands and Republic of Palau.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Officers: Frank B. Rosario, president/executive director; Ruben Basilio, medical director; James W. Gillan, marketing director; Timothy J. Morton, vp; Antonio C. Limtiaco, treasurer.
Contact: James W. Gillan.

HAWAII

Kaiser Permanente-Hawaii Region

711 Kapiolani Blvd., Honolulu, Hawaii 96813; 808-834-5333; fax: 808-529-5495

Staff	
Physicians	115
Patients/physician	1,649
Board-certified	89%
Specialists	152
Facilities	
Hospitals	3
Pharmacies	12
Locations	
Administrative	4
Primary care	13
Users	
Employer/payer groups	7,550
Single coverage	50,979
Family coverage	38,902
Employees & dependents	171,097
Total	189,613
Average hospital stay*	4.8 days
Hospital admission/1,000 members*	59
Revenues	
1992	$301,809,541
1991	$266,587,686

** Average stay and admission rate as of 12/92.*

Operational date: 1958.
Service area: Hawaii: Maui, Oahu and portions of Hawaii. Contracts with The HMO Group.
Officers: Dr. David M. Lawrence, chairman/CEO; Cora Tellez, vp/regional manager; Dr. Michael Chaffin, president/regional medical director; Nolan Namba, health plan manager.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

IDAHO

Group Health Northwest

P.O. Box 204, Spokane, Wash. 99210-0204; 800-497-2210; fax: 509-459-1080

Staff	
Physicians	18
Patients/physician	489
Board-certified	90.9%
Facilities	
Hospitals	2
Pharmacies	15
Locations	
Administrative	1
Primary care	10
Users	
Total	8,802

Service area: Idaho: Bonner, Kootenai and Latah counties. Contracts with The HMO Group.
See Group Health Northwest consolidated listing under Washington.

Idaho Preferred Healthcare

P.O. Box 8262, Boise, Idaho 83707; 208-345-4550; fax: 208-336-6311

Staff	
Physicians	125
Patients/physician	100
Board-certified	76%
Specialists	503
Administrative	2
Facilities	
Hospitals	12
Pharmacies	51
Locations	
Administrative	1
Users	
Employer/payer groups	83
Single coverage	3,130
Family coverage	3,038
Employees & dependents	15,020
Total	15,020
Average hospital stay	3.8 days
Hospital admission/1,000 members	77.5

Operational date: November 1990.
Certified in: Idaho.
Model type: Group/IPA.
Not for profit.
Ownership: Blue Cross of Idaho Health Services Inc.
Service area: Idaho: Ada, Boise, Canyon, Kootenai, Latah, Shoshone and portions of Bonner and Owyhee counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 9% of members are enrolled.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: David L. Barnett, president; Richard M. Armstrong, senior vp; Dr. Clay Morgan, medical director; Carol Rosebrock, manager-alternative delivery systems.
Contact: Carol Rosebrock.

ILLINOIS

Aetna Health Plans (Point-of-Service)

100 N. Riverside Plaza, 20th Floor, Chicago, Ill. 60606; 312-441-3253; fax: 312-441-3067

Staff	
Physicians	898
Patients/physician	14
Board-certified	79.2%

Continued on next page

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MultiPlan
Savings Nationwide

Continued from previous page

Specialists	2,004
Facilities	
Hospitals	51
Pharmacies	1,094
Users	
Employer/payer groups	67
Employees & dependents	12,881
Total	12,881

Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties; Indiana: portions of Lake and Porter counties.

Officers: James McLane, president; Dr. Alan Rosenberg, medical director; Kevin Hickey.

Contact: Cynthia Greenwood.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Illinois Inc.

100 N. Riverside Plaza, 20th Floor, Chicago, Ill. 60606; 312-441-3253; fax: 312-441-3067

Staff	
Physicians	837
Patients/physician	13
Board-certified	81.6%
Specialists	1,716
Facilities	
Hospitals	38
Pharmacies	1,003
Users	
Employer/payer groups	183
Employees & dependents	11,113

Operational date: September 1982.
Certified in: Illinois.
NCQA qualification pending.
Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties.
Officers: James McLane, president; Dr. Alan Rosenberg, medical director; Kevin Hickey.
Contact: Cynthia Greenwood.
See Aetna Health Plans consolidated listing under Connecticut.

Chicago HMO Ltd.

540 N. LaSalle St., Chicago, Ill. 60610; 312-751-4460; fax: 312-751-7678

Staff	
Physicians	2,500
Patients/physician	117
Board-certified	63%
Specialists	5,300
Administrative	340
Facilities	
Hospitals	110
Pharmacies	500
Locations	
Administrative	1
Primary care	190
Users	
Employer/payer groups	1,200
Single coverage	43,300
Family coverage	43,700
Employees & dependents	291,800
Total	291,800
Average hospital stay	4.18 days
Hospital admission/1,000 members	87.8
Revenues	
1992	$302,907,914
1991	$216,717,425

Operational date: May 1976.
Federally qualified.
Certified in: Illinois.
NCQA qualification pending.
Model type: Network.
For profit.
Ownership: United HealthCare Corp.
Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties; Indiana: Lake, La Porte and Porter counties; Wisconsin: Kenosha County. Contracts with the HMO National Network and UltraLink.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class: $149.07 single, $417.39 family.
Point-of-service contracts: 3% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Dr. Robert J. Weinstein, president/CEO; Judith K. Brown, vp/COO; Dr. Mitchell J. Trubitt, vp-medical affairs; Allan R. Glick, vp-marketing; Carla Muggio, CFO; George B. Borkow, William Pogue, senior vps; David P. Koppe, vp/treasurer; Brigid M. Spicola, secretary; Kevin H. Roche, assistant secretary; David Citron, Arnold Kanter, Joe Orlina, vps.
See United HealthCare Corp. consolidated listing under Minnesota.

CIGNA HealthCare of Illinois Inc.

1700 Higgins Road, Suite 600, Des Plaines, Ill. 60018; 708-699-5600; fax: 708-699-5675

Staff	
Physicians	1,063
Specialists	3,572
Facilities	
Hospitals	50
Users	
Total	69,618

Operational date: June 1986.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Illinois: Cook, DuPage, Kane, Kankakee, Lake, McHenry and Will counties; Indiana: La Porte, Lake and Porter counties.
Officers: Marilyn Klein, member services manager; Cheryle Slamkowski, plan manager; Dr. Edwin Hollins, medical director; Janet Nemcek, quality assurance manager; Janis Carpenter, health services manager; Gordon Church, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Compass Health Care Plans

310 S. Michigan Ave., Suite 1300, Chicago, Ill. 60604; 312-294-0200; fax: 312-294-5826

Staff	
Physicians	750
Patients/physician	17
Specialists	1,600
Facilities	
Hospitals	40
Locations	
Administrative	1
Primary care	800
Users	
Employer/payer groups	85
Employees & dependents	12,113
Total	12,113
Average hospital stay	3.9 days
Hospital admission/1,000 members	293
Revenues	
1992	$13,750,000
1991	$12,640,000

Operational date: November 1984.
Certified in: Illinois.
Model type: Group/IPA.
Not for profit.
Ownership: Hospital, Compass PPA Inc.
Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties; northwest Indiana.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include chiropractors, experimental procedures, vision, dental and podiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Aldo Giacchino, president/executive director; Dr. John W. Keifer, medical director; John F. Harter, vp/CFO.

Dental Network of America

2 TransAm Plaza Drive, Oakbrook Terrace, Ill. 60181; 708-691-1133; fax: 708-691-0288

Specialty HMO providing dental services only

Staff	
Dentists	7,273
Patients/dentist	124
Specialists	1,062
Locations	
Administrative	1
Primary care	4,444
Users	
Employer/payer groups	3,000
Single coverage	434,368
Family coverage	117,314
Employees & dependents	902,841
Total	902,841

Operational date: January 1985.
Model type: IPA.
For profit.
Ownership: Independent Blue Cross & Blue Shield Plans.
Service area: 29 states; District of Columbia; Ontario, Canada, and U.S. Virgin Islands. Contracts with local Blue Cross & Blue Shield Plans.
Services: Dental. Options include prescriptions, vision and hearing.
Rating options: Community rating: community rating by class; adjusted community rating.
Point-of-service contracts: 5% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: James O. Webb, president/executive director; Raymond Muehling, D.D.S., dental director; Vincent DiBenedetto, marketing director.

Dreyer Health Plans

2111 Plum St., Aurora, Ill. 60506; 708-859-1100; fax: 708-859-7819

Staff	
Physicians	86
Patients/physician	406
Board-certified	80%
Specialists	224
Administrative	48
Facilities	
Hospitals	7
Pharmacies	183
Locations	
Administrative	1
Primary care	48
Users	
Employer/payer groups	157
Single coverage	7,677
Family coverage	7,941
Employees & dependents	15,618
Total	34,927
Average hospital stay	4.1 days
Hospital admission/1,000 members	74
Revenues	
1992	$46,663,787
1991	$40,091,547

Operational date: November 1984.
Federally qualified.
Certified in: Illinois.
Model type: Group/IPA.
For profit.
Ownership: Group of doctors.
Service area: Illinois: Cook, DeKalb, DuPage, Kane, Kendall, Lake, LaSalle, Lee, McHenry, Ogle and Will counties.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions. Diagnostic testing by HMO and independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Officers: Richard Lutz, president; Dr. Charles Derus, medical director; Ralph DiBenedetto, marketing director.

First Commonwealth

444 N. Wells, Suite 600, Chicago, Ill. 60610; 312-644-1800; fax: 312-645-8323

Specialty HMO providing dental services only

Staff	
Dentists	689
Patients/dentist	400
Specialists	120
Administrative	80
Locations	
Administrative	1
Primary care	550
Users	
Employer/payer groups	2,281
Total	262,500
Revenues	
1992	$11,020,900
1991	$6,744,000

Operational date: February 1988.
Model type: IPA.
For profit.
Ownership: First Commonwealth Inc.
Service area: Illinois; Indiana: Lake and Porter counties. First Commonwealth has a national network alliance which operates in most metropolitan areas.
Services: Dental.
Rating options: Community rating.
Point-of-service contracts: 6% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Christopher Multhauf, president/marketing director.

HMO Illinois-A Blue Cross HMO

233 N. Michigan Ave., Chicago, Ill. 60601; 708-620-0176; fax: 708-620-1015

Staff	
Physicians	2,000
Patients/physician	200
Board-certified	85%
Specialists	4,279
Administrative	140
Facilities	
Hospitals	125
Pharmacies	4,500
Locations	
Administrative	3
Primary care	150
Users	
Employer/payer groups	1,500
Single coverage	73,692
Family coverage	86,400
Employees & dependents	369,798
Total	369,798
Average hospital stay	4.93 days
Hospital admission/1,000 members	67
Revenues	
1992	$472,396,000
1991	$421,207,000

Operational date: June 1977.
Certified in: Illinois, Indiana.
Model type: Network/medical groups/IPAs.
Not for profit.
Ownership: Blue Cross Blue Shield of Illinois.
Service area: Illinois: Cook, DuPage, Grindy, Kane, Kendall, Lake, McHenry and Will counties and the cities of Rockford and Springfield; Indiana: Lake and Porter counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, skilled nursing facilities and prosthetic devices. Options include vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Raymond F. McCaskey, president; Eileen Holderbaum, executive director; Dr. Burton Vanderlan, medical director; Mike Seibold, marketing director.
Contact: Clem Hilton, 2001 Midwest Road, Oak Brook, Ill. 60521.

Health Direct Inc.

1011 E. Touhy Ave., Suite 500, Des Plaines, Ill. 60028; 708-391-9500; fax: 708-390-7715

Staff	
Physicians	526
Patients/physician	69
Board-certified	97%
Specialists	1,861
Facilities	
Hospitals	31
Pharmacies	226
Locations	
Primary care	30
Users	
Employer/payer groups	2
Total	152

Operational date: June 1993.
Model type: IPA.
For profit.
Ownership: Lutheran General HealthSystems, EHS Health Care.
Service area: Illinois: Cook, DuPage, Kane, Kankakee, Lake, McHenry and Will counties; Indiana: Lake County.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, experimental procedures, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Charles Stark, president/CEO; Jenifer Cline, COO; Dr. Richard Gayes, medical director; Kerry Finnegan, vp-sales & marketing; Steve Tiwald, vp-networks & consulting; Ralph Shipley, executive director-claims.
Contact: Kerry Finnegan.

Humana Health Care Plans

2555 S. King Drive, Chicago, Ill. 60616; 312-808-3801; fax: 312-842-2496

Users	
Total*	314,900

** Figures as of 9/30/93.*

Operational date: July 1972.
Federally qualified.
Model type: IPA/staff.
Service area: Illinois: Chicago metropolitan area; northwest Indiana.
Officers: Barry Averill, executive director; Andrea Stallworth, associate executive director-account management/communications; Jim Rochwick, senior commercial sales manager.
See Humana Health Care Plans consolidated listing under Kentucky.

John Deere Health Care Inc.

1515 Fifth Ave, Suite 200, Moline, Ill. 61265; 309-765-1200; fax: 309-765-1327

Staff	
Physicians	1,500
Board-certified	85%
Specialists	2,000
Facilities	
Hospitals	90
Pharmacies	1,200
Locations	
Administrative	16
Primary care	1
Users	
Employer/payer groups	253
Single coverage	25,552
Family coverage	61,519
Employees & dependents	220,425
Total	233,102
Average hospital stay	4.17 days
Hospital admission/1,000 members	82.4
Revenues	
1992	$165,970,139
1991	$130,582,055

Operational date: December 1985.
NCQA qualification pending.
Model type: IPA/staff.
For profit.
Service area: Illinois: 28 counties; Iowa: 48 counties; Tennessee: Anderson, Blount, Bradley, Carter, Cooke, Grainger, Greene, Hamblen, Hamilton, Hawkins, Jefferson, Knox, Loudon, Roane, Sevier, Sullivan, Unicoi and Washington counties; Wisconsin: Columbia, Crawford, Dodge, Fond Du Lac, Grant, Green, Green Lake, Iowa, Lafayette, Ozaukee, Rock, Walworth and Washington counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, chiropractors, vision, dental, podiatry and hearing. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 5.2% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Richard Van Bell, president; G. Michael Hammes, vp; Dr. Richard Bartsh, vp-corporate medical officer; David Anderson, vp-marketing; William Zessar, vp/general counsel; Jeffrey Schuett, vp-finance/administration.

Maxicare Illinois

111 E. Wacker Drive, Suite 1500, Chicago, Ill. 60601; 312-616-4700; fax: 312-616-4998

Staff	
Physicians	1,014
Board-certified	92%
Specialists	909
Facilities	
Hospitals	48
Pharmacies	300
Locations	
Administrative	2

Continued on next page

Continued from previous page

Users

Employer/payer groups	158
Single coverage	3,982
Family coverage	4,926
Employees & dependents	20,142
Total	20,142
Average hospital stay	3 days
Hospital admission/1,000 members	19.1

Revenues

1992	$414,454,000
1991	$388,694,000

Operational date: September 1972.
Federally qualified.
Certified in: Illinois.
Model type: IPA/network.
For profit.
Ownership: Maxicare Health Plan Inc.
Service area: Illinois: 32 counties in the Chicago, Champaign-Urbana, Moline, Peoria and Springfield areas and portions of DeWitt, Douglas, Ford, Iroquois, McLean, Piatt and Vermilion counties; Indiana: Lake County.
Services: Standard package. Other services include experimental procedures, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $146.23 single, $396.09 family; community rating by class; adjusted community rating.
Management reports: Provided.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Peter Ratican, president; William Donahue, executive director; Dr. Gerald Silverstein, medical director; Thomas Merryweather, marketing director.

MetLife HealthCare Network of Illinois Inc.

1900 E. Golf Road, Suite 501, Schaumburg, Ill. 60173; 708-619-2222

Staff

Physicians	1,263
Patients/physician	17.6
Board-certified	90%
Specialists	2,185

Facilities

Hospitals	50

Locations

Administrative	1

Users

Employer/payer groups	164
Employees & dependents	22,193
Total	22,193
Average hospital stay	3.8 days
Hospital admission/1,000 members	61.7

Revenues

1992	$30,673,239
1991	$22,082,993

Operational date: September 1986.
Certified in: Illinois.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Illinois: Boone, Cook, DeKalb, DuPage, Kane, Kankakee, Kendall, La Salle, McHenry, Ogle and Will counties. Indiana: Porter and Lake counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Ralph E. McEldowney III, director; Claudia Bjerre, director/president/CEO; Dr. Steven A. Nagel, vp-medical affairs; Robert F. Brodell, vp-marketing; Steven J. Brash, Joseph A. Reali, assistant vps; Elizabeth A. Lorenz, secretary/treasurer; Michael F. Tietz, assistant secretary.
Contact: Jim Gidicsin, 203-454-6133.

New York Life/Sanus Health Plan of Illinois Inc.

1111 W. 22nd St., Oak Brook, Ill. 60521; 708-368-1800 or 800-286-0943; fax: 708-368-1802

Staff

Physicians	321
Patients/physician	2.1
Board-certified	75%
Specialists	775
Administrative	16

Facilities

Hospitals	14
Pharmacies	226

Locations

Administrative	1
Primary care	143

Operational date: July 1993.
Certified in: Illinois.
Model type: Network.
For profit.
Ownership: New York Life.
Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties. Contracts with UltraLink and HMO National Network.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, podiatry and OB/Gyn. Options include experimental procedures, vision, dental and durable medical equipment.
Rating options: Community rating by class.
Point-of-service contracts.
Management reports: Provided.
Billing: Consolidated billing for national accounts.
Officers: Alan L. Mytty, executive director; Dr. Debra Moss, medical director; Richard Kost, vp-sales/marketing; John Katsianis, CFO; Chris Celaya, director-health services; Virgil Marsh, director-provider contracting; Lee Barto, director-operations.
See Sanus Corp. Health Systems consolidated listing under New Jersey.

Personal Care Insurance of Illinois Inc.

510 Devonshire Drive, Suite G, Champaign, Ill. 61820; 217-366-1226; fax: 217-366-5410

Staff

Physicians	90
Patients/physician	390
Board-certified	65%
Specialists	52
Administrative	8

Facilities

Hospitals	17

Locations

Administrative	1

Users

Employer/payer groups	200
Single coverage	7,300
Family coverage	7,300
Employees & dependents	31,640
Total	35,251
Average hospital stay	4.4 days
Hospital admission/1,000 members	100

Revenues

1992	$49,888,267
1991	$45,232,557

Operational date: July 1984.
Federally qualified.
Certified in: Illinois.
Model type: Network.
Ownership: ServantCor, Christie Clinic Associates.
Service area: Illinois: Champaign, Coles, Cumberland, DeWitt, Douglas, Edgar, Effingham, Ford, Iroquois, Kankakee, Livingston, McLean, Piatt and Shelby counties. Contracts with HMO National Network.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly, annually or upon request.
Officers: Raymond DeWitte, president; Dr. Jay Anders, Dr. Peter Dumich, Dr. Ron Deering, medical directors; Michael Fishburn, vp-sales/marketing; Larry Good, vp-development; Paulette Miller, vp-health services; Roger Fredenhagen, controller.

Principal Health Care of Illinois Inc.

1 Lincoln Center, Suite 1040, Oakbrook Terrace, Ill. 60181; 708-916-6622; fax: 708-916-9595

Staff

Physicians	498
Board-certified	83%
Specialists	1,322
Administrative	15

Facilities

Hospitals	31
Pharmacies	400

Locations

Administrative	1

Users

Employer/payer groups	75
Employees & dependents	2,595
Total	2,595
Average hospital stay	3.5 days
Hospital admission/1,000 members	140

Revenues

1992	$341,975
1991	$104,448

Service area: Illinois: Cook, DuPage, Kane and Lake counties. Contracts with UltraLink.
Officers: Kenneth Linde, president; Lee Green, executive director; Dr. Allen Malnak, medical director; Lori Chaib, marketing director.
Contact: Lori Chaib.
See Principal Health Care Inc. consolidated listing under Maryland.

PruCare of Illinois

Columbia Centre II, 9450 W. Bryn Mawr, Rosemont, Ill. 60018; 708-671-8727; fax: 708-671-6958

Staff

Physicians	356
Patients/physician	60
Board-certified	100%
Specialists	758
Administrative	63

Facilities

Hospitals	20
Pharmacies	280

Locations

Administrative	1

Users

Total	21,522
Average hospital stay	3.9 days
Hospital admission/1,000 members	66.2

Operational date: June 1981.
Federally qualified.
Certified in: Illinois.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Illinois: Cook, DuPage, Lake and portions of DeKalb, Kane, McHenry and Will counties.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 84% of members are enrolled.
Management reports: Provided annually.
Officers: George Becker, president; Scott Serota, executive director; Dr. Christine Stoll, medical director; Jim Ebbitt, marketing director.
Contact: Scott Serota.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare Plus of Illinois (Point-of-Service)

Columbia Centre II, 9450 W. Bryn Mawr, Rosemont, Ill. 60018; 708-671-8727; fax: 708-671-6958

Staff

Physicians	1,704
Patients/physician	85
Board-certified	92%
Specialists	3,409
Administrative	63

Facilities

Hospitals	54
Pharmacies	312

Locations

Administrative	1

Users

Employer/payer groups	1,050
Total	144,637
Average hospital stay	5.1 days
Hospital admission/1,000 members	75.2

Operational date: January 1986.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Illinois: Cook, DuPage, Lake and portions of Boone, DeKalb, Grundy, Kane, Kankakee, Kendall, La-Salle, Lee, McHenry and Will counties.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Offers non-federally qualified programs.
Management reports: Provided annually.
Officers: George Becker, president; Scott Serota, executive director; Dr. Christine Stoll, medical director; Jim Ebbitt, marketing director.
Contact: Scott Serota.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Randmark Inc.-Illinois

1211 Connecticut Ave. N.W., Suite 200, Washington D.C. 20036; 202-293-8800; fax: 202-466-3789

Specialty HMO providing dental services only

Staff

Dentists*	183
Specialists*	57
Administrative*	11

Locations

Administrative*	1

Users

Total*	403

** Figures as of 6/30/92.*

Certified in: Illinois.
Model type: IPA.
Service area: Illinois: Chicago metropolitan area.
Services: Dental.
Rating options: Community rating; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Robert Wergin, CEO; Dan Karateew, dental director.
Contact: Robert Wergin.

Share Health Plan of Illinois Inc.

1 Pierce Place, Suite 600, Itasca, Ill. 60143; 708-250-3200; fax: 708-250-9772

Staff

Physicians	616
Patients/physician	190
Board-certified	95%
Specialists	2,188
Administrative	135

Facilities

Hospitals	52
Pharmacies	215

Locations

Administrative	1

Users

Employer/payer groups	700
Employees & dependents	75,000
Total	101,933
Average hospital stay	3.88 days
Hospital admission/1,000 members	70.40

Operational date: February 1984.
Certified in: Illinois.
Model type: IPA/network.
For profit.
Ownership: United HealthCare Corp.
Service area: Illinois: Cook, DuPage, Kane, Lake and McHenry counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, experimental procedures, vision and dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 13% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: John G. Ruther, president/CEO; Dr. Mervin Shalowitz, vp/medical director; Dave Gotsch, vp-regional marketing.
Contact: Dave Gotsch.
See United HealthCare Corp. consolidated listing under Minnesota.

TakeCare Health Plan of Illinois Inc.

747 E. 22nd St., Suite 100, Lombard, Ill. 60148; 708-916-8400; fax: 708-916-4275

Staff

Physicians	690
Patients/physician	60
Board-certified	90%
Specialists	1,650
Administrative	69

Facilities

Hospitals	52
Pharmacies	755

Locations

Administrative	2
Primary care	690

Users

Employer/payer groups	407
Single coverage	10,685
Family coverage	9,206
Employees & dependents	41,763
Total	41,763
Average hospital stay	3.9 days
Hospital admission/1,000 members	61

Revenues

1992	$54,888,843
1991	$60,173,479

Operational date: February 1985.
Certified in: Illinois, Indiana.
Model type: IPA.
Service area: Illinois: Cook, Dupage, Kane, Lake, McHenry and Will counties. Contracts with UltraLink.
Services: Same services as consolidated listing but experimental procedures and vision are options.
Officers: Anthony Van Roekel, president/executive director; Dr. John Buehler, medical director; Amy Getschman Scavo, marketing director; Ralph O'Brien, vp-finance; Beth Bender, director-contracting; Lynne Marsh, operations consultant; Sandra DeStefano, manager-account services.
See TakeCare Health Plan consolidated listing under California.

Travelers Health Network of Illinois Inc.

184 Schuman Blvd., Naperville, Ill. 60563; 708-983-2400; fax: 708-357-1807

Staff

Physicians	1,185
Board-certified	80%
Specialists	2,624
Administrative	17

Facilities

Hospitals	46
Pharmacies	409

Locations

Administrative	1

Users

Employees & dependents	1,952
Total	1,952
Average hospital stay	4.4 days
Hospital admission/1,000 members	66

Operational date: May 1985.
Certified in: Illinois.
Model type: IPA.
For profit.
Ownership: Travelers Health Network Inc.
Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and artificial aids. Options include prescriptions, vision and family planning (surgical). Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: E. Harry Creasey, president; Tim Dickman, executive director; Michael Hawkins, medical director; Vicki McDonald, marketing director; Jeanne McCarthy, director-operations.

INDIANA

Anthem Health Plan of Indiana Inc.

333 N. Alabama St., Suite 370, Indianapolis, Ind. 46204; 317-262-4577; fax: 317-262-4697

Staff

Physicians	395
Patients/physician	45
Board-certified	95%
Specialists	612
Administrative	13

Facilities

Hospitals	34
Pharmacies	519

Continued on next page

Continued from previous page

Locations	
Administrative	1

Users	
Employer/payer groups	5
Single coverage	2,032
Family coverage	3,561
Employees & dependents	13,199
Total	13,199
Average hospital stay	4.67 days
Hospital admission/1,000 members	38.78

Revenues	
1992	$642,710
1991	$76,838

Certified in: Indiana.
Model type: IPA.
For profit.
Ownership: Anthem Health Plans Inc.
Service area: Indiana: Adams, Allen, Boone, Clark, Daviess, Floyd, Greene, Hamilton, Hancock, Harrison, Hendricks, Johnson, Marion, Morgan, Scott, Shelby, Sullivan, Tipton, Vigo, Washington and Wells counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 98% of members are enrolled.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: John D. Cuny, president/CEO; Dr. Craig Childs, medical director; Gary W. Hinkle, director-marketing; James K. McNaughton, COO.

Arnett HMO

3768 Rome Drive, Lafayette, Ind. 47905; 317-448-8200; fax: 317-448-8660

Staff	
Physicians	69
Patients/physician	216
Board-certified	81%
Specialists	88
Administrative	42

Facilities	
Hospitals	5
Pharmacies	24

Locations	
Administrative	1
Primary care	26

Users	
Employer/payer groups	55
Single coverage	2,347
Family coverage	4,195
Employees & dependents	16,452
Total	21,636
Average hospital stay	3.2 days
Hospital admission/1,000 members	87

Revenues	
1992	$35,457,619
1991	$29,594,483

Operational date: April 1985.
Federally qualified.
Model type: Group.
For profit.
Ownership: Arnett Clinic.
Service area: Indiana: Benton, Boone, Carroll, Cass, Clinton, Fountain, Fulton, Howard, Jasper, Miami, Montgomery, Newton, Pulaski, Putnam, Tippecanoe, Tipton, Warren and White counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn.
Rating options: Community rating by class.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.
Management reports: Provided annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. James T. Poulos, president; James A. Brunnemer, executive director; Dr. Michael W. Skehan, medical director; R. Marshall Powell, marketing director; Dr. George F. Ramsey, vp; Richard C. McPherson, assistant vp.

Health Maintenance of Indiana Inc./Key Health Plan

333 N. Alabama, Suite 300, Indianapolis, Ind. 46204; 317-262-4557; fax: 317-262-4697

Staff	
Physicians	390
Patients/physician	85
Board-certified	95%
Specialists	2,397
Administrative	78

Facilities	
Hospitals	52
Pharmacies	519

Locations	
Administrative	1

Users	
Employer/payer groups	42
Single coverage	4,531
Family coverage	8,157
Employees & dependents	31,045
Total	31,045
Average hospital stay	4.31 days
Hospital admission/1,000 members	65.85

Revenues	
1992	$54,142,223
1991	$54,963,582

Operational date: August 1983.
Federally qualified.
Certified in: Indiana.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: Associated Insurance Cos. Inc.
Service area: Indiana. Contracts with HMO-USA Network.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: John S. Cuny, president/CEO; Dr. Craig Childs, medical director; Gary W. Hinkle, director-marketing; James K. McNaughton, COO.

Health Resources Inc.*

420 N.W. Fifth St., Suite 1-C, Evansville, Ind. 47708; 812-424-1444; fax: 812-428-6725

Specialty HMO providing dental services only

Staff	
Dentists	350

Locations	
Administrative	1
Primary care	300

Users	
Employer/payer groups	410
Employees & dependents	16,150
Total	16,150

Revenues	
1992	$1,452,000
1991	$1,082,000

Operational date: March 1987.
Certified in: Indiana, Kentucky.
Model type: IPA.
For profit.
Ownership: Group of dentists.
Service area: Indiana, Kentucky.
Services: Dental.
Rating options: Adjusted community rating.
Management reports: Provided monthly.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. Edward L. Fritz, president/CEO; Paul Posthauer, director-marketing; Dr. William G. Schmidt, secretary; Dr. William T. Teare Jr., treasurer.

** Figures are consolidated, including all HMOs in this organization.*

Health Resources Inc.

420 N.W. Fifth St, Suite 1-C, Evansville, Ind. 47708; 812-424-1444; fax: 812-428-6725

Specialty HMO providing dental services only

Staff	
Dentists	225

Locations	
Administrative	1
Primary care	200

Users	
Employer/payer groups	350
Employees & dependents	13,575
Total	13,575

Revenues	
1992	$1,226,000
1991	$930,000

Service area: Indiana: 29 western and southern counties.
See Health Resources Inc. consolidated listing under Indiana.

M-Plan

8802 N. Meridian St., Indianapolis, Ind. 46260; 317-571-5300; fax: 317-571-5306

Staff	
Physicians	408
Patients/physician	50
Board-certified	92%
Specialists	890
Administrative	110

Facilities	
Hospitals	12
Pharmacies	90

Locations	
Administrative	1
Primary care	290

Users	
Employer/payer groups	99
Employees & dependents	32,012
Total	35,892
Average hospital stay	4.3 days
Hospital admission/1,000 members	80

Revenues	
1991	$13,500,000

Operational date: June 1989.
NCQA qualification pending.
Model type: Group/network.
For profit.
Ownership: Methodist Hospital of Indiana.
Service area: Indiana: Boone, Hamilton, Hancock, Hendricks, Jackson, Johnson, Lawrence, Marion, Morgan, Monroe, Orange, Shelby and Washington counties.
Services: Standard package. Other services include durable medical equipment

Continued on next page

GENERAL REHABILITATION SERVICES INC.
THE FAST TRACK TO A COMEBACK

cost con·tain·ment *n.* efforts used to check, monitor and control the cost of rehabilitating disabled workers while at the same time ensuring that they receive quality care.

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For more information on GRS' nationally-coordinated programs to help you CONTROL THE COSTS of rehabilitating disabled workers, please call or fax today. Phone 215-993-2800. Fax 215-993-2819.

GENERAL REHABILITATION SERVICES INC.
THE FAST TRACK TO A COMEBACK

735 Chesterbrook Boulevard, Suite 200
Wayne, Pennsylvania 19087
215-993-2800 ■ Fax 215-993-2819

Continued from previous page
and OB/Gyn. Options include prescriptions, vision, dental, substance abuse and psychiatry. Diagnostic testing by HMO and independent labs.

Rating options: Community rating by class; adjusted community rating.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided annually or upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Alex Slabosky, president; Dr. Elizabeth Peterson, medical director; Rick Altstadt, marketing director; John Stelban, CFO.

Physicians Health Network

1 Riverfront Place, Suite 400,
Evansville, Ind. 47708; 812-465-6000;
fax: 812-465-6014

Staff

Physicians	142
Board-certified	80%
Specialists	329

Facilities

Hospitals	5
Pharmacies	31

Locations

Administrative	1
Primary care	90

Users

Employer/payer groups	109
Single coverage	3,059
Family coverage	5,121
Employees & dependents	19,940
Total	19,940
Average hospital stay	3.7 days
Hospital admission/1,000 members	308

Revenues

1992	$23,548,859
1991	$24,492,390

Operational date: May 1985.
Federally qualified.
Certified in: Indiana.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Health Care Ventures Inc., group of doctors.

Service area: Indiana: DuBois, Gibson, Knox, Pike, Posey, Spencer, Vanderburgh and Warrick counties.

Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include corporate wellness. Diagnostic testing by independent labs.

Rating options: Adjusted community rating.

Offers non-federally qualified programs.

Management reports: Provided.

Officers: John Cuny, president/CEO; Russell W. Sherlock, Jean Russell, vps-medical/operational services; Dr. Kenneth Spear, medical director; Karen Bonger, marketing director; Jaron Johnson, vp-finance.

Physicians Health Plan of Northern Indiana

7222 Engle Road, Fort Wayne, Ind.
46804-2230; 219-432-6690;
fax: 219-432-0493

Staff

Physicians	217
Specialists	347

Facilities

Hospitals	13
Pharmacies	56

Users

Employer/payer groups	235
Single coverage	6,244
Family coverage	12,920
Employees & dependents	48,257
Total	48,257
Average hospital stay	4.3 days
Hospital admission/1,000 members	67

Revenues

1992	$62,242,236
1991	$57,815,857

Operational date: October 1983.
Federally qualified.
Model type: IPA.
Not for profit.
Ownership: Members.

Service area: Indiana: Adams, Allen, DeKalb, Huntington, Jay, LaGrange, Noble, Steuben, Wells and Whitley counties.

Services: Standard package. Other services include prescriptions, vision, dental, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Diagnostic testing by independent labs.

Rating options: Adjusted community rating.

Point-of-service contracts: 12% of members are enrolled.

Management reports: Provided.

Billing: Provides direct billing for COBRA premiums.

Officers: Jay M. Gilbert, president/executive director; Dr. Philip Shubert, medical director; Marcia Haaff, marketing director.

See United HealthCare Corp. consolidated listing under Minnesota.

Principal Health Care of Indiana Inc.

47 S. Meridian St., Suite 208,
Indianapolis, Ind. 46204;
317-263-0920; fax: 317-263-9669

Staff

Physicians	461
Patients/physician	50
Specialists	2,152
Administrative	51

Facilities

Hospitals	33
Pharmacies	251

Locations

Administrative	3

Users

Employer/payer groups	82
Employees & dependents	23,112
Total	23,112
Average hospital stay	4.3 days
Hospital admission/1,000 members	250

Service area: Indiana: 28 counties including the Evansville, Ft. Wayne, Gary, Indianapolis and South Bend areas. Contracts with UltraLink.

Officers: Kenneth Linde, president; Ron Musilli, executive director; Dr. Michael Morhmen, medical director; Jay Welch, sales manager.

Contact: Jay Welch.

See Principal Health Care Inc. consolidated listing under Maryland.

PruCare of Indiana

8425 Woodfield Crossing, Suite 301,
P.O. Box 80009, Indianapolis,
Ind. 46280; 317-469-8000;
fax: 317-469-8058

Staff

Physicians	145
Patients/physician	1
Specialists	321
Administrative	17

Facilities

Hospitals	8
Pharmacies	70

Locations

Administrative	1

Users

Employer/payer groups	3
Total	129

Operational date: April 1993.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.

Service area: Indiana: Marion and portions of Boone, Hamilton, Hendricks and Johnson counties.

Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts: 99% of members are enrolled.

Management reports: Provided annually.

Officers: George Becker, president; Shirley Lady, executive director; Dr. John R. Dugan, medical director; Noreen Schriefer, marketing director.

Contact: Shirley Lady.

See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Plus of Indiana (Point-of-Service)

8425 Woodfield Crossing Blvd., Suite 301, P.O. Box 80009, Indianapolis, Ind. 46280; 317-469-8000; fax: 317-469-8058

Staff

Physicians	381
Patients/physician	78
Board-certified	95%
Specialists	523
Administrative	17

Continued on next page

QUALITY

Total quality

Total quality.

The anthem of the '90s.

A "new" discovery.

Sometimes overused.

Often underpracticed.

Difficult for some to define, but very definable

By listening to the customer speak.

The customer tells us "quality" is open communication,

cost-effective treatment choices, positive outcomes, accountability.

Suddenly, quality looks a lot like common sense, and very good business.

Listen.

Because "total quality" is not so much innovation as it is a time-honored value

Speaking with a new and stronger voice at the center of our business.

If you share our commitment to quality for your patients, call 615/320-2746.

HCA Psychiatric Company

Continued from previous page

Facilities

Hospitals 16
Pharmacies 70

Locations

Administrative 1

Users

Employer/payer groups 216
Total 29,624
Average hospital stay ..... 4.4 days
Hospital admission/1,000 members 67

Operational date: October 1986.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Indiana: Boone, Hamilton, Hancock, Hendricks, Johnson, Marion and portions of Henry, Madison, Montgomery, Morgan, Putnam and Shelby counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Offers non-federally qualified programs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: George Becker, president; Shirley Lady, executive director; Dr. John R. Dugan, medical director; Noreen Schriefer, marketing director.
Contact: Shirley Lady.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Southeastern Indiana Health Organization

432 Washington St., P.O. Box 1878, Columbus, Ind. 47202-1787; 812-378-7000; fax: 812-378-7048

Staff

Physicians 117
Specialists 598
Administrative 60

Facilities

Hospitals 8
Pharmacies 109

Locations

Administrative 1

Users

Employer/payer groups 7
Single coverage 2,816
Family coverage 6,189
Employees & dependents 22,828
Total 22,828
Average hospital stay* ..... 3.91 days
Hospital admission/1,000 members* 80.38
** Figures are 1992 data.*

Operational date: January 1987.
Model type: IPA.
Not for profit.
Service area: Southeastern Indiana.
Management reports: Provided monthly.
Billing: Provides direct billing for COBRA premiums.
Officers: Roy H. Flaherty, president; Dr. Debra Kirkpatrick, medical director; John B. DeLap, marketing director; Michael Sabin, CFO; Kim Singleton, COO.

IOWA

Care Choices Health Plans

401 Terra Centre, Sioux City, Iowa 51101; 712-252-2344; fax: 712-233-3684

Staff

Physicians 121
Board-certified 95%
Specialists 135

Facilities

Hospitals 14
Pharmacies 121

Locations

dministrative 1
imary care 34

ers

oloyer/payer groups 90
le coverage 1,577
ly coverage 1,854
..... 11,700
- hospital stay ..... 4.2 days
bmission/1,000 members 305

..... $11,679,495

Operational date: August 1986.
Certified in: Iowa.
Model type: IPA.
For profit.
Ownership: Group of doctors.
Service area: Iowa: Buena Vista, Calhoun, Carroll, Cherokee, Clay, Crawford, Dickinson, Emmet, Ida, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Sioux and Woodbury counties; Nebraska: Cedar, Cuming, Dakota, Dixon, Madison, Pierce, Stanton, Thurston and Wayne counties; South Dakota: Clay and Union counties.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class.
Point-of-service contracts.
Management reports: Provided.
Billing: Provides direct billing for COBRA premiums.
Officers: Bob Flanagan, president; Karen Pederson, executive director; Dr. Bruce Bedell, medical director; Art Kahler, marketing director.

Medical Associates HMO

700 Locust St., Suite 230, Dubuque, Iowa 52001-6800; 319-556-8070; fax: 319-556-5134

Staff

Physicians 96
Board-certified 95%
Specialists 70
Administrative 33

Facilities

Hospitals 16
Pharmacies 64

Locations

Administrative 1
Primary care 31

Users

Employer/payer groups 210
Single coverage 2,464
Family coverage 5,379
Employees & dependents 21,439
Total 29,421
Average hospital stay ..... 4.05 days
Hospital admission/1,000 members 75

Revenues

1992 ..... $43,340,887
1991 ..... $39,731,567

Operational date: July 1982.
Certified in: Illinois, Iowa and Wisconsin.
Model type: Group.
For profit.
Ownership: Group of doctors.
Service area: Illinois: Jo Daviess County; Iowa: Clayton, Delaware, Dubuque, Jackson and Jones counties; Wisconsin: Crawford, Grant, Iowa and Lafayette counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $150 single, $381 family.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.
Management reports: Provided quarterly.
Officers: Lawrence E. Cremer, executive director; Dr. Frederick G. Asmussen, medical director; Terry Kane, marketing director.

Principal Health Care of Iowa Inc.

601 Locust St., Suite 500, Des Moines, Iowa 50309; 515-237-1234; fax: 515-237-1272

Staff

Physicians 111
Board-certified 77%
Specialists 600
Administrative 89

Facilities

Hospitals 21

Locations

Administrative 1

Users

Employer/payer groups 494
Employees & dependents 76,000
Total 76,000

Service area: Iowa: 32 central counties, including Des Moines area. Contracts with UltraLink.
Officers: Kennneth Linde, president; Ed Brown, executive director; Dr. Kevin Cunningham, Tom Kline, D.O., medical directors; Greg Shireman, marketing director; Dexter Bodin, assistant executive director.
Contact: Greg Shireman.
See Principal Health Care Inc. consolidated listing under Maryland.

KANSAS

Aetna Health Plans (Point-of-Service)

7301 College Blvd., Suite 150, Overland Park, Kan. 66210; 316-268-0345; fax: 913-451-0683

Staff

Physicians 239
Patients/physician 0.5
Board-certified 76.6%
Specialists 551

Facilities

Hospitals 7
Pharmacies 125

Users

Employer/payer groups 2
Employees & dependents 124
Total 124

Service area: Kansas: Harvey, McPherson, Sedgwick, Sumner and portions of Butler, Cowley and Reno counties.
Officers: James McLane, president; Galin Lundgren, executive director; Dr. Harold Zarkowsky, medical director; Rodney Williamson, marketing director.
Contact: Gaylee Dolloff.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of Kansas/ Missouri Inc.-Kansas City

7400 W. 110th St., Suite 600, Overland Park, Kan. 66210; 913-451-9389; fax: 913-451-0974

Staff

Physicians 365
Specialists 1,198

Facilities

Hospitals 26

Users

Total 54,910

Operational date: July 1986.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Kansas: Douglas, Franklin, Johnson, Leavenworth, Miami and Wyandotte counties; Missouri: Buchanan, Cass, Clay, Clinton, Gentry, Jackson, Johnson, Lafayette, Platte and Ray counties.
Officers: Joanne Spencer, provider relations manager/member services manager; Dr. William Truitt, medical director; Kristi Clubine, quality assurance manager; Barbara Maloney, health services manager; Terry Nimnicht, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Kansas/ Missouri Inc.-Salina

200 S. Santa Fe, Suite 5, Salina, Kan. 67401; 913-823-6016; fax: 913-823-0435

Staff

Physicians 19
Specialists 52

Facilities

Hospitals 2

Users

Total 1,834

Operational date: November 1983.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Kansas: Dickinson, Lincoln, McPherson, Ottawa and Saline counties.
Officers: Ann Headrick, provider relations manager/plan manager/health services manager; Dr. Adrian Walling, medical director; Debbie Cahoon, quality assurance manager; Terry Nimnicht, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Kansas/Missouri Inc.-South Central Kansas-Wichita

101 S. Webb Road, Suite 200, Wichita, Kan. 67207; 316-687-5606; fax: 316-681-4329

Staff

Physicians 159
Specialists 422

Facilities

Hospitals 8

Users

Total 25,755

Operational date: June 1981.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Kansas: Butler, Cowley, Harper, Harvey, Kingman, Marion, McPherson, Reno, Sedgwick and Sumner counties.
Officers: Lee Merrill, provider relations manager; Lynette Stuke, customer satisfaction coordinator; Doug Stratton, director-health care system; Dr. Adrian Walling, medical director; Marilyn Lord, quality assurance supervisor; Sue Enns, health services supervisor; Dennis Mason, Medicare coordinator; Terry Nimnicht, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

HMO Kansas

P.O. Box 110, Topeka, Kan. 66601; 913-233-2751; fax: 913-291-8216

Staff

Physicians 316
Patients/physician 68
Specialists 2,200

Facilities

Hospitals 55

Locations

Administrative 142
Primary care 142

Users

Employer/payer groups 225
Single coverage 6,748
Family coverage 5,883
Employees & dependents 26,725
Total 26,840
Average hospital stay ..... 3.96 days
Hospital admission/1,000 members 69

Revenues

1992 ..... $46,696,259
1991 ..... $55,301,054

Operational date: April 1984.
Certified in: Kansas.
Model type: IPA.
Not for profit.
Ownership: Blue Cross & Blue Shield of Kansas.
Service area: Kansas: 28 eastern counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and lens/frames.
Rating options: Community rating; adjusted community rating.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Thomas Miller, president; John Knack, executive director; Dr. John Listerman, medical director; Andrew Corbin, marketing director; William Gloy, COO.

Kaiser Permanente-Kansas City Region

10561 Barkley, Overland Park, Kan. 66212; 913-967-4600; fax: 913-642-0209

Staff

Physicians 30
Patients/physician 1,470
Board-certified 86%
Specialists 171
Administrative 357

Facilities

Hospitals 4
Pharmacies 6

Locations

Administrative 8
Primary care 7

Users

Employer/payer groups 650
Single coverage 11,949
Family coverage 10,471
Employees & dependents 34,006
Total 45,887
Average hospital stay* ..... 4.2 days
Hospital discharges/1,000 members* 58

Revenues

1992 ..... $65,278,631
1991 ..... $57,628,940
** Average stay and discharge rate as of 12/92.*

Operational date: January 1983.
NCQA qualification pending.
Service area: Kansas: Johnson, Leavenworth and Wyandotte counties; Missouri: Cass, Clay, Jackson and Platte counties. Contracts with The HMO Group.
Services: Same services as consolidated listing excluding podiatry.
Officers: Dr. David M. Lawrence, chairman/CEO; Robert Biblo, vp/regional manager; Dr. Joseph P. Goldberg, president/executive medical director-Permanente Medical Group of Mid-America P.A.; Edna Rindner, health plan manager.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

MetLife HealthCare Network of Kansas City Inc.

9200 Indian Creek Parkway, Suite 185, Overland Park, Kan. 66210; 913-451-5656

Staff

Physicians 438
Patients/physician 13.4
Board-certified 90%
Specialists 1,191

Facilities

Hospitals 15

Locations

Administrative 1

Users

Employer/payer groups 64
Employees & dependents 5,862
Total 5,862
Average hospital stay ..... 3.8 days
Hospital admission/1,000 members 63.2

Revenues

1992 ..... $7,853,468
1991 ..... $5,097,768

Operational date: December 1986.
Certified in: Kansas, Missouri.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Kansas: Johnson, Leavenworth, Miami and Wyandotte counties. Missouri: Cass, Clay, Jackson, Lafayette and Platte counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Barbara C. Buenemann, director/president/CEO; Ralph E. McEldowney III, director; Barbara Corn, vp; Steven J. Brash, Joseph A. Reali, assistant vps; Elizabeth A. Lorenz, secretary/treasurer; Michael F. Tietz, assistant secretary.
Contact: Jim Gidicsin, 203-454-6133.

Mutual of Omaha Cos.-Exclusive Healthcare Inc.

Mutual of Omaha Plaza, Omaha, Neb. 68175; 800-456-9292; fax: 402-978-2999

Staff

Physicians 264
Patients/physician 22
Board-certified 80%
Specialists 671

Facilities

Hospitals 15
Pharmacies 75

Locations

Administrative 2
Primary care 53

Users

Employer/payer groups 9
Single coverage 977
Family coverage 1,466
Employees & dependents 5,863
Total 5,863
Average hospital stay ..... 3.96 days
Hospital admission/1,000 members 66

Service area: Kansas: Douglas, Johnson, Leavenworth, Miami and Wyandotte counties.
Officers: Dick Easley, administrator; Steve Layland, executive director; Dr. Michael Jenkins, medical director; Les Swick, marketing director.
See Mutual of Omaha Cos.-Exclusive Healthcare Inc. consolidated listing under Nebraska.

Continued on next page

For an explanation of directory terms and methodology see guide on page 8.

Continued from previous page

Preferred Plus of Kansas Inc.

345 Riverview Drive, Wichita, Kan. 67202; 316-263-8406; fax: 316-263-3673

Staff

Physicians	240
Patients/physician	61
Board-certified	45%
Specialists	900
Administrative	15

Facilities

Hospitals	13
Pharmacies	117

Locations

Administrative	1
Primary care	75

Users

Employer/payer groups	136
Single coverage	3,138
Family coverage	3,835
Employees & dependents	14,729
Total	14,729
Average hospital stay	2.43 days
Hospital admission/1,000 members	112

Revenues

1992	$6,694,310

Operational date: January 1992.
Certified in: Kansas.
Model type: Network.
Ownership: Health Affiliates Inc., Health Providers Inc.
Service area: Kansas: seven south central counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $154.23 single, $410.25 family.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Marlon R. Dauner, president; Gary Williams, executive vp/COO; Todd Miller, medical director; Stan Vaughan, CFO.
Contact: Gary Williams.

KENTUCKY

Aetna Health Plans (Point-of-Service)

10401 Linn Station Road, Suite 231, Louisville, Ky. 40223; 502-423-6253; fax: 502-339-7639

Staff

Physicians	384
Patients/physician	5
Board-certified	70.1%
Specialists	915

Facilities

Hospitals	12
Pharmacies	216

Users

Employer/payer groups	20
Employees & dependents	2,083
Total	2,083

Service area: Indiana: Clark, Floyd, Harrison and Scott counties; Kentucky: Anderson, Bullitt, Jefferson, Oldham, Shelby, Spencer and Trimble counties.
Officers: James McLane, president; Dr. John Keisel, medical director; Steven Jones, marketing director.
Contact: Lynn Reed.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Alternative Health

10100 Linn Station Road, Louisville, Ky. 40223; 502-425-8324 or 800-955-3035; fax: 502-339-5471

Staff

Physicians	452
Patients/physician	260
Board-certified	80%
Specialists	1,380
Administrative	8

Facilities

Hospitals	18
Pharmacies	254

Locations

Administrative	1
Primary care	18

Users

Employer/payer groups	672
Single coverage	27,772
Family coverage	87,350
Employees & dependents	118,235
Average hospital stay	5.3 days
Hospital admission/1,000 members	68

Revenues

1992	$87,800,000
1991	$56,700,000

Operational date: June 1985.
Certified in: Indiana, Kentucky.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of Kentucky, Alliant Health System, Baptist Hospital East, Jewish Hospital, Sts. Mary & Elizabeth Hospital.
Service area: Indiana: Clark, Floyd, Harrison, Scott and Washington counties; Kentucky: Breckinridge, Bullitt, Grayson, Hardin, Hart, Henry, Jefferson, Larue, Meade, Nelson, Oldham, Shelby, Spencer and Trimble counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by HMO and independent labs.
Rating options: Community rating by class.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Kathleen M. Wiljanen, president/CEO; Katherine W. Gilchrist, vp-finance/operations; Dr. Peter Hasselbacher, medical director; Anthony J. Leshon, vp-marketing.
Contact: Michael H. Gray, communications/promotions coordinator, 502-423-2528.

CompDent Corp.

3939 Atkinson Drive, Louisville, Ky. 40218; 502-456-1800; fax: 502-456-2772

Specialty HMO providing dental/vision services only

Staff

Physicians	924
Patients/physician*	290
Board-certified	100%
Specialists	312
Administrative	80

Locations

Administrative	9
Primary care	820

Users

Employer/payer groups	4,400
Single coverage	60,200
Family coverage	74,000
Employees & dependents	305,300
Total	305,300

Revenues

1992	$17,400,000
1991	$13,300,000

** Figures are based on capitated plan members only.*

Operational date: 1977.
Federally qualified.
Certified in: Alabama, Georgia, Indiana, Kansas, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, Ohio, South Carolina, Tennessee and West Virginia.
NCQA accredited.
Model type: Capitated dental plan.
For profit.
Service area: Alabama: 12 south central counties; Georgia: 24 counties; Indiana: 24 counties; Kansas: three metropolitan Kansas City area counties; Kentucky: 51 counties; Louisiana: 17 parishes; Mississippi: 28 counties; Missouri: 21 metropolitan St. Louis area counties; Ohio: 23 central, northeast and southwest counties; South Carolina: seven counties; Tennessee: 41 counties; West Virginia: seven counties.
Services: Dental is a standard service. Vision is an option.
Rating options: Adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Allan B. Morris, president; W. James Lintner, executive vp; Leo T. Whitt, treasurer; Iris W. Jones, secretary.
Contact: Leo T. Whitt.

Health Resources Inc.

420 N.W. Fifth St., Suite 1-C, Evansville, Ind. 47708; 812-424-1444; fax: 812-428-6725

Specialty HMO providing dental services only

Staff

Dentists	125

Locations

Administrative	1
Primary care	100

Users

Employer/payer groups	60
Employees & dependents	2,575
Total	2,575

Revenues

1992	$226,000
1991	$152,000

Service area: Kentucky: 25 western counties.
See Health Resources Inc. consolidated listing under Indiana.

Humana Health Care Plans*

500 W. Main St., Humana Building, Louisville, Ky. 40202; 502-580-1000; fax: 502-580-3942

Users

Employees & dependents	964,500
Total	1,232,100

For profit.
Ownership: Humana Inc.
Service area: Alabama, Arizona, Florida, Illinois, Indiana, Kansas, Kentucky, Missouri, Nevada, Ohio, Texas.
Services: Standard package. Other services include durable medical equipment and OB/Gyn. Options include prescriptions, vision, dental and psychiatry.
Rating options: Community rating; experience rating.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided.
Billing: Consolidated billing for national accounts.
Officers: David A. Jones, chairman/CEO; Wayne T. Smith, president.
** Figures are consolidated, including all HMOs in this organization.*

Humana Health Care Plans

101 Prosperous Place, Suite 300, Lexington, Ky. 40509; 606-263-1400; fax: 606-263-1488

Users

Total*	38,797

** Figures as of 7/31/93.*

Operational date: 1988.
Federally qualified.
Model type: Group/IPA.
Service area: Kentucky: 26 counties.
Officers: Betty Chowning, executive director; Katherine Congleton, sales manager; Dr. Timothy Costitch, medical director.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Health Care Plans

The Waterside Building, 101 E. Main St., 11th Floor, Louisville, Ky. 40202; 502-580-5005; fax: 502-580-5043

Users

Total*	151,764

** Figures as of 7/31/93.*

Operational date: 1988.
Federally qualified.
Model type: Group/IPA.
Service area: Indiana: Clark, Crawford, Floyd, Harrison, Jefferson, Scott and Washington counties; Kentucky: Bullitt, Hardin, Henry, Jefferson, Meade, Nelson, Oldham, Shelby and Spencer counties.
Officers: Ted LaBedz, executive director; Jim Moser, sales manager; Dr. Jim Nadler, medical director.
See Humana Health Care Plans consolidated listing under Kentucky.

MIDA Dental Plans

605 Embassy Square, Louisville, Ky. 40299; 502-491-7011; fax: 502-491-2616

Specialty HMO providing dental services only

Staff

Dentists	312
Board-certified	100%
Administrative	5

Locations

Administrative	1
Primary care	240

Service area: Indiana, Kentucky, Ohio.
Contact: Robert Dombrowski, marketing director.
See MIDA Dental Plans consolidated listing under Michigan.

LOUISIANA

Aetna Health Plans-Baton Rouge/Lafayette (Point-of-Service)

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-295-7833; fax: 504-295-7838

Staff

Physicians	77
Patients/physician	4
Board-certified	74%
Specialists	173

Facilities

Hospitals	8
Pharmacies	164

Users

Employer/payer groups	5
Employees & dependents	330
Total	330

Service area: Louisiana: Ascension, East Baton Rouge, East Feliciana, Iberville, Livingston, West Baton Rouge and West Feliciana and portions of Pointe Coupee, St. Helena and Tangipahoa parishes.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Angie Hall.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Louisiana Inc.

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-830-5600; fax: 504-837-6571

Staff

Physicians	282
Patients/physician	65
Board-certified	76.3%
Specialists	248

Facilities

Hospitals	13
Pharmacies	248

Users

Employer/payer groups	124
Employees & dependents	18,252

Operational date: July 1987.
Certified in: Louisiana.
Service area: Louisiana: Jefferson, Lafourche, Orleans, St. Bernard, St. Tammany and portions of Plaquemines, St. Charles, St. James, St. John the Baptist and Washington parishes.
Officers: James McLane, president; John Pearce, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Deborah Cunningham.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Louisiana Inc.-Baton Rouge

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-295-7833; fax: 504-837-6571

Staff

Physicians	93
Board-certified	72.2%
Specialists	157

Facilities

Hospitals	5
Pharmacies	175

Operational date: September 1992.
Certified in: Louisiana.
Service area: Louisiana: Ascension, East Baton Rouge, East Feliciana, Evangeline, Iberville, Livingston, St. Mary's, West Baton Rouge, West Feliciana and portions of Acadia, Lafayette, Point Coupee, St. Helena, St. Landry, St. Martin and Tangipahoa parishes.
Officers: James McLane, president; John G. Pearce, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Angie Hall.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-New Orleans (Point-of-Service)

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-830-5600; fax: 504-295-7838

Staff

Physicians	270
Patients/physician	32
Board-certified	73%
Specialists	890

Facilities

Hospitals	13
Pharmacies	245

Users

Employer/payer groups	20
Employees & dependents	8,717
Total	8,717

Service area: Louisiana: Jefferson, Lafourche, Orleans, St. Bernard, St. Tammany and portions of Plaquemines, St. Charles, St. James, St. John the Baptist and Washington parishes.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Deborah Cunningham.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of Louisiana Inc.-Baton Rouge

Sherwood Oaks Office Park, 4354 S. Sherwood Forest Blvd., Suite D240, Baton Rouge, La. 70816; 504-295-2800; fax: 504-295-2888

Staff

Physicians	142
Specialists	264

Facilities

Hospitals	16

Users

Total*	27,951

** Includes users from New Orleans office.*

Operational date: March 1986.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Louisiana: Ascension, Assumption, East Baton Rouge, East Feliciana, Iberville, Livingston, Pointe Coupee, Saint Helena, Saint James, Tangipahoa, West Baton Rouge and West Feliciana parishes; Mississippi: Amite, Pike and Wilkinson counties.
Officers: Vicky Smith, provider relations director; Cindy Bravata, customer satisfaction representative; John Davis, executive director; Cindy Hallam, quality assurance manager/health services manager; Brad Arms, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Louisiana Inc.-New Orleans

3838 N. Causeway Blvd., Suite 2800B, Metairie, La. 70002; 504-832-3004; fax: 504-831-7499

Staff

Physicians	125
Specialists	451

Facilities

Hospitals	11

Users

Total*	27,951

** Includes users from Baton Rouge office.*

Operational date: July 1989.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Louisiana: Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles, St. Tammany and St. John the Baptist parishes; Mississippi: Hancock, Harrison, Pearl River and Stone counties.
Officers: Vicky Smith, provider relations director; Cindy Bravata, customer satisfaction representative; John Davis, executive director; Cindy Hallam, quality assurance manager/health services manager; Brad Arms, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Northern Louisiana

6425 Youree Drive, Suite 200, Shreveport, La. 71105-4625; 318-798-4740; fax: 318-798-4737

Staff

Physicians	31
Specialists	71

Facilities

Hospitals	

Users

Total	13,[illegible]

Operational date: September 1984.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Louisiana: Bossier, Caddo, Claiborne

Continued

Continued from previous page
Hanna, Red River and Webster parishes.

Officers: Vicky Smith, provider relations director; Pam Tomme, provider relations representative; Jennie Copeland, customer satisfaction representative; John Davis, executive director; Cindy Hallam, quality assurance manager/health services manager; Jan Lakin, health services supervisor; Brad Arms, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

Community Health Network

2431 S. Acadian Thruway, Suite 350, Baton Rouge, La. 70808; 504-923-0550; fax: 504-928-7026

Staff	
Physicians	377
Patients/physician	167
Board-certified	77%
Specialists	903
Administrative	155
Facilities	
Hospitals	43
Pharmacies	554
Locations	
Administrative	4
Users	
Employer/payer groups	85
Single coverage	7,751
Family coverage	12,436
Employees & dependents	61,420
Total	61,420
Average hospital stay	5.5 days
Hospital admission/1,000 members*	75
Revenues	
1992	$60,860,441
1991	$50,000,000

** Figure excludes psychology and substance abuse members.*

Operational date: October 1985.
Federally qualified.
Certified in: Louisiana.
NCQA qualification pending.
Model type: IPA.
For profit.

Ownership: Louisiana Independent Physicians Assn., Complete Health of Alabama.

Service area: Louisiana: 36 northwestern and southeastern parishes. Contracts with UltraLink.

Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn., mammogram exams, pap smears and well-woman exams. Options include dental. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts: 4% of members are enrolled.

Offers non-federally qualified programs.

Management reports: Provided quarterly.

Billing: Provides direct billing for COBRA premiums.

Officers: G. Larry Mitchum, CEO/president; Jackie D. Mann, director-administration; Dr. Roy Arnold, Dr. Lawrence Goldberg, medical directors; Glen J. Golemi, marketing director; Eileen Raymond, director-finance; Karen Link, director-claims; Onesia Pavich, director-corporate development; Ralph Melian, director-MIS; Debbie Johnson, director-medical management.

Gulf South Health Plans Inc.

5615 Corporate Blvd., Suite 5, Baton Rouge, La. 70808; 504-927-7212; fax: 504-922-9241

Staff	
Physicians	207
Patients/physician	220
Board-certified	88%
Specialists	386
Administrative	115
Facilities	
Pharmacies	213
Locations	
Administrative	1
Users	
Average hospital stay	4.3 days
Hospital admission/1,000 members	315
Revenues	
1992	$31,266,025
1991	$20,461,839

Operational date: January 1987.
Certified in: Louisiana.
Model type: IPA.
For profit.
Ownership: Hospital.

Service area: Louisiana: 11 south central parishes.

Services: Standard package. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, substance abuse and psychiatry. Diagnostic testing by HMO.

Rating options: Community rating by class.

Point-of-service contracts: 35% of members are enrolled.

Offers non-federally qualified programs.

Management reports: Provided quarterly.

Officers: Patrick C. Powers, president; Jack Walker, executive vp-operations; Dr. Dwight Brower, medical director/vp-medical affairs; Charles D. Calvi, executive vp-marketing; Adam Short, vp-finance.

Principal Health Care of Louisiana Inc.

3421 N. Causeway Blvd., Suite 600, Metairie, La. 70002; 504-834-0840; fax: 504-834-2694

Staff	
Physicians	145
Board-certified	72%
Specialists	419
Administrative	55
Facilities	
Hospitals	13
Pharmacies	41
Locations	
Administrative	1
Users	
Employer/payer groups	200
Employees & dependents	30,291
Total	30,291
Average hospital stay	4.3 days
Hospital admission/1,000 members	327
Revenues	
1992	$50,133,810
1991	$41,847,732

Service area: Louisiana: Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles and St. Tammany parishes. Contracts with UltraLink.

Officers: Kenneth Linde, president; Janet Stallmeyer, executive director; Dr. John Guidry, medical director; Julie Rethmeyer, sales manager.

Contact: Julie Rethmeyer.

See Principal Health Care Inc. consolidated listing under Maryland.

Travelers Health Network of Louisiana Inc.

3900 N. Causeway Blvd., Suite 860; New Orleans, La. 70761-1478; 504-832-7655; fax: 504-832-7676

Staff	
Physicians	199
Board-certified	73%
Specialists	611
Administrative	19
Facilities	
Hospitals	12
Pharmacies	86
Locations	
Administrative	1
Users	
Employees & dependents	15,388
Total	15,388
Average hospital stay	4.8 days
Hospital admission/1,000 members	67

Operational date: February 1985.
Federally qualified.
Certified in: Louisiana.
Model type: IPA.
For profit.

Ownership: Travelers Health Network Inc.

Service area: Louisiana: Jefferson, Orleans, St. Bernard, St. Charles, St. John the Baptist and St. Tammany parishes.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn. and artificial aids. Options include prescriptions, vision and family planning (surgical). Diagnostic testing by independent labs.

Rating options: Community rating; community rating by class; adjusted community rating.

Point-of-service contracts.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: E. Harry Creasey, president; Robert Fox, executive director; Carl Kemmerly, medical director; Vicki McDonald, marketing director; Susan Sharkey, director-operations.

MAINE

Healthsource Maine Inc.

P.O. Box 447, 174 S. Freeport Road, Freeport, Maine, 04032; 207-865-6161; fax: 207-865-1812

Staff	
Physicians	394
Patients/physician	108
Board-certified	85%
Specialists	780
Administrative	120
Facilities	
Hospitals	18
Pharmacies	219
Locations	
Administrative	1
Users	
Employer/payer groups	41
Single coverage	3,613
Family coverage	8,445
Employees & dependents	31,935
Total	42,636
Average hospital stay	4 days
Hospital admission/1,000 members	64
Revenues	
1992	$38,342,137
1991	$16,456,834

Operational date: March 1987.
Federally qualified.
Certified in: Maine.
NCQA qualification pending.
Model type: IPA.
For profit.

Ownership: Healthsource Inc., group of doctors.

Service area: Maine. Contracts with HBA, UltraLink and Managed Care Network of New England in Maine, Massachusetts and New Hampshire.

Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, dental and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating: $182.32 single, $477.91 family; adjusted community rating.

Point-of-service contracts: 16% of members are enrolled.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Dr. David Schall, president; Richard White, CEO; Dr. Peter McGuire, medical director; Nancy Connelie, marketing director; Dr. David Haskell, vp; Mervyn Cooper, treasurer.

Contact: Nancy Connelie.

MARYLAND

Aetna Health Plans (Point-of-Service)

1829 Reistertown Road, Suite 270, Baltimore, Md. 21208; 410-653-8811; fax: 410-653-9172

Staff	
Physicians	890
Patients/physician	26
Board-certified	74.2%
Specialists	3,241
Facilities	
Hospitals	42
Pharmacies	1,152
Users	
Employer/payer groups	125
Employees & dependents	23,238
Total	23,238

Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Carroll, Cecil, Charles, Frederick, Hartford, Howard, Montgomery, Prince Georges and Washington counties and Baltimore city; Virginia: Arlington, Fairfax, Loudoun, Prince William, Spotsylvania and Stafford counties and the cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas and Manassas Park.

Officers: James McLane, president; Mary Ann Eull, executive director; Dr. Jack Epstein, medical director; Kathleen Kelly, marketing director.

Contact: Lee Phipps.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of the Mid Atlantic Inc.

1829 Reistertown Road, Suite 270, Baltimore, Md. 21208; 410-653-8811; fax: 410-653-9172

Staff	
Physicians	955
Patients/physician	56
Board-certified	73.2%
Specialists	3,248
Facilities	
Hospitals	39
Pharmacies	1,188
Users	
Employer/payer groups	152
Employees & dependents	53,441
Total	53,610

Operational date: January 1991.
Certified in: District of Columbia, Maryland, Virginia.
NCQA qualification pending.

Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Carroll, Cecil, Charles, Frederick, Harford, Howard, Montgomery, Prince Georges and Washington counties and Baltimore city; Virginia: Arlington, Caroline, Fairfax, King George, Loudoun, Prince William, Spotsylvania, Stafford and Westmoreland counties and the cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas and Manassas Park.

Officers: James McLane, president; Dr. Jack Epstein, medical director; Jim Solomon, marketing director.

Contact: Lee Phipps.

See Aetna Health Plans consolidated listing under Connecticut.

CareFirst

100 S. Charles St., Tower II, Baltimore, Md. 21201-2707; 410-528-7009; fax: 410-528-7016

Staff	
Physicians	222
Patients/physician	314
Board-certified	83%
Specialists	867
Administrative	411
Facilities	
Hospitals	36
Pharmacies	550
Locations	
Administrative	4
Primary care	45
Users	
Employer/payer groups	556
Single coverage	14,093
Family coverage	15,975
Employees & dependents	57,167
Total	67,088
Average hospital stay	3.4 days
Hospital admission/1,000 members	74.9
Revenues	
1992	$117,467,413
1991	$114,104,133

Operational date: November 1977.
Federally qualified.
Certified in: Maryland.
NCQA qualification pending.
Model type: Group/IPA/network.
For profit.

Ownership: Blue Cross & Blue Shield of Maryland.

Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Kent, Montgomery, Prince George's, Queen Anne's, St. Mary's and Washington counties and Baltimore city. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by HMO and independent labs.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 1.5% of members are enrolled.

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided monthly, quarterly, annually or upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: David D. Wolf, president/executive director; Dr. Daniel Winn, medical director; James Turnock, marketing director; G. Mark Chaney, CFO.

CIGNA HealthCare of Mid-Atlantic Inc.

9700 Patuxent Woods Drive, Columbia, Md. 21046; 410-720-5800; fax: 410-720-5860

Staff	
Physicians	829
Specialists	2,825
Facilities	
Hospitals	41
Users	
Total	80,591

Operational date: December 1986.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: District of Columbia; Maryland: Allegany, Anne Arundel, Baltimore, Calvert, Carroll, Charles, Frederick, Garrett, Harford, Howard, Montgomery, Prince George's and Washington counties and Baltimore city; Virginia: Arlington, Fairfax, Loudoun, Prince William, Spotsylvania and Stafford counties and cities of Alexandria, Fairfax, Falls Church, Manassas and Manassas Park.

Officers: Sharon Stewart, provider relations/quality assurance/health services manager; Jennifer Teeter, provider relations supervisor; Mark Hover, member services manager; Linda Hacker, vp/executive director; Dr. James Springrose, medical director; Mary Lawson, health services supervisor; Tim Fitzgerald, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

Columbia Medical Plan Inc.

2 Knoll N. Drive, Columbia, Md. 21045; 410-997-8500; fax: 410-964-6144

Staff	
Physicians	81
Patients/physician	885
Board-certified	98%
Specialists	76
Administrative	148
Facilities	
Hospitals	18
Pharmacies	54
Locations	
Administrative	1
Primary care	9
Users	
Employer/payer groups	1,382
Single coverage	16,719
Family coverage	18,853
Employees & dependents	71,670
Total	71,670
Average hospital stay	4.16 days
Hospital admission/1,000 members	42.55
Revenues	
1992	$118,223,964
1991	$101,339,861

Operational date: October 1969.
Federally qualified.
Certified in: Maryland.
NCQA accredited.
Model type: Staff.

Ownership: Blue Cross & Blue Shield of Maryland.

Service area: Maryland: Anne Arundel, Carroll, Frederick and Howard counties, portions of Baltimore, Calvert, Montgomery, Prince George's, Queen Anne's and Washington counties and Baltimore city. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures, vision and dental. Diagnostic testing by HMO and independent labs.

Rating options: Community rating: $135.84 single, $393.94 family; community rating by class; adjusted community rating.

Point-of-service contracts: 1.5% of members are enrolled.

Enrollment options: Individual enrollment allowed.

Management reports: Provided annually or upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Dr. James E. Jordan, president/CEO; John T. Lincoln, senior vp/COO/CFO; Dr. Robert N. Sheff, medical director; Priscilla Carlson, vp-administration; James S. Groves, secretary; Gordon E. Katz, treasurer.

Contact: Robert A. Wern, marketing manager.

Delmarva Health Plan Inc.

106 Marlboro Road, Easton, Md. 21601; 410-822-7223; fax: 410-822-8152

Staff	
Physicians	153
Patients/physician	140
Board-certified	59%
Specialists	421
Administrative	55
Facilities	
Hospitals	9

Continued on next page

Continued from previous page

Locations

Administrative	2

Users

Employer/payer groups	179
Single coverage	3,302
Family coverage	7,024
Employees & dependents	21,988
Total	22,353
Average hospital stay	3.4 days
Hospital admission/1,000 members	97

Revenues

1992	$29,344,669
1991	$25,370,519

Operational date: March 1982.
Model type: IPA.
For profit.
Ownership: CFS Health Group Inc.
Service area: Delaware; Maryland: Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico and Worcester counties.
Services: Standard package. Other services include vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, dental and durable medical equipment. Diagnostic testing by independent labs.
Rating options: Community rating: $130 single, $380 family; adjusted community rating.
Point-of-service contracts: 6% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. Theophane L. Loughrey, president; Richard W. Moore, CEO; Dr. R. Lane Wroth, medical director; Douglas F. Broujos, marketing director; Carol Short, director-contracts administration; Penny Gibson, director-health services; Jean Greenlee, director-human resources; Donna Brewer, director-finance.

Dental Benefit Providers Inc.*

7200 Wisconsin Ave., Suite 800,
Bethesda, Md. 20814; 301-654-6900;
fax: 301-986-7965

Specialty HMO providing dental services only

Staff

Dentists	3,500
Board-certified	100%
Specialists	918

Locations

Administrative	4

Users

Employer/payer groups	78
Employees & dependents	1,100,000

Revenues

1992	$18,924,564
1991	$17,921,021

Certified in: California, Colorado, District of Columbia, Illinois, Maryland, Massachusetts, Ohio, Virginia.
Model type: IPA.
For profit.
Service area: California: Alameda, Contra Costa, Fresno, Los Angeles, Marin, Orange, Placer, Riverside, Sacramento, San Bernardino, San Francisco, San Joaquin, San Mateo, Santa Clara, Solano, Stanislaus, Venture, Yolo and Yuba counties; Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Jefferson, Larimer, Pueblo and Weed counties; Connecticut: Fairfield, Hartford, Middlesex, New Haven, New London, Tolland and Stratford counties; District of Columbia; Georgia: Cobb and Fulton counties; Idaho: Ada County; Illinois: Cook, Du Page, Kane, Lake and Will counties; Indiana: Allen, Hamilton, Hancock, Howard, Lake, Madison, Marion, Monroe and Wayne counties; Iowa: Woodbury County; Kansas: Johnson and Wyandotte counties; Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Charles, Dorchester, Frederick, Harford, Howard, Kent, Montgomery, Prince George's, St. Marys and Wicomico counties; Massachusetts: Barnstable, Berkshire, Bristol, Essex, Franklin, Hampden, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties; Michigan: Cheboygan, Genesee, Ingham, Macomb, Oakland, Saginaw, Washtenaw and Wayne counties; Missouri: Buchanan, Cass, Clay and Jackson counties; New Hampshire: Hillsborough County; New Jersey: Bergen, Camden, Essex, Hudson, Mercer, Middlesex, Morris, Ocean, Passaic and Union counties; New Mexico: Bernalillo, Sandoval and Santa Fe counties; New York: Bronx, Kings, Nassau, New York, Putnam, Queens, Richmond, Suffolk and Westchester counties; Ohio: Cuyahoga, Geauga, Lake, Lorain, Medina, Portage and Summit counties; Oregon: Benton and Multnomah counties; Pennsylvania: Bucks, Chester, Delaware, Montgomery and Philadelphia counties; Rhode Island: Providence County; Texas: Dallas and Tarrant counties; Virginia: Chesapeake, Fairfax, Hampton, Isle of Wight, Loudon, Newport News, Norfolk, Portsmouth, Prince William, Spotsylvania, Stafford, Virginia Beach and York counties.
Services: Dental.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts.
Management reports: Provided monthly.
Billing: Consolidated billing for national accounts.
Officers: Dr. Ralph Foxman, president; Dr. Carlton Gong, medical director; Edward Murphy, CEO; Connie Zastoupil, executive vp-marketing.
** Figures are consolidated, including all HMOs in this organization.*

Free State Health Plan

100 S. Charles St., Tower II, Baltimore,
Md. 21201-2707; 410-528-7009;
fax: 410-528-7016

Staff

Physicians	350
Patients/physician	314
Board-certified	80%
Specialists	956
Administrative	411

Facilities

Hospitals	36
Pharmacies	550

Locations

Administrative	4
Primary care	53

Users

Employer/payer groups	1,897
Single coverage	25,280
Family coverage	22,830
Employees & dependents	95,221
Total	98,109
Average hospital stay	4.3 days
Hospital admission/1,000 members	60.4

Revenues

1992	$136,753,743
1991	$136,565,840

Operational date: January 1972.
Federally qualified.
Certified in: Maryland.
NCQA qualification pending.
Model type: Group/IPA/network.
For profit.
Ownership: Blue Cross & Blue Shield of Maryland.
Service area: Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Kent, Montgomery, Prince George's, Queen Anne's, St. Mary's and Washington counties and Baltimore city. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 16.44% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David D. Wolf, president/executive director; Dr. Daniel Winn, medical director; James Turnock, marketing director; G. Mark Chaney, CFO.

HealthPlus Inc.

7601 Ora Glen Drive, Greenbelt,
Md. 20770; 301-441-1600;
fax: 301-474-4460

Staff

Physicians	1,300
Patients/physician	175
Board-certified	85%
Specialists	3,200
Administrative	300

Facilities

Hospitals	52
Pharmacies	1,400

Locations

Administrative	1
Primary care	1,300

Users

Employer/payer groups	900
Single coverage	45,201
Family coverage	54,446
Employees & dependents	226,437
Total	226,437
Average hospital stay	4.3 days
Hospital admission/1,000 members	70.4

Revenues

1992	$231,286,851
1991	$177,146,271

Operational date: September 1979.
Federally qualified.
Certified in: District of Columbia, Maryland, Virginia.
Model type: IPA.
For profit.
Ownership: New York Life Insurance Co.
Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Charles, Frederick, Harford, Howard, Montgomery, Prince Georges and St. Mary's counties and Baltimore city; Virginia: Caroline, Charles City, Chesterfield, Dinwiddie, Fairfax, Fauquier, Goochland, Hanover, Henrico, King George, King William, Loudoun, Louisa, New Kent, Prince William, Spotsylvania, Stafford and Westmoreland counties. Contracts with FHP, HMO National Network and UltraLink.
Services: Standard package. Other services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, vision, dental and durable medical equipment. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 11% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.
Management reports: Provided annually or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Joseph Lynaugh, president; Jeff Emerson, executive director; Dr. Anders, medical director; Joan Harp, marketing director; Gini Dollard, COO; Nannette Henderson, CFO.
See Sanus Corp. Health Systems consolidated listing under New Jersey.

Mid Atlantic Medical Services Inc.

4 Taft Court, Rockville, Md. 20850;
301-294-5100; fax: 301-762-5728

Staff

Physicians	2,177
Board-certified	90%
Specialists	12,164
Administrative	742

Facilities

Hospitals	122
Pharmacies	3,000

Locations

Administrative	1

Users

Employer/payer groups	14,000
Employees & dependents	445,000
Total	445,000
Average hospital stay	4.6 days
Hospital admission/1,000 members	71

Revenues

1992	$579,355,000
1991	$397,598,000

Operational date: 1979.
Federally qualified.
NCQA qualification pending.
Model type: IPA.
For profit.
Service area: District of Columbia; Delaware: two counties; Maryland: 23 counties; Virginia: 15 counties and 10 cities. Contracts with National Managed Care Inc. in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts: 42% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: George T. Jochum, chairman/president/CEO; Dr. Eric Baugh, medical director; Richard K. Slater, executive vp-marketing.

PHN-HMO Inc.

5700 Executive Drive, Baltimore,
Md. 21228; 410-747-9060;
fax: 410-788-7543

Staff

Physicians	750
Patients/physician	32
Board-certified	80%
Specialists	1,050

Facilities

Hospitals	12

Locations

Administrative	1

Users

Employer/payer groups	164
Employees & dependents	32,467
Total	32,467

Revenues

1992	$48,901,664
1991	$39,939,308

Operational date: January 1987.
Certified in: Maryland.
Model type: IPA.
Ownership: Preferred Health Network of Maryland Inc.
Service area: Maryland: Anne Arundel, Baltimore, Carroll, Cecil, Harford and Howard counties and Baltimore city.
Services: Standard package. Other services include durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, vision, dental, substance abuse and psychiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided.
Billing: Provides direct billing for COBRA premiums.
Officers: L. David Taylor, president; Dr. James Pepple, medical director; David C. Cohen, vp-sales/marketing; Richard Powell, vp-operations; Frank Appel, vp-medical services; Edgar Schneider, vp-finance.

Potomac Health

100 S. Charles St., Tower II,
Baltimore, Md. 21201-2707;
410-528-7009; fax: 410-528-7016

Staff

Physicians	222
Patients/physician	42
Board-certified	83%
Specialists	867
Administrative	411

Facilities

Hospitals	36
Pharmacies	550

Locations

Administrative	4
Primary care	45

Users

Employer/payer groups	78
Single coverage	3,080
Family coverage	1,985
Employees & dependents	9,152
Total	9,178
Average hospital stay	4.4 days
Hospital admission/1,000 members	64.9

Revenues

1992	$16,363,819
1991	$14,864,737

Operational date: October 1988.
Certified in: Maryland.
NCQA qualification pending.
Model type: Group/IPA/network.
For profit.
Ownership: Blue Cross & Blue Shield of Maryland.
Service area: Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Kent, Montgomery, Prince George's, Queen Anne's, St. Mary's and Washington counties and Baltimore city.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating by class; adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: David D. Wolf, president/executive director; Dr. Daniel Winn, medical director; James Turnock, marketing director; G. Mark Chaney, CFO.

Principal Health Care Inc.*

1801 Rockville Pike, Suite 601,
Rockville, Md. 20852; 301-881-1033;
fax: 301-231-0020

Staff

Administrative	858

Users

Employer/payer groups	2,153
Employees & dependents	340,000
Total	340,000

Revenues

1992	$266,816,223
1991	$236,022,302

Certified in: Alabama, Delaware, District of Columbia, Florida, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Missouri, Nebraska, Ohio, Virginia.
NCQA qualification pending.
Model type: Group/IPA.
For profit.
Ownership: Principal Mutual Life Insurance Co.
Service area: Alabama, Delaware, District of Columbia, Florida, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Missouri, Nebraska, Ohio and Virginia. Contracts with UltraLink nationwide.
Services: Standard package. Other services include chiropractors, durable medical equipment and OB/Gyn. Options include prescriptions, vision, dental, substance abuse and psychiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Management reports: Provided quarterly or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Kenneth Linde, president/CEO; Dr. Melvin Museles, medical director; Michael Soto, national sales director; Sharon Taylor, vp-finance/operations; David Weiss, vp-administration; Robert Mrizek, vp/counsel-law & government relations.
Contact: Michael Soto.
** Figures are consolidated, including all HMOs in this organization.*

Principal Health Care of the Mid-Atlantic Inc.

1801 Rockville Pike, Suite 110,
Rockville, Md., 20852; 301-881-4903;
fax: 301-231-0020

Staff

Physicians	450
Board-certified	92%
Specialists	1,950
Administrative	55

Facilities

Hospitals	37
Pharmacies	250

Locations

Administrative	1

Users

Employer/payer groups	60
Single coverage	737
Family coverage	264
Employees & dependents	2,200
Total	2,200
Average hospital stay	3.2 days
Hospital admission/1,000 members	199

Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Carroll, Calvert, Charles, Frederick, Harford, Howard, Montgomery and Prince Georges counties; Virginia: Arlington, Fairfax, Loudoun and Prince William counties and the cities of Alexandria, Fairfax, Falls Church and Manassas. Contracts with UltraLink.
Officers: Kenneth Linde, president; Max Kenyon, executive director; Dr. Maurice Liebesman, medical director; Robert Trachman, sales manager.
Contact: Robert Trachman.
See Principal Health Care Inc. consolidated listing under Maryland.

Prudential Health Care Plan of the Mid-Atlantic

2800 N. Charles St., Baltimore,
Md. 21218; 410-554-7200;
fax: 410-554-7440

Staff

Physicians	543
Patients/physician	2,591
Board-certified	93%
Specialists	2,788
Administrative	475

Facilities

Hospitals	36
Pharmacies	1,250

Locations

Administrative	1
Primary care	543

Users

Employer/payer groups	679
Single coverage	63,097
Family coverage	24,353
Employees & dependents	99,940
Total	140,557
Average hospital stay*	4.4 days
Hospital admission/1,000 members*	67

** Includes Medicare participants.*

Continued on next page

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Operational date: October 1985.
Certified in: Maryland, Virginia.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, City of Baltimore, Carroll, Cecil, Frederick, Harford, Howard, Montgomery, Prince Georges and Washington counties; Virginia: Alexandria, Arlington, Fairfax, Loudoun and Prince William counties and City of Fairfax.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $147.10 single, $381.71 family; community rating by class; adjusted community rating.
Point-of-service contracts: 20% of members are enrolled.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: William Link, president-group operations; Barbara Hill, president; William Pawluck, vp-medical affairs; Greg Conderacci, vp-marketing.
Contact: Greg Hembrock, director-marketing.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Plus of Washington/Baltimore (Point-of-Service)

2800 N. Charles St., Baltimore, Md. 21218; 410-554-7200; fax: 410-554-7440

Staff	
Physicians	1,327
Patients/physician	89
Board-certified	93%
Specialists	1,984
Administrative	603

Facilities	
Hospitals	35
Pharmacies	750

Locations	
Administrative	2
Primary care	1,327

Users	
Employer/payer groups	80
Single coverage	33,540
Family coverage	28,569
Employees & dependents	118,008
Total	118,008
Average hospital stay*	4.7 days
Hospital admission/1,000 members*	68

** Includes Medicare participants.*

Operational date: March 1987.
Certified in: Maryland, Virginia.
NCQA accredited.
Model type: IPA.
Ownership: The Prudential Insurance Co. of America.
Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, City of Baltimore, Frederick, Harford, Howard, Montgomery, Prince Georges and Prince William counties; Virginia: Alexandria, Arlington, Fairfax and Loudoun counties and City of Fairfax.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: William Link, president-group operations; Barbara Hill, president; William Pawluck, vp-medical affairs; Greg Conderacci, vp-marketing.
Contact: Greg Hembrock, director-marketing.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Randmark Inc.-Maryland

1211 Connecticut Ave. N.W., Suite 200, Washington, D.C. 20036; 202-293-8800; fax: 202-466-3789

Specialty HMO providing dental services only

Staff	
Dentists*	738
Specialists*	397
Administrative*	11

Locations	
Administrative*	1

Users	
Total*	112,504

** Figures as of 6/30/92.*

Certified in: Maryland.
Model type: IPA.
Service area: District of Columbia; Maryland: Baltimore.
Services: Dental.
Rating options: Community rating; adjusted community rating.
Point-of-service contracts: 10% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Robert Wergin, CEO; Dan Karateew, dental director.
Contact: Robert Wergin.

U.S. Healthcare Inc.

980 Jolly Road, P.O. Box 1109, Blue Bell, Pa. 19422; 215-628-4800; fax: 215-283-6858

Staff	
Physicians	285
Specialists	653

Users	
Employees & dependents	4,000
Total	4,000
Average hospital stay	3.95 days
Hospital admission/1,000 members	70.32

Revenues	
1992	$65,000
1991	NA

Operational date: April 1987
Federally qualified.
Certified in: Delaware.
Service area: Maryland: Anne Arundel, Baltimore, City of Baltimore, Carroll, Cecil, Frederick, Harford, Howard, Montgomery and Prince Georges counties.
Rating options: Community rating: $137.20 single, $351.70 family.
Point-of-service contracts: 3% of members are enrolled.
Officers: Michael J. Cardillo, president; Dr. Anthony Ardire, medical director.
Contact: Thomas J. McParland Jr., vp, 215-283-6706.

See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

MASSACHUSETTS

Aetna Health Plans-Boston (Point-of-Service)

3 Highwood Drive, Suite 100, Tewksbury, Mass. 01876; 508-640-6049; fax: 508-640-1701

Staff	
Physicians	1,041
Patients/physician	3
Board-certified	84.5%
Specialists	2,485

Continued on next page

Anthem
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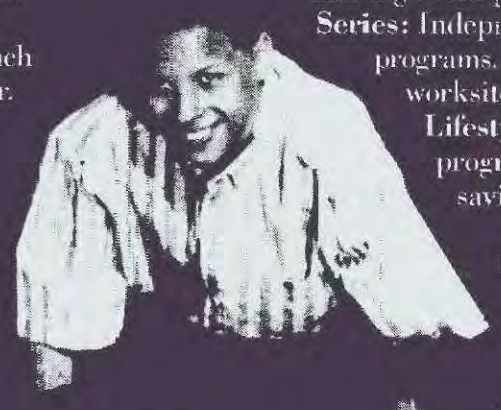
We'd like to get together with you. For further information, contact Anthem Health Systems, 5451 West Lakeview Parkway South Drive, Indianapolis, IN 46268. 1-800-654-1459 Ext. 5614.



Anthem™

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Facilities

Hospitals	32
Pharmacies	769

Users

Employer/payer groups	44
Employees & dependents	8,710
Total	8,710

Service area: Massachusetts: Middlesex, Suffolk and portions of Bristol, Essex, Norfolk, Plymouth and Worcester counties; New Hampshire: portions of Hillsborough, Merrimack and Rockingham counties.

Officers: James McLane, president; Dr. Edward Rolde, medical director; John Sanders, marketing director.

Contact: Tracy O'Neil.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Western Massachusetts (Point-of-Service)

Windsor Customer Team, 80 Lamberton Road, Windsor, Conn. 06095; 203-298-4283; fax: 203-298-4422

Staff

Physicians	150
Patients/physician	12
Board-certified	77.8%
Specialists	506

Facilities

Hospitals	4
Pharmacies	125

Users

Employer/payer groups	13
Employees & dependents	1,865
Total	1,865

Service area: Massachusetts: Franklin and Hampden counties and portions of Hampshire county.

Officers: James McLane, president; John Anderson, executive director; Dr. Edward Smith, medical director; Susan Sullivan, marketing director; David Polk.

Contact: Sue Crean.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Bay State Health Care

101 Main St., Cambridge, Mass. 02142; 617-868-7000; fax: 617-499-6686

Staff

Physicians	2,200
Patients/physician	86
Board-certified	86%
Specialists	5,000
Administrative	385

Facilities

Hospitals	60
Pharmacies	400

Locations

Administrative	1

Users

Employer/payer groups	5,060
Single coverage	48,400
Family coverage	39,600
Employees & dependents	188,517
Total	191,581
Average hospital stay	4.7 days
Hospital admission/1,000 members	93

Revenues

1992	$3.36 billion
1991	$3.22 billion

Operational date: September 1978.
Certified in: Massachusetts.
Model type: IPA.
Not for profit.
Ownership: Blue Cross & Blue Shield of Massachusetts.

Service area: Massachusetts: Barnstable, Bristol, Dukes, Essex, Middlesex, Nantucket, Norfolk, Plymouth and Suffolk counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.

Rating options: Community rating.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: William Van Faasen, president; Donald B. Smallwood, executive director; Dr. David Maltz, medical director; Stan Mikalayunas, marketing director.

Central Massachusetts Health Care Inc.

Suite 300, Mechanics Tower, 100 Front St., Worcester, Mass. 01608-1449; 508-798-8667; fax: 508-798-3069

Staff

Physicians	494
Patients/physician	167
Board-certified	90%
Specialists	1,065
Administrative	204

Facilities

Hospitals	18
Pharmacies	84

Locations

Administrative	1

Users

Employer/payer groups	1,594
Single coverage	29,704
Family coverage	20,628
Employees & dependents	70,960
Total	82,511
Average hospital stay	5.08 days
Hospital admission/1,000 members	74

Revenues

1992	$137,446,262
1991	$143,441,987

Operational date: November 1978.
Certified in: Massachusetts.
Model type: IPA.
Not for profit.

Service area: Massachusetts: Franklin, Hampden, Hampshire, Middlesex, Norfolk and Worcester counties. Contracts with UltraLink.

Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and employee assistance programs. Diagnostic testing by independent labs.

Rating options: Community rating: $188.16 single, $489.48 family; community rating by class; adjusted community rating.

Point-of-service contracts: 1% of members are enrolled.

Enrollment options: Individual enrollment allowed.

Management reports: Provided quarterly.

Officers: John M. Powell, president/CEO; Dr. Alex Moore, associate medical director; Ralph P. Gallo, vp-sales/marketing; Paul Brough, vp-finance/CFO; Richard Emmert, vp-operations/COO.

CIGNA HealthCare of Massachusetts Inc.-Boston/Worcester

Framingham Corporate Center, 492 Old Connecticut Path, Framingham, Mass. 01701; 508-935-2100; fax: 508-879-6273

Staff

Physicians	849
Specialists	1,583

Facilities

Hospitals	24

Users

Total	14,005

Operational date: January 1991.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: Massachusetts: Barnstable, Bristol, Essex, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties.

Officers: Jane Barna, provider relations manager; Pamela Mays, plan manager; Dr. Sidney G. Starobin, medical director; Christine Bamforth, quality assurance manager; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Massachusetts-Springfield

5700 Bigelow Commons, Enfield, Conn. 06082; 203-253-7300 or 800-345-9458; fax: 203-741-7266

Staff

Physicians	105
Specialists	298

Facilities

Hospitals	4

Users

Total	17,086

Operational date: January 1986.
Federally qualified.
Model type: IPA.

Service area: Massachusetts: Hampden and Hampshire counties.

Officers: Jackie Pyzik, provider relations manager; Theresa Vollet, member services manager; Ellen Harrison, general manager/managed care service center director; Dr. Rosario Noto, medical director; Linda Snow, quality assurance manager; Jadwiga Goclowski, health services manager; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

Community Health Plan: Massachusetts Region

163 Conz St., Northampton, Mass. 01060; 413-584-0600; fax: 413-584-8097

Staff

Physicians	86
Patients/physician	1,700
Board-certified	90%
Specialists	102

Facilities

Hospitals	8
Pharmacies	66

Locations

Administrative	1
Primary care	28

Users

Single coverage	5,314
Family coverage	5,914
Employees & dependents	26,922
Total	30,275

Service area: Massachusetts: Berkshire, Franklin and Hampshire counties. Contracts with The HMO Group.

Officers: Dr. Peter Betjemann, regional medical director; Steve Daylor, regional marketing manager; Frederick Hooven, regional administrator.

See Community Health Plan Inc. consolidated listing under New York.

Fallon Community Health Plan

100 Hartwell St., West Boylston, Mass. 01583; 508-835-2550; fax: 508-835-2097

Staff

Physicians	290
Patients/physician	1,450
Board-certified	92%
Specialists	464
Administrative	324

Facilities

Hospitals	26
Pharmacies	18

Locations

Administrative	1
Primary care	69

Users

Employer/payer groups	3,552
Single coverage	34,407
Family coverage	33,223
Employees & dependents	144,032
Total	163,332
Average hospital stay	4.51 days
Hospital admission/1,000 members	63

Revenues

1992	$269,249,560
1991	$223,095,657

Operational date: November 1977.
Federally qualified.
Certified in: Massachusetts.
Model type: Group/network.

Service area: Massachusetts: Worcester and portions of Hampden, Hampshire, Middlesex and Norfolk counties. Contracts with the HMO Group.

Services: Standard package. Other services include prescriptions, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn.

Rating options: Community rating: $148.36 single, $383.30 family.

Point-of-service contracts: 1% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Dr. Herbert Dean, president; Christy Bell, executive director; Dr. Joel Kaufman, medical director; Gary Thomas, marketing director; Gary Zelch, director-finance; Harry Dodyk, director-operations; Ellen Sachs Leicher, director-planning/development; Carolyn Hussey, director-health management services; Margaret McKenna, director-contracts.

HMO Blue

100 Summer St., Boston, Mass. 02110; 617-956-2000

Staff

Physicians	2,510
Patients/physician	177
Board-certified	88%
Specialists	5,762

Facilities

Hospitals	60
Pharmacies	1,200

Locations

Administrative	20
Primary care	10

Users

Employer/payer groups	6,270
Employees & dependents	403,499
Total	445,679
Average hospital stay	4.68 days
Hospital admission/1,000 members	72

Revenues

1992	$527,237,139
1991	$386,621,385

Operational date: January 1992.
Certified in: Massachusetts.
Model type: IPA/group/staff.
Not for profit.
Ownership: Blue Cross & Blue Shield of Massachusetts Inc.

Service area: Massachusetts: statewide, excluding Dukes and Nantucket counties; southern New Hampshire. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts: 11.7% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided annually.

Officers: William Van Faasen, president; Maureen A. Coneys, executive director; Dr. Seth Blumberg, medical director; Carol Herman, marketing director.

Harvard Community Health Plan*

27 Mica Lane, Wellesley, Mass. 02181; 617-431-1070; fax: 617-235-6437

Staff

Physicians	569
Patients/physician	962
Board-certified	78.7%
Specialists	1,949
Administrative	1,554

Facilities

Hospitals	69
Pharmacies	359

Locations

Administrative	11
Primary care	54

Users

Employer/payer groups	5,000

Revenues

1992	$904,148,000
1991	$828,667,000

Operational date: October 1969.
Federally qualified.
Certified in: Massachusetts, New Hampshire, Rhode Island.
NCQA qualification pending.
Model type: Group/staff.
Not for profit.

Service area: Massachusetts, New Hampshire and Rhode Island.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by HMO and independent labs.

Rating options: Community rating: $185.56 single, $499.19 family; community rating by class; adjusted community rating.

Point-of-service contracts: 10% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided annually.

Billing: Consolidated billing for national accounts.

Officers: Manuel Ferris, president; John Ludden, medical director; William Schlag, marketing director; William Frado, senior vp/general counsel.

** Figures are consolidated, including all HMOs in this organization.*

Harvard Community Health Plan

27 Mica Lane, Wellesley, Mass. 02181; 617-431-1070; fax: 617-235-6437

Staff

Physicians	510
Patients/physician	1,240
Board-certified	68.7%
Administrative	1,190

Facilities

Hospitals	61
Pharmacies	277

Locations

Administrative	10
Primary care	5

Users

Employer/payer groups	4,000
Single coverage	156,710
Family coverage	98,217
Employees & dependents	254,927
Total	476,819
Average hospital stay	4.8 days
Hospital admission/1,000 members	66.76

Service area: New Hampshire; Massachusetts.

See Harvard Community Health Plan consolidated listing under Massachusetts.

Health New England

1 Monarch Place, Springfield, Mass. 01144; 413-787-4000; fax: 413-731-7498

Staff

Physicians	276
Patients/physician	195
Board-certified	83%
Specialists	909

Facilities

Hospitals	8
Pharmacies	53

Locations

Administrative	1

Users

Employer/payer groups	979
Single coverage	11,892
Family coverage	11,793
Employees & dependents	51,042
Total	51,042
Average hospital stay	3.77 days
Hospital admission/1,000 members	77.9

Revenues

1992	$60,651,322
1991	$49,093,072

Operational date: January 1986.
Federally qualified.
NCQA accredited.
Model type: IPA.
For profit.

Ownership: Baystate Medical Center, Noble Hospital, Holyoke Hospital, Greater Springfield IPA.

Service area: Massachusetts: Berkshire, Franklin, Hampden, Hampshire counties and portions of Worcester County; Connecticut: Hartford and Litchfield counties and portions of Tolland County. Contracts with Managed Care Network of New England in Connecticut, Maine, Massachusetts, New Hampshire and Rhode Island.

Services: Standard package. Other services include prescriptions, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and fitness benefits. Options include chiropractors and experimental procedures. Diagnostic testing by independent labs.

Rating options: Community rating: $182.69 single, $475 family.

Point-of-service contracts: 15.5% of members are enrolled.

Enrollment options: Individual enrollment allowed.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Richard F. Belloff, president/CEO; Dr. Alan Ziskind, vp/medical director; Bruce Ruder, vp-marketing; Phillip M. Pin, vp-finance; Amy Hillsburg, vp-human resources; James Kesslar, vp/general counsel; Edward J. Lefavor, vp-client services; Philip LaCombe, vp-information/technology.

Kaiser Permanente-Northeast Region

Pond View Corporate Center, 76 Batterson Park Road, Farmington, Conn. 06034; 203-678-6000; fax: 203-678-6140

Staff

Physicians	28
Patients/physician	1,600
Board-certified	100%
Specialists	300
Administrative	210

Facilities

Hospitals	3
Pharmacies	4

Locations

Administrative	14
Primary care	4

Users

Employer/payer groups	857
Single coverage	5,673
Family coverage	4,805

Continued on next page

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Employees & dependents	21,590
Total	39,643
Average hospital stay*	4.7 days
Hospital discharges/1,000 members*	58

Revenues

1992	$198,517,127
1991	$172,665,126

** Average stay and discharge rate as of 7/92; average stay includes Connecticut, Massachusetts and New York service areas.*

Operational date: June 1979.
Service area: Massachusetts: Franklin, Hampden and Hampshire counties. Contracts with The HMO Group.
Services: Same services as consolidated listing excluding podiatry. Durable medical equipment is a standard service.
Officers: Dr. David M. Lawrence, chairman/CEO; Gary Fernandez, vp/regional manager; Dr. R. Simi Lyss, regional medical director-Northeast Permanente Medical Group; William E. Kramer, health plan manager; Rick Newsome, controller.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

MetLife HealthCare Network of Massachusetts Inc.

99 High St., Boston, Mass. 02100; 617-574-3911

Staff

Physicians	625
Patients/physician	2.9
Board-certified	90%
Specialists	1,629

Facilities

Hospitals	27

Locations

Administrative	1

Users

Employer/payer groups	54
Employees & dependents	1,819
Total	1,819
Average hospital stay	3.7 days
Hospital admission/1,000 members	47.7

Revenues

1992	$3,381,075
1991	$2,787,735

Operational date: March 1987.
Certified in: Massachusetts.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Massachusetts: Bristol, Essex, Middlesex, Norfolk, Plymouth, Rockingham, Suffolk and Worcester counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn.; child, women's and men's health initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Ralph E. McEldowney III, Kevin J. Burns, directors; Daniel Bigelow, vp/COO; Joseph A. Reali, assistant vp; Elizabeth A. Lorenz, treasurer/clerk; Michael F. Tietz, assistant clerk.
Contact: Jim Gidicsin, 203-454-6133.

Pilgrim Health Care*

10 Accord Executive Drive, P.O. Box 9102; Norwell, Mass. 02061; 617-871-3950; fax: 617-982-9474

Staff

Physicians	2,811
Patients/physician	96.1
Board-certified	100%
Specialists	5,629
Administrative	559

Facilities

Hospitals	71
Pharmacies	393

Locations

Administrative	2

Users

Employer/payer groups	6,678
Single coverage	56,818
Family coverage	63,325
Employees & dependents	270,089
Total	270,089
Average hospital stay	4.43 days
Hospital admission/1,000 members	87

Revenues

1992	$332,992,450
1991	$247,257,132

Operational date: April 1981.
Federally qualified.
Certified in: Massachusetts, Rhode Island.
Model type: IPA.
Not for profit.
Service area: Massachusetts, Rhode Island. Contracts with UltraLink in 35 states.
Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.
Rating options: Community rating: $197.29 single, $512.95 family.
Point-of-service contracts.
Offers non-federally qualified programs.
Management reports: Provided monthly, quarterly or annually.
Billing: Consolidated billing for national accounts.
Officers: Allan I. Greenberg, CEO; Dr. Michael A. Kaufman, medical director; Dr. Paul R. Reich, vp-medical affairs; Matthew A. Michela, vp/marketing director; Dr. Samuel K. Stewart, vps; Thomas J. Brophy, vp-finance/CFO; Richard J. Campagna, vp-claims service/member services; Geoffrey J. Coffman, vp-network development; Jill G. Simoes, vp-sales.
Contact: Sonja S. Stern, manager-sales support services, 800-848-9995 or 617-871-3950 ext. 2641.
** Figures are consolidated, including all HMOs in this organization.*

Pilgrim Health Care

10 Accord Executive Drive, P.O. Box 9102, Norwell, Mass. 02061; 617-871-3950; fax: 617-982-9474

Staff

Physicians	2,392
Patients/physician	108.5
Board-certified	100%
Specialists	5,081
Administrative	542

Facilities

Hospitals	60
Pharmacies	258

Locations

Administrative	1

Users

Employer/payer groups	6,556
Single coverage	55,851
Family coverage	63,017
Employees & dependents	270,089
Total	270,089

Revenues

1992	$329,313,591
1991	$245,150,728

Service area: Massachusetts: Barnstable, Bristol, Essex, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties. Contracts with UltraLink.
Contact: Sonja S. Stern, manager-sales support services, 800-848-9995 or 617-871-3950 ext. 2641.
See Pilgrim Health Care consolidated listing under Massachusetts.

PruCare HMO-New England

10 New England Business Center, Old River Road, P.O. Box 1827; Andover, Mass. 01810; 508-681-4723; fax: 508-659-4199

Staff

Physicians	724
Patients/physician	2
Board-certified	92%
Specialists	654
Administrative	2,000

Facilities

Hospitals	45
Pharmacies	355

Locations

Administrative	4
Primary care	886

Users

Employer/payer groups	170
Single coverage	42
Family coverage	46
Employees & dependents	179
Total	338

Figures as of 9/93.

Operational date: July 1993.
Certified in: Massachusetts.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Massachusetts: 10 counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $152.98 single, $413.34 family.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Anne Bossi, vp-Northeastern Group Operations; Paul Conlin, vp-operations; Dr. Judith Taylor, medical director; John LeDell, vp/chief marketing officer-Northeastern Group Operations.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare Plus-New England (Point-of-Service)

10 New England Business Center, Old River Road, P.O. Box 1827; Andover, Mass. 01810; 508-681-4723; fax: 508-659-4199

Staff

Physicians	1,702
Patients/physician	35
Board-certified	92%
Specialists	2,195
Administrative	2,000

Facilities

Hospitals	47
Pharmacies	355

Locations

Administrative	4
Primary care	2,044

Users

Employer/payer groups	170
Single coverage	14,407
Family coverage	14,995
Employees & dependents	59,391
Total	60,888
Average hospital stay	4.4 days

Figures as of 9/93.

Operational date: May 1986.
Certified in: Massachusetts.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Massachusetts: 10 counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Anne Bossi, vp-Northeastern group operations; Paul Conlin, vp-operations; Dr. Judith Taylor, medical director; John LeDell, vp/chief marketing officer-Northeastern group operations.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Tufts Associated Health Plan

333 Wyman St., Waltham, Mass. 02254; 617-466-9400; fax: 617-466-8504

Staff

Physicians	2,147
Patients/physician	107
Board-certified	74%
Specialists	3,979

Facilities

Hospitals	45
Pharmacies	52,000

Locations

Administrative	1
Primary care	5,500

Users

Employer/payer groups	1,796
Single coverage	54,319
Family coverage	48,236
Employees & dependents	211,395
Total	213,434
Average hospital stay	4.8 days
Hospital admission/1,000 members	74

Revenues

1992	$311,820,747
1991	$230,490,552

Operational date: October 1981.
Federally qualified.
Certified in: Massachusetts.
Model type: IPA.
Not for profit.
Service area: Massachusetts: Essex, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties. Contracts with HMO National Network and UltraLink.
Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, OB/Gyn., fitness and wellness benefits. Options include prescriptions. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Offers non-federally qualified programs.
Point-of-service contracts.
Management reports: Provided annually.
Officers: Dr. Harris A. Berman, president; Dr. Lawrence Baker, medical director; Dr. Susan McLaren, marketing director; Nancy Learning, COO.

U.S. Healthcare Inc.

3 Burlington Woods Drive, Burlington, Mass. 01803-4503; 617-273-5600; fax: 617-238-8999

Staff

Physicians	553
Specialists	2,271

Users

Employees & dependents	46,000
Total	46,000
Average hospital stay	3.9 days
Hospital admission/1,000 members	87.93

Revenues

1992	$59,408,000
1991	$42,871,000

Operational date: November 1987.
Federal qualification pending.
Certified in: Massachusetts.
NCQA accredited.
Service area: Massachusetts: Barnstable, Bristol, Essex, Hampden, Middlesex, Norfolk, Plymouth, Suffolk, Windham and Worcester counties.
Rating options: Community rating: $162.60 single, $426.60 family.
Officers: James J. Broderick, president; Dr. Richard Cornell, Dr. Robert J. Roy, medical directors.
Contact: Thomas J. McParland Jr., vp, 215-283-6706.
See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

MICHIGAN

Aetna Health Plans-Detroit (Point-of-Service)

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-1529; fax: 313-464-2924

Staff

Physicians	542
Patients/physician	10
Board-certified	87.46%
Specialists	1,553

Facilities

Hospitals	23
Pharmacies	665

Users

Employer/payer groups	41
Employees & dependents	5,695
Total	5,695

Service area: Michigan: Macomb, Monroe, Oakland, Wayne and portions of Livingston and Washtenaw counties.
Officers: James McLane, president; William Swartz, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director; Anthony Parker.
Contact: Darla Barbee.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Flint (Point-of-Service)

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-2816; fax: 313-464-2924

Staff

Physicians	36
Patients/physician	1
Specialists	48

Facilities

Hospitals	2
Pharmacies	88

Users

Employer/payer groups	4
Employees & dependents	52
Total	52

Service area: Michigan: Genesee and portions of Lapeer and Shiawassee counties.
Officers: James McLane, president; William Swartz, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director; Anthony Parker.
Contact: Wendie Kistler.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Grand Rapids (Point-of-Service)

3855 Sparks Drive S.E., Suite 200, Grand Rapids, Mich. 49546; 616-940-0203; fax: 616-940-0220

Staff

Physicians	91
Patients/physician	2
Board-certified	73.6%
Specialists	243

Facilities

Hospitals	10
Pharmacies	158

Users

Employer/payer groups	5
Employees & dependents	189
Total	189

Service area: Michigan: Kent, Muskegon, Ottawa and portions of Allegan, Ionia and Montcalm counties.
Officers: James McLane, president; William Swartz, executive director; Dr. Terry Gordon, medical director; Anthony Parker, marketing director.
Contact: Donna Forster.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Port Huron (Point-of-Service)

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-2816; fax: 313-464-2924

Staff

Physicians	46
Patients/physician	18
Board-certified	71.7%
Specialists	51

Facilities

Hospitals	3
Pharmacies	29

Users

Employer/payer groups	8
Employees & dependents	852
Total	852

Service area: Michigan: St. Clair and Sanilac counties.
Officers: James McLane, president; William Swartz, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director; Anthony Parker.
Contact: Wendie Kistler.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Blue Care Network of East Michigan

4200 Fashion Square Blvd., Saginaw, Mich. 48603; 517-791-3200; fax: 517-791-3237

Staff

Physicians	NA
Patients/physician	219
Board-certified	75%
Specialists	635
Administrative	491

Facilities

Hospitals	16
Pharmacies	909

Locations

Administrative	2
Primary care	104

Users

Employer/payer groups	1,200
Single coverage	11,998
Family coverage	7,400
Employees & dependents	12,569
Total	74,740
Average hospital stay	3.9 days
Hospital admission/1,000 members	277

Revenues

1992	$106,073,432
1991	$94,827,872

Operational date: 1975.
Federally qualified.
Certified in: Michigan.
NCQA accredited.
Model type: Staff/network.
Ownership: Blue Cross & Blue Shield of Michigan.
Service area: Michigan: 10 counties in Bay City, Flint, Midland and Saginaw areas. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $189 single, $410 family.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon

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request.

Billing: Provides direct billing for COBRA premiums.

Officers: Arnold C. DuFort, president/executive director; Dr. C. Richard Gumppen, medical director; Michael Curdy, marketing director; Kevin Klobucar, finance.

Contact: Michael Curdy.

Blue Care Network-Great Lakes

611 Cascade West Parkway S.E., Grand Rapids, Mich. 49546; 616-957-5057; fax: 616-956-5774

Staff	
Physicians	498
Patients/physician	313
Board-certified	90%
Specialists	637
Facilities	
Hospitals	37
Locations	
Administrative	5
Users	
Employer/payer groups	1,328
Single & family coverage	60,661
Employees & dependents	154,616
Total	156,239
Average hospital stay	4.12 days
Hospital admission/1,000 members	62
Revenues	
1992	$166,920,171
1991	$132,279,257

Operational date: March 1982.
Federally qualified.
Certified in: Michigan.
NCQA accredited.
Model type: Network.
Not for profit.
Ownership: Blue Cross & Blue Shield of Michigan.

Service area: Michigan: 41 northern and western counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.

Management reports: Provided upon request.

Billing: Consolidated billing for national accounts.

Officers: Robert Smedes, president/CEO; Mark Tucker, medical director; Paula Peterson, marketing director; Sandy O'Connor, director-finance/administration.

Blue Care Network-Health Central

1403 S. Creyts Road, Lansing, Mich. 48917; 517-322-8000; fax: 517-322-8015

Facilities	
Hospitals	10
Locations	
Administrative	2
Users	
Total	68,965

Operational date: December 1977.
Federally qualified.
NCQA qualification pending.
Model type: Staff/network.
Ownership: Blue Cross & Blue Shield of Michigan.

Service area: Michigan: Clinton, Eaton, Ingham, Jackson and Livingston counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, vision, dental, hearing and allergy care.

Rating options: Community rating by class.

Point-of-service contracts.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Billing: Consolidated billing for national accounts.

Officers: James Epolito, president; Dr. Geoffrey Linz, medical director; Thomas Ferraro, marketing director; William West, director-finance; Shirley Weis, director-operations.

Blue Care Network of Southeast Michigan

25925 Telegraph Road, P.O. Box 5043, Southfield, Mich. 48086-5043; 313-354-7450; fax: 313-799-6974

Staff	
Physicians*	613
Patients/physician	223
Board-certified	67%
Specialists	1,165
Administrative	210
Facilities	
Hospitals	45
Pharmacies	3,000
Locations	
Administrative	1
Primary care	500
Users	
Employer/payer groups	1,088
Single coverage	27,260
Family coverage	21,559
Employees & dependents	137,366
Total	141,211
Average hospital stay**	5 days
Hospital admission/1,000 members**	61
Revenues	
1992	$165,416,308
1991	$141,306,813

** Figures are from 9/93.*
*** Figures are from 12/31/92.*

Operational date: September 1981.
Federally qualified.
Certified in: Michigan.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: Blue Cross & Blue Shield of Michigan.

Service area: Michigan: Macomb, Monroe, Oakland, Washtenaw and Wayne counties. Contracts with HMO USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating: $143.24 single, $372.44 family.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: David H. Smith, president/CEO; Dr. Joseph Schirle, senior medical director; Dr. Michael Stevens, medical director; Francine Pegues, director-Southeast Michigan regional marketing; Norma J. Hollis, development director; Marilyn Ogg, finance director; Calry Gray, operations director.

Care Choices Health Plan

34605 Twelve Mile Road, Farmington Hills, Mich. 48331-3291; 313-489-6203; fax: 313-489-6278

Staff	
Physicians	614
Patients/physician	221
Specialists	1,122
Administrative	220
Facilities	
Hospitals	26
Locations	
Administrative	6
Primary care	6
Users	
Single coverage	14,812
Family coverage	19,668
Employees & dependents	113,347
Total	135,732
Average hospital stay	3.01 days
Hospital admission/1,000 members	52.27

Certified in: Iowa, Michigan.
Model type: IPA.
Not for profit.
Ownership: Hospital.

Service area: Michigan: Barry, Calhoun, Clinton, Eaton, Ingham, Ionia, Jackson, Kalamazoo, Kent, Livingston, Macomb, Montcalm, Muskegon, Oakland, Ottawa, Sanilac, St. Clair, Washtenaw and Wayne counties and portions of Allegan, Lenawee, Shiawassee and Monroe counties.

Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.

Management reports: Provided monthly.

Officers: Robert J. Flanagan, CEO/president-Mercy Alternative; Dr. Charles E. Morrill, vp-medical affairs; William C. Windsor, director-marketing/management.

Contact: Stephen Foerster, manager-product development.

Delta Care/Delta Dental Plan of Michigan

P.O. Box 30416, Lansing, Mich 48909; 517-349-6000; fax: 517-347-5237

Specialty HMO providing dental services only	
Staff	
Dentists	194
Specialists	16
Administrative	650
Locations	
Administrative	2
Users	
Employer/payer groups	6
Employees & dependents	17,000

Operational date: 1987.
Model type: IPA.
Not for profit.
Ownership: Delta Dental Plan of Michigan.
Service area: Michigan.
Services: Dental.
Management reports: Provided upon request.
Officers: C. Richard Seitz, president; E. Craig Lesley, vp-marketing.
Contact: E. Craig Lesley.

DenCap Dental Plans Inc.

7600 Second Ave., Detroit, Mich. 48202-2402; 313-972-1400; fax: 313-972-4662

Specialty HMO providing dental services only	
Staff	
Dentists	120
Patients/dentist	90
Board-certified	5%
Specialists	50
Administrative	10
Locations	
Administrative	1
Primary care	80
Users	
Employer/payer groups	4,200
Single coverage	1,700
Family coverage	1,700
Employees & dependents	11,000
Total	11,000
Revenues	
1992	$1,015,000
1991	$1,006,000

Operational date: September 1984.
Certified in: Michigan.
Model type: IPA.
For profit.
Service area: Michigan: 30 southern counties. Contracts with the National Assn. of Pre-Paid Dental Plans in 49 states.
Services: Preventive medicine, periodic check-ups and dental.
Rating options: Community rating by class.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually.
Officers: Joseph T. Lentine, president; James Feldman, D.D.S., medical director; Roger Roberts, marketing director.

Grand Valley Health Plan

829 Forest Hill Ave. S.E., Grand Rapids, Mich. 49546-3635; 616-949-2410; fax: 616-949-4978

Staff	
Physicians	9
Patients/physician	2,500
Board-certified	100%
Specialists	125
Facilities	
Hospitals	4
Pharmacies	45
Locations	
Administrative	1
Primary care	7
Users	
Employer/payer groups	168
Single coverage	3,538
Family coverage	5,534
Employees & dependents	22,680
Total	22,680
Average hospital stay	3.3 days
Hospital admission/1,000 members	227
Revenues	
1992	$23,419,918
1991	$20,810,205

Operational date: June 1982.
Certified in: Michigan.
Model type: Staff.
For profit.
Service area: Michigan: Kent and portions of Allegan, Ionia and Ottawa counties. Contracts with UltraLink.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision, dental, student continuation, birth control pills, additional inpatient and outpatient mental health and hearing aids. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $132.49 single, $331.22 family.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly or annually.
Officers: Roland Palmer, president; Dr. James Kerby, medical director; Kevin Buron, vp-marketing; Andrew Brummel, vp-finance.

Health Alliance Plan of Michigan

2850 W. Grand Blvd., Detroit, Mich. 48202; 313-874-7930; fax: 313-874-8301

Staff	
Physicians	600
Patients/physician	686
Board-certified	68%
Specialists	1,862
Administrative	544
Facilities	
Hospitals	35
Pharmacies	404
Locations	
Administrative	2
Primary care	46
Users	
Employer/payer groups	3,982
Single coverage	59,579
Family coverage	140,798
Employees & dependents	380,000
Total	412,000
Average hospital stay	4.9 days
Hospital admission/1,000 members	69
Revenues	
1991	$574,118,000

Operational date: June 1979.
Federally qualified.
Certified in: Michigan.
NCQA accredited.
Not for profit.
Service area: Michigan: Macomb, Monroe, Oakland, Sanilac, St. Clair, Washtenaw and Wayne counties.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $163.04 single, $407.60 family.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly.
Officers: James Walworth, president; Roman Kulich, COO; Dr. David Siegel, vp-health/medical affairs; John Breitmeyer, vp-marketing/communications; Barbara M. Littles, secretary/vp-governance regulatory/legal affairs.

Health Plus of Michigan

P.O. Box 1700, 2050 S. Linden Road, Flint, Mich. 48501-1700; 313-230-2000; fax: 313-230-2208

Staff	
Physicians	312
Patients/physician	297
Specialists	694
Administrative	33
Facilities	
Hospitals	14
Locations	
Administrative	2
Users	
Employer/payer groups	1,162
Single coverage	9,225
Family coverage	83,294
Total	92,519
Average hospital stay	3.7 days
Hospital admission/1,000 members	255
Revenues	
1992	$161,912,000
1991	$192,701,352

Operational date: September 1977.
Federally qualified.
Certified in: Michigan.
NCQA accredited.
Model type: IPA.
For profit.
Service area: Michigan: Arenac, Bay, Genesee, Livingston, Saginaw, Shiawassee and Washtenaw counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions and durable medical equipment. Diagnostic testing by independent labs.
Rating options: Community rating: $197 single, $565.70 family.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Paul Fuhs, president/CEO; John Saalwaechter, medical director; Nancy Starks, marketing director.

M-Care

3601 Plymouth Road, Ann Arbor, Mich. 48105-2691; 313-747-8700; fax: 313-747-7152

Staff	
Physicians	356
Patients/physician	135
Board-certified	80%
Specialists	1,124
Administrative	102
Facilities	
Hospitals	21
Locations	
Administrative	1
Users	
Employer/payer groups	500
Employees & dependents	47,327
Total	47,327
Average hospital stay	4.8 days
Hospital admission/1,000 members	314
Revenues	
1992	$62,944,151
1991	$53,203,070

Operational date: September 1986.
Certified in: Michigan.
Model type: IPA/staff.
Not for profit.
Ownership: University of Michigan.

Service area: Michigan: Genessee, Jackson, Lapeer, Livingston, Macomb, Oakland, Washington and western Wayne counties.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.

Rating options: Community rating.

Point-of-service contracts: 0.1% of members are enrolled.

Enrollment options: Individual enrollment allowed.

Management reports: Provided annually or upon request.

Officers: Peter W. Roberts, president; Herbert Sloan, medical director; Catherine J. Smillie, marketing director; Ernest Humbert, CFO; Camille Orso, health services/provider relations.

MIDA Dental Plans Inc.*

2000 Town Center, Suite 2200, Southfield, Mich. 48075; 313-353-6410; fax: 313-353-0727

Specialty HMO providing dental services only	
Staff	
Dentists/specialists	5,200
Patients/dentist	156
Board-certified	100%
Administrative	200
Locations	
Administrative	7
Primary care	3,800
Users	
Employer/payer groups	3,100
Single coverage	126,000
Family coverage	189,000
Employees & dependents	769,500
Total	810,000
Revenues	
1992	$53,200,000
1991	$52,000,000

Operational date: 1981.
Certified in: California, Delaware, District of Columbia, Florida, Illinois, Indiana, Kentucky, Maryland, Massachusetts, Michigan, Missouri, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, Washington and West Virginia.
Model type: IPA.
For profit.
Service area: Arizona, California, Delaware, District of Columbia, Florida, Georgia, Illinois, Indiana, Kansas, Kentucky, Maryland, Massachusetts, Michigan, Missouri, Ohio, Oregon, Pennsylvania, Tennessee, Texas, Virginia, Washington and West Virginia. Contracts with the National Association of Prepaid Dental Plans
Services: Dental, vision option.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts: 15% of members are enrolled.

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Enrollment options: Individual enrollment allowed.

Management reports: Provided quarterly or annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Walter Knysz Jr., D.D.S., president; Janet Oleszkowicz, executive director; Stephen Patterson, D.D.S., medical director; Robert Dombrowski, marketing director.

Contact: Robert Dombrowski.

** Figures are consolidated, including all HMOs in this organization.*

Physicians Health Plan Inc.

P.O. Box 30377, Lansing, Mich. 48909; 517-349-2101; fax: 517-347-9460

Staff	
Physicians	663
Board-certified	82%
Specialists	1,128
Facilities	
Hospitals	38
Pharmacies	425
Locations	
Administrative	4
Users	
Employer/payer groups	1,053
Single coverage	18,535
Family coverage	39,485
Employees & dependents	146,469
Total	148,825
Average hospital stay	4.09 days
Hospital admission/1,000 members	67.76
Revenues	
1992	$178,754,114
1991	$158,773,509

Operational date: March 1981.
Federally qualified.
Certified in: Michigan.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: E.W. Sparrow Hospital
Service area: 28 counties in the Jackson, Kalamazoo, Lansing and Muskegon areas. Contracts with United HealthCare.
Services: Standard package excluding X-rays. Other services include dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include X-rays, prescriptions, chiropractors and vision. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: James M. Savage, president; Dr. Joseph Sheets, medical director; Douglas Lottes, vp-sales.
Contact: Sherry Sparks.
See United HealthCare Corp. consolidated listing under Minnesota.

Priority Health

2025 E. Beltline, Grand Rapids, Mich. 49456; 616-942-0954; fax: 616-942-0145

Staff	
Physicians	378
Board-certified	85%
Specialists	458
Facilities	
Hospitals	14
Pharmacies	802
Users	
Employer/payer groups	476
Total	74,182
Average hospital stay	3.98 days
Hospital admission/1,000 members	82
Revenues	
1992	$65,231,291
1991	$55,727,336

Operational date: September 1986.
Federally qualified.
Certified in: Michigan.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: Butterworth Health Corp., Holland Community Hospital.
Service area: Michigan: 13 counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, vision, dental and wellness/health risk appraisals. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Victor Turvey, president; Guy Gauthier, vp-finance; Greg Forsley, Jim Byrne, medical directors; Denise Christy, vp-marketing.

MINNESOTA

Advantage Dental Services Inc.

7807 Creekridge Circle, Minneapolis, Minn. 55440; 612-944-5252; fax: 612-944-4182

Specialty HMO providing dental services only	
Staff	
Dentists	65
Specialists	13
Locations	
Primary care	40
Users	
Employer/payer groups	100
Single coverage	4,000
Family coverage	6,500
Total	10,500
Revenues	
1992	$3,000,000

Operational date: 1990.
Model type: IPA.
Not for profit.
Ownership: Delta Dental Plans of Minnesota.
Service area: Minnesota: nine metropolitan Twin Cities counties.
Services: Dental.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Michael Walsh, president; Thomas Ireland, D.D.S., dental director; Robert McGrath, marketing director.

Aetna Health Plans (Point-of-Service)

8100 34th Ave. S., P.O. Box 1309, Minneapolis, Minn. 55440-1309; 612-883-5651; fax: 612-883-5599

Staff	
Physicians	800
Patients/physician	10
Board-certified	78.5%
Specialists	1,777
Facilities	
Hospitals	1
Pharmacies	416
Users	
Employer/payer groups	19
Employees & dependents	8,553
Total	8,553

Service area: Minnesota: Anoka, Carver, Dakota, Goodhue, Hennepin, Le Sueur, McLeod, Nicollet, Ramsey, Rice, Scott, Sherburne, Sibley, Wabasha, Washington, Wright and portions of Chisago and Olsted counties; Wisconsin: Buffalo, Pepin, Pierce, Polk and St. Croix counties.
Officers: James McLane, president; Rae Vanek, executive director; Dr. Maureen Reed, medical director; Chad Beste, marketing director.
Contact: Diane Mattson.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

First Plan HMO

1010 Fourth St., Two Harbors, Minn. 55616; 218-834-7207; fax: 218-834-7220

Staff	
Physicians	85
Patients/physician	100
Board-certified	100%
Specialists	200
Administrative	25
Facilities	
Hospitals	9
Locations	
Administrative	2
Primary care	13
Users	
Employer/payer groups	55
Single coverage	2,671
Family coverage	2,136
Employees & dependents	8,094
Total	9,875
Average hospital stay	3.5 days
Revenues	
1992	$10,450,834
1991	$9,803,063

Continued on next page

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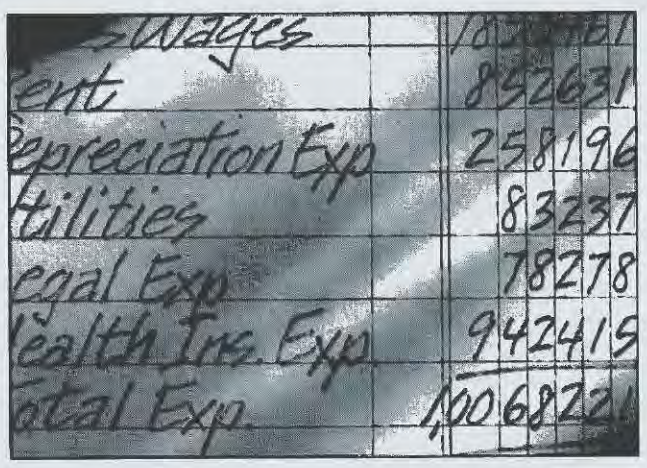

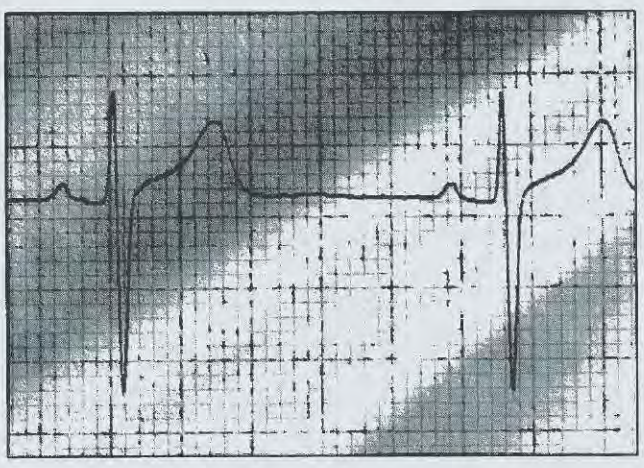

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Continued from previous page

Operational date: November 1944.
Model type: IPA/staff.
Not for profit.
Ownership: Community Health Center, First Plan HMO.
Service area: Minnesota: Carlton, Lake, Pine and St. Louis counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 30% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums.
Officers: J. Steve Bjorum, CEO; Dr. Douglas Hiza, medical director; Earl T. Hamilton, marketing director; Julie Stone, administrative director.

Health Partners/Group Health & MedCenters

8100 34th Ave. S., P.O. Box 1309, Minneapolis, Minn. 55440-1309; 612-883-6000; fax: 612-883-5380

Staff	
Physicians	1,200
Patients/physician	2,000
Board-certified	95%
Specialists	3,120
Administrative	1,068
Facilities	
Hospitals	39
Pharmacies	500
Locations	
Administrative	4
Primary care	200
Users	
Employer/payer groups	2,736
Single coverage	170,861
Family coverage	130,981
Employees & dependents	518,856
Total	576,272
Average hospital stay	4 days
Hospital admission/1,000 members	66
Revenues	
1992	$910,203,000
1991	$844,347,000

Operational date: August 1957.
Federally qualified.
Certified in: Minnesota, Wisconsin.
NCQA accredited.
Model type: Group/staff.
Not for profit.
Service area: Minnesota: 24 counties; Wisconsin: Buffalo, Pepin, Pierce, Polk and St. Croix counties. Contracts with Aetna Health Plans nationwide, Kaiser Permanente in 18 states and The HMO Group in 11 states and District of Columbia.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, home health care, hospice and health education programs. Options include dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $145 single, $430 family; community rating by class; adjusted community rating.
Point-of-service contracts: 19% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: George C. Halvorson, president/CEO; Kirby Erickson, COO; Dr. George Isham, medical director; Ted Wise, vp-sales/marketing; Mary Brainerd, COO/groups division; Dr. Paul Brat, COO-staff division; Craig Amundson, D.D.S., COO-dental director; George Boyadjis, CFO; Jan Malcolm, senior vp-public policy/programs.

Mayo Health Plan

21 First St. S.W., Suite 401, Rochester, Minn. 55901; 507-284-8274; fax: 507-284-0528

Staff	
Physicians	756
Board-certified	100%
Specialists	838
Administrative	10
Facilities	
Hospitals	19
Pharmacies	150
Locations	
Administrative	1
Primary care	87
Users	
Employer/payer groups	21
Single coverage	726
Family coverage	712
Employees & dependents	3,354
Average hospital stay	4.4 days
Hospital admission/1,000 members	58

Operational date: July 1986.
Model type: IPA.
Not for profit.
Ownership: Mayo Foundation.
Service area: Minnesota: Dakota, Dodge, Fillmore, Goodhue, Houston, Mower, Olmsted, Rice, Steele, Wabasha, Waseca and Winona counties.
Services: Standard package. Other services include prescriptions, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by HMO.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided quarterly or upon request.
Officers: Alan Schilmoeller, senior administrator; Kathleen Kelly, administrator; Dr. Richard B. Tompkins, medical director; William H. Carroll Jr., marketing director; Mark Matthies, financial director; Todd Carlon, operations director.

Medica

5601 Smetana Drive, P.O. Box 1587, Minneapolis, Minn. 55440-1587; 612-936-1200l; fax: 612-936-4900

Please see HMO addendum on page 68.

NWNL Health Network Inc.

20 S. Washington St., Minneapolis, Minn. 55440-0358; 612-672-8400; fax: 612-672-8519

Staff	
Physicians	676
Patients/physician	7
Specialists	2,849
Facilities	
Hospitals	27
Pharmacies	464
Locations	
Primary care	158
Users	
Employer/payer groups	116
Single coverage	17,708
Family coverage	4,915
Employees & dependents	22,427
Total	40,000
Average hospital stay	4.3 days
Hospital admission/1,000 members	63
Revenues	
1992	$38,604,501
1991	$32,778,743

Operational date: October 1982.
Certified in: Minnesota.
Model type: Network.
Ownership: NWNL Cos.
Service area: Minnesota: Anoka, Carver, Dakota, Hennepin, Scott, Washington and Wright counties.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating: $140.45 single, $418.29 family; community rating by class; adjusted community rating.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly or annually.
Officers: Fred Sattler, president/CEO; Dr. J. Bryan Warren, medical director; Curtis Olson, marketing director; Cecelia Manlove, senior vp-health services; Michael Cornelison, vp-finance; Margaret Liedholm, vp-operations.

Prudential Plus of Minnesota (Point-of-Service)

3701 Wayzata Blvd., P.O. Box 9479, Minneapolis, Minn. 55440; 612-349-1010; fax: 612-349-1683

Staff	
Physicians	832
Patients/physician	33
Board-certified	90%
Specialists	1,356
Administrative	22
Facilities	
Hospitals	25
Pharmacies	309
Locations	
Administrative	1
Users	
Employer/payer groups	204
Total	27,125
Average hospital stay	3.5 days
Hospital admission/1,000 members	67.7

Operational date: January 1992.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Minnesota: Anoka, Carver, Dakota, Hennepin, Ramsey, Scott and Washington counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Offers non-federally qualified programs.
Management reports: Provided annually.
Officers: George Becker, president; Gary Shulz, executive director; Dr. Stuart R. Lancer, medical director; Gregg Prussing, marketing director.
Contact: Gary Shulz.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

United HealthCare Corp.*

9900 Bren Road E., P.O. Box 1459, Minneapolis, Minn. 55440-1459; 612-936-1793; fax: 612-935-1471

Staff	
Physicians	31,629
Facilities	
Hospitals	554
Pharmacies	6,083
Users	
Employer/payer groups	10,000
Employees & dependents	1,886,300
Total	2,016,500
Hospital admission/1,000 members	225
Revenues	
1992	$1,441,778,000
1991	$847,130,000

Operational date: 1974.
Certified in: Georgia, Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, Nebraska, Ohio, Rhode Island, South Carolina, Utah, Wisconsin.
For profit.
Service area: Georgia, Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, Nebraska, Ohio, Rhode Island, South Carolina, Utah and Wisconsin. Contracts with UltraLink and National Managed Care Inc.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and transplant network. Options include prescriptions, chiropractors, vision, dental, utilization management, workers comp/casualty services, employee assistance services, managed care for the aged and information systems. Diagnostic testing by independent labs.
Point-of-service contracts.
Management reports: Provided.
Billing: Consolidated billing for national accounts.
Officers: Dr. William W. McGuire, CEO; George B. Borkow, executive vp/CFO; Dr. Lee N. Newcomer, medical director; William W. Pogue, senior vp-marketing.
** Figures are consolidated, including all HMOs in this organization.*

MISSISSIPPI

Complete Health of Mississippi Inc.

The Vise Clinic Building, Suite 207, Meridian, Miss. 39301; 601-693-3500; fax: 601-693-3532

Staff	
Physicians	106
Patients/physician	12
Board-certified	95%
Specialists	147
Facilities	
Hospitals	7
Users	
Employer/payer groups	11
Single coverage	176
Family coverage	298
Employees & dependents	1,289
Total	1,289
Average hospital stay	5 days
Hospital admission/1,000 members	76.76

Service area: Mississippi: 25 counties, including the metropolitan areas of Biloxi, Corinth, Gulfport, Hattiesburg and Meridian.
Officers: Charlie Pitts, marketing director.
See Complete Health Services Inc. consolidated listing under Alabama.

MISSOURI

Aetna Health Plans-Kansas City (Point-of-Service)

7301 College Blvd., Suite 150, Overland Park, Kan. 66210; 913-451-2154; fax: 913-451-0683

Staff	
Physicians	318
Patients/physician	5
Board-certified	74.8%
Specialists	893

Continued on next page

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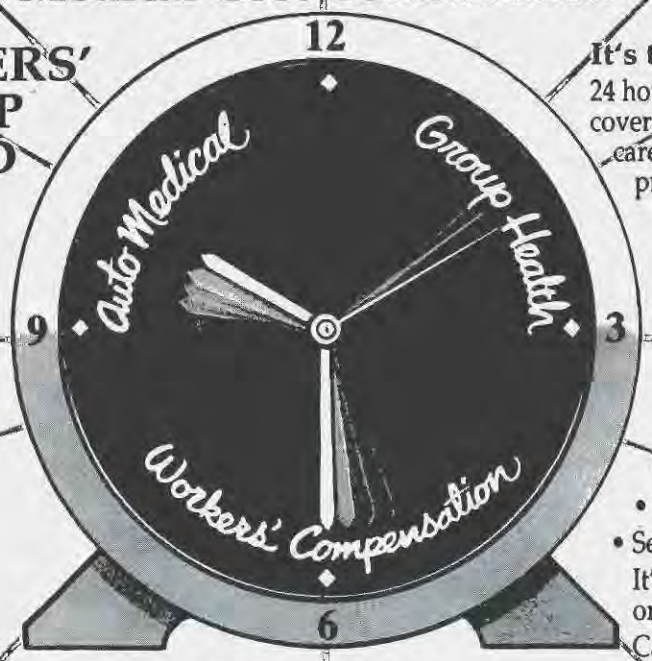

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Continued from previous page

Facilities	
Hospitals	12
Pharmacies	239
Users	
Employer/payer groups	22
Employees & dependents	1,601
Total	1,601

Service area: Kansas: Johnson and Wyandotte counties and portions of Leavenworth County; Missouri: Clay, Jackson and portions of Cas and Platte counties.

Officers: James McLane, president; Dr. Harold Zarkowsky, medical director; Rodney Williamson, marketing director.

Contact: Lori Ermentrout.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans- St. Louis (Point-of-Service)

1 Cityplace Drive, Suite 670, St. Louis, Mo. 63141; 314-994-2518; fax: 314-567-3627

Staff	
Physicians	487
Patients/physician	13
Board-certified	80.7%
Specialists	1,113
Facilities	
Hospitals	21
Pharmacies	366
Users	
Employer/payer groups	32
Employees & dependents	6,322
Total	6,322

Service area: Missouri: Clinton, Franklin, Gasconade, St. Charles, St. Francois, and St. Louis counties and the city of St. Louis; and portions of Jefferson, Madison and St. Genevieve counties.

Officers: James McLane, president; Nancy Lieberman, executive director; Dr. Harold Zarkowsky, medical director; Robert Tucker, marketing director.

Contact: Cynthia Murphy.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of St. Louis Inc.

8182 Maryland, Suite 900, Clayton, Mo. 63105; 314-726-7700; fax: 314-726-7820

Staff	
Physicians	400
Specialists	1,698
Facilities	
Hospitals	19
Users	
Total	29,472

Operational date: January 1986.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: Missouri: Franklin, Jefferson, St. Charles and St. Louis counties and the city of St. Louis; Illinois: Madison, Monroe and St. Clair counties.

Officers: Patricia Maher, provider relations manager; Eric Schultz, plan manager; Dr. Thomas H. Hale, medical director; Susan Meiners, quality assurance/health services manager; Gordon Church, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

Deltacare

8390 Delmar, St. Louis, Mo. 63124; 314-993-9090; fax: 314-993-5120

Specialty HMO providing dental services only	
Staff	
Dentists	31
Patients/dentist	80
Administrative	5
Locations	
Administrative	1
Primary care	31
Users	
Employer/payer groups	1
Single coverage	318
Family coverage	989
Employees & dependents	2,494
Total	2,494

Operational date: March 1986.
Certified in: Missouri.
Model type: IPA.
Not for profit.
Ownership: Delta Dental of Missouri.

Service area: Missouri: Kansas City and the city of St. Louis. Contracts with Deltacare nationwide.

Services: Dental. Diagnostic testing by independent labs.

Rating options: Community rating: $12.72 single, $33.04 family.
Point-of-service contracts.

Billing: Consolidated billing for national accounts.

Officers: Joseph Hopkins, president; John Gladden, marketing director; Pamela Clyde, senior vp-operations; Steve Gaal, CFO; Al Martinez, vp-actuarial.

GenCare Sanus Health Plan

969 Executive Parkway, Suite 100, St. Louis, Mo. 63141; 314-434-6114; fax: 314-434-8461

Staff	
Physicians*	691
Patients/physician	209
Board-certified	72%
Specialists*	2,604
Facilities	
Hospitals	37
Pharmacies	135
Users	
Employer/payer groups	500
Single coverage	25,298
Family coverage	34,182
Employees & dependents	142,039
Total	142,039
Average hospital stay	3.63 days
Hospital admission/1,000 members	73
Revenues	
1992	$152,278,779
1991	$125,658,014

** Figures as of 8/1/93.*

Operational date: 1985.
Federally qualified.
Certified in: Illinois, Missouri.
Model type: IPA.
For profit.
Ownership: General American Life Insurance Co.

Service area: Illinois: Bond, Calhoun, Clinton, Greene, Jersey, Macoupin, Madison, Monroe, Montgomery, Randolph, St. Clair and Williamson counties; Missouri: Callaway, Crawford, Franklin, Gasconade, Jefferson, Lincoln, Montgomery, Pike, St. Charles, St. Francois, St. Genevieve, St. Louis, Warren and Washington counties and the city of St. Louis. Contracts with UltraLink and HMO National Network.

Services: Standard package. Other services include substance abuse (outpatient), psychiatry (outpatient), durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision, dental and inpatient substance abuse and psychiatry. Diagnostic testing by independent labs.

Rating options: Community rating by class.
Point-of-service contracts.
Management reports: Provided.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Michael Hogan, president; Tom Zorumski, executive director; Dr. Matthew Emons, medical director; Randy Cupp, marketing director; Brenda Haalboom, finance director.

See Sanus Corp. Health Systems consolidated listing under New Jersey.

HMO Missouri/BlueCHOICE

P.O. Box 66828, St. Louis, Mo. 63166-6828; 314-923-7700; fax: 314-923-7800

Staff	
Physicians	341
Patients/physician	178
Board-certified	66%
Specialists	1,587
Administrative	86
Facilities	
Hospitals	23
Pharmacies	214
Locations	
Administrative	1
Primary care	333
Users	
Employer/payer groups	876
Single coverage	16,827
Family coverage	13,194
Employees & dependents	60,591
Total	60,591
Average hospital stay	4 days
Hospital admission/1,000 members	300
Revenues	
1992	$80,197,872
1991	$73,082,646

Operational date: January 1988.
Federally qualified.
Certified in: Illinois, Missouri.
Model type: IPA.
For profit.
Ownership: Blue Cross/Blue Shield of Missouri.

Service area: Illinois: Madison and St. Clair counties; Missouri: Crawford, Franklin, Gasconade, Jefferson, St. Charles and St. Louis counties.

Services: Standard package. Other services include vision, psychiatry, podiatry and OB/Gyn. Options include prescriptions, dental, substance abuse, durable medical equipment, eyewear reimbursement and abortion rider. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 10% of members are enrolled.

Offers non-federally qualified programs.

Management reports: Provided monthly or upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Peter Clay, president/CEO; Dr. Margarethe Hagemann, vp/medical director.

Contact: Ed Eggers, 314-923-4440.

Humana Health Care Plans

10450 Holmes, Kansas City, Mo. 64131; 816-941-8003; fax: 816-941-8630

Staff	
Physicians	138
Patients/physician	599
Board-certified	97%
Specialists	996
Administrative	812
Facilities	
Hospitals	7
Pharmacies	20
Locations	
Administrative	2
Primary care	27
Users	
Employer/payer groups	324
Single coverage	19,497
Family coverage	20,308
Employees & dependents	86,923
Total	95,868
Average hospital stay	3.87 days
Hospital admission/1,000 members	75
Revenues	
1992	$138,526,000
1991	$118,136,000

Operational date: November 1976.
Federally qualified.
Certified in: Kansas, Missouri.
NCQA accredited.
Model type: Staff/network.

Service area: Kansas: Atchison, Jefferson, Johnson, Leavenworth, Linn, Miami and Wyandotte counties; Missouri: Cass, Clay, Jackson, Lafayette, Platte and Ray counties.

Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include dental and durable medical equipment. Diagnostic testing by HMO and independent labs.

Rating options: Community rating by class; adjusted community rating.

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided quarterly.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Wayne Smith, president; David Fields, executive director; Dr. Bruce Barter, medical director; Greg Argenas, marketing director.

Contact: Greg Argenas.

See Humana Health Care Plans consolidated listing under Kentucky.

MetLife HealthCare Network Inc.

14500 S. Outer 40 Road, Suite 500, Chesterfield, Mo. 63017; 314-542-1400

Staff	
Physicians	480
Patients/physician	42.7
Board-certified	90%
Specialists	1,696
Facilities	
Hospitals	29
Locations	
Administrative	1
Users	
Employer/payer groups	94
Employees & dependents	20,487
Total	20,487
Average hospital stay	4.4 days
Hospital admission/1,000 members	65.6
Revenues	
1992	$47,493,203
1991	$41,582,332

Operational date: January 1984.
Certified in: Illinois, Missouri.
NCQA qualification pending.
Model type: IPA.
For profit.

Ownership: Metropolitan Life Insurance Co.

Service area: Missouri: Franklin, Jefferson, St. Charles, St. Louis and Warren counties and the city of St. Louis; Illinois: Clinton, Greene, Jersey, Macoupin, Madison, Monroe and St. Clair counties.

Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.

Management reports: Provided annually.

Billing: Consolidated billing for national accounts.

Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Barbara C. Buenemann, director/president/CEO; Ralph E. McEldowney III, director; Barbara Corn, vp; Elizabeth A. Lorenz, secretary/treasurer; Michael F. Tietz, assistant secretary.

Contact: Jim Gidicsin, 203-454-6133.

MIDA Dental Plans

795 Office Parkway, Suite 110, St. Louis, Mo. 63141; 314-872-3385; fax: 314-993-4484

Specialty HMO providing dental services only	
Staff	
Dentists	70
Board-certified	100%
Administrative	3
Locations	
Administrative	1
Primary care	54

Service area: Illinois, Kansas, Missouri.

Contact: Robert Dombrowski, marketing director.

See MIDA Dental Plans consolidated listing under Michigan.

Mutual of Omaha Cos.- Exclusive Healthcare Inc.

Mutual of Omaha Plaza, Omaha, Neb. 68175; 800-456-9292; fax: 402-978-2999

Staff	
Physicians	524
Patients/physician	7
Board-certified	80%
Specialists	1,211
Facilities	
Hospitals	27
Pharmacies	132
Locations	
Administrative	3
Primary care	105
Users	
Employer/payer groups	14
Single coverage	580
Family coverage	869
Employees & dependents	3,477
Total	3,477
Average hospital stay	4.14 days
Hospital admission/1,000 members	60

Service area: Missouri: Caldwell, Cass, Clay, Clinton, Daviess, Harrison, Jackson, Jefferson, Lafayette, Livingston, Platte, St. Charles, St. Louis and St. Peters counties.

Officers: Dick Easley, administrator; Steve Layland, executive director; Dr. Michael Jenkins, medical director; Les Swick, marketing director.

See Mutual of Omaha Cos.-Exclusive Healthcare Inc. consolidated listing under Nebraska.

PARTNERS HMO

1 Cityplace Drive, Suite 670, St. Louis, Mo. 63141; 314-994-2518; fax: 314-567-3627

Staff	
Physicians	344
Patients/physician	78
Board-certified	82.5%
Specialists	1,512
Facilities	
Hospitals	16
Pharmacies	380
Users	
Employer/payer groups	86
Employees & dependents	26,818

Operational date: March 1988.
Certified in: Missouri.
For profit.
Ownership: Washington University Medical Center.

Service area: Illinois: Madison, Monroe and St. Clair counties; Missouri: Clinton, Franklin, Jefferson, St. Charles, St. Francois and portions of St. Genevieve and St. Louis counties and the city of St. Louis.

Officers: James McLane, president; Dr. Harold Zarkowsky, medical director; Robert Tucker, marketing director.

Contact: Cynthia Murphy.

See Aetna Health Plans consolidated listing under Connecticut.

Physicians Health Plan of Greater St. Louis

77 W. Port Plaza, Suite 500, St. Louis, Mo. 63146; 314-275-7000; fax: 314-542-1155

Staff	
Physicians*	1,065
Specialists	2,173
Administrative	50
Facilities	
Hospitals	29
Pharmacies	173
Locations	
Administrative	1
Users	
Single coverage**	20,110
Family coverage**	10,664
Employees & dependents**	71,036
Total	84,700
Average hospital stay**	3.7 days
Hospital admission/1,000 members**	47.22
Revenues	
1992	$1,037,008
1991	$758,328

** Physicians as of 9/93.*
***Figures as of 3/93; single and family coverage figures are averaged from 1/93 to 3/93.*

Operational date: March 1986.
Federally qualified.
Certified in: Illinois, Missouri.
Model type: Group/IPA.
Ownership: United HealthCare Corp. (80%); participating physicians (20%).

Service area: Illinois: Jersey, Madison, Monroe, Randolf and St. Clair counties; Missouri: Crawford, Franklin, Gasconade, Jefferson, Phelps, St. Charles, St. Louis and Warren counties and the city of St. Louis.

Services: Standard package. Other services include prescriptions, vision, durable medical equipment and OB/Gyn. Options include chiropractors, substance abuse and psychiatry. Diagnostic testing by HMO and independent labs.

Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts.
Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.

Management reports: Provided quarterly, annually or upon request.

Officers: Michael Neidorff, president/CEO; Dr. Joseph Drozda Jr., medical director; Linda Huber, vp-marketing; Lucille McLain, vp-medical services; Sue Chinnock, director-management services; Philip Maurquist, director-finance; Susan Hampe, management information systems.

Contact: Cary Hobbs, 314-542-1131.

See United HealthCare Corp. consolidated listing under Minnesota.

Principal Health Care of Kansas City Inc.

1001 E. 101st Terrace, Suite 230, Kansas City, Mo. 64131; 816-941-3030; fax: 816-941-8516

Staff	
Physicians	334
Board-certified	81%
Specialists	1,171
Administrative	69
Facilities	
Hospitals	28
Pharmacies	286
Locations	
Administrative	1
Users	
Employer/payer groups	420
Single coverage	9,652
Family coverage	5,711
Employees & dependents	41,965
Total	41,965
Average hospital stay	4.2 days
Hospital admission/1,000 members	282

Continued on next page

HMO standard services include: physicians, inpatient and outpatient hospitalization, laboratory, X-ray, preventative medicine and periodic check-ups.

Continued from previous page

Revenues	
1992	$32,885,882
1991	$30,385,994

Service area: Kansas: Douglas, Franklin, Johnson, Leavenworth, Miami and Shawnee counties; Missouri: Cass, Clay, Jackson, Johnson, Lafayette, Platte and Ray counties. Contracts with UltraLink.

Officers: Kenneth J. Linde, president; David Roberts, executive director; Dr. Jeff Wheeler, medical director.

Contact: David Roberts.

See Principal Health Care Inc. consolidated listing under Maryland.

Principal Health Care of Kansas City Inc.-St. Louis Division

12312 Olive St., Suite 150, St. Louis, Mo. 63141; 314-434-6990; fax: 314-434-7540

Staff	
Physicians	250
Specialists	1,800
Administrative	10
Facilities	
Hospitals	36
Pharmacies	110
Locations	
Administrative	1
Users	
Employer/payer groups	15
Single coverage	150
Family coverage	134
Employees & dependents	807
Total	807
Average hospital stay	4.1 days
Hospital admission/1,000 members	265

Service area: Illinois: Calhoun, Jackson, Jersey, Madison, Monroe and St. Clair counties; Missouri: Franklin, Jefferson, St. Charles, St. Francois and St. Louis counties and the city of St. Louis. Contracts with UltraLink.

Officers: Kenneth Linde, president; David Roberts, executive director; Dr. Jeffrey Wheeler, medical director; Craig Petersen, marketing director.

Contact: Craig Petersen.

See Principal Health Care Inc. consolidated listing under Maryland.

PruCare of Kansas City

4600 Madison Ave., Suite 300, Kansas City, Mo. 64112; 816-756-5588; fax: 816-756-5667

Staff	
Physicians	170
Patients/physician	44.42
Board-certified	100%
Specialists	457
Administrative	47
Facilities	
Hospitals	17
Pharmacies	63
Locations	
Administrative	1
Users	
Employer/payer groups	62
Single coverage	2,010
Family coverage	1,993
Employees & dependents	4,003
Total	7,551
Average hospital stay	4.19 days
Hospital admission/1,000 members	76.1

Operational date: October 1986.
Certified in: Missouri.
NCQA qualification pending.
Model type: IPA.
For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Missouri: Cass, Clay, Jackson, Johnson, Platte and Wyandotte counties.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts: 81.4% of members are enrolled.

Management reports: Provided annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Rollin Lacy, president; David Dingley, executive director; Thomas Zink, medical director; Dave Rexroat, marketing director; Donna McClellan, nurse; Nomi Pope, provider relations; Tim Redmond, member services.

Contact: Dave Rexroat, 816-968-4537.

See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare of St. Louis

12312 Olive Blvd., Suite 500, Creve Coeur, Mo. 63141; 314-542-4500; fax: 314-542-4577

Staff	
Physicians	232
Patients/physician	65
Board-certified	90%
Specialists	684
Administrative	77
Facilities	
Hospitals	18
Pharmacies	98
Locations	
Administrative	1
Users	
Employer/payer groups	111
Single coverage	3,002
Family coverage	3,696
Total	15,153
Average hospital stay	4.3 days
Hospital admission/1,000 members	79.4

Operational date: May 1985.
Federally qualified.
Certified in: Missouri.
NCQA accredited.
Model type: IPA.
For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Missouri: Franklin, Jefferson, St. Charles and St. Louis counties and the city of St. Louis; Illinois: Madison, Monroe, Randolph and St. Clair counties and southern Illinois.

Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures, vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating.

Point-of-service contracts: 84% of members are enrolled.

Management reports: Provided annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Robert C. Winters, chairman/CEO; Mike Dooley, executive director-HCM; Dr. Richard Fallon, medical director; Tracy Baker, marketing director.

See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

The Prudential Health Care Plan-St. Louis (Point-of-Service)

12312 Olive Blvd., Suite 500, Creve Coeur, Mo. 63141; 314-542-4500; fax: 314-542-4577

Staff	
Physicians	348
Patients/physician	173
Board-certified	96%
Specialists	683
Administrative	77
Facilities	
Hospitals	18
Pharmacies	98
Locations	
Administrative	1
Users	
Employer/payer groups	266
Single coverage	2,507
Family coverage	1,234
Total	78,963
Average hospital stay	4.5 days
Hospital admission/1,000 members	74.5

Operational date: June 1986.
Certified in: Missouri.
NCQA accredited.
Model type: IPA.
For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Missouri: Franklin, Jefferson and St. Louis counties and the city of St. Louis; Illinois: Madison, Monroe, Randolph and St. Clair counties and southern Illinois.

Services: Standard package. Other services include prescriptions, chiropractors, experimental procedures, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.

Management reports: Provided annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Robert Winters, chairman/CEO; Mike Dooley, executive director; Dr. Richard Fallon, medical director; Tracy Baker, marketing director.

See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Plus of Kansas City (Point-of-Service)

4600 Madison Ave., Suite 300, Kansas City, Mo. 64112; 816-756-5588; fax: 816-756-5667

Staff	
Physicians	272
Patients/physician	166
Board-certified	100%
Specialists	457
Administrative	47
Facilities	
Hospitals	19
Pharmacies	63
Locations	
Administrative	1
Primary care	428
Users	
Employer/payer groups	270
Total	45,379
Average hospital stay	4.44 days
Hospital admission/1,000 members	84.2

Operational date: October 1986.
Certified in: Missouri.
NCQA qualification pending.
Model type: IPA.
For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Missouri: Clay, Jackson, Johnson, Platte and Wyandotte counties.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Management reports: Provided annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Rollin L. Lacy, president; David W. Dingley, executive director; Dr. Thomas Zink, medical director; Dave Rexroat, marketing director; Donna McClellan, nurse; Nomi Pope, provider relations; Tim Redmond, member services.

Contact: Dave Rexroat, 816-968-4537.

See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

MONTANA

HMO Montana

404 Fuller Ave., P.O. Box 8004, Helena, Mont. 59601; 406-444-8250; fax: 406-442-6946

Staff	
Physicians	152
Patients/physician	69
Board-certified	90%
Specialists	900
Administrative	19
Facilities	
Hospitals	52
Pharmacies	140
Locations	
Administrative	7
Primary care	64
Users	
Employer/payer groups	155
Employees & dependents	10,500
Total	10,500
Average hospital stay	3.16 days
Hospital admission/1,000 members	84
Revenues	
1992	$12,100,000
1991	$8,400,000

Operational date: February 1987.
Certified in: Montana.
Model type: IPA.
Not for profit.

Ownership: Blue Cross & Blue Shield of Montana.

Service area: Montana: 20 counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include prescriptions, chiropractors and podiatry. Options include vision, dental, substance abuse, psychiatry and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Offers non-federally qualified programs.

Enrollment options: Individual enrollment allowed.

Management reports: Provided.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Alan Cain, president/CEO-Blue Cross & Blue Shield; Carl Tanberg, vp-health benefits management; Dr. James Crichton, medical director; Lee Shannon, senior marketing director.

Contact: Michael York, sales manager.

NEBRASKA

HMO Nebraska Inc.

2421 S. 73rd St., Omaha, Neb. 68124-2359; 402-392-2800; fax: 402-392-2761

Staff	
Physicians	186
Patients/physician	78.76
Board-certified	91%
Specialists	495
Administrative	37
Facilities	
Hospitals	13
Pharmacies	109
Locations	
Administrative	1
Primary care	100
Users	
Employer/payer groups	121
Single coverage	2,788
Family coverage	2,428
Employees & dependents	14,437
Total	14,650
Average hospital stay	3.93 days
Hospital admission/1,000 members	64.17
Revenues	
1992	$21,267,621
1991	$19,675,393

Operational date: September 1985.
Federally qualified.
Certified in: Nebraska.
Model type: IPA.
For profit.

Ownership: Blue Cross & Blue Shield of Nebraska.

Service area: Iowa: Fremont, Harrison, Mills, Montgomery, Pottawattamie and Shelby counties; Nebraska: 26 counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, vision and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Offers non-federally qualified programs.

Enrollment options: Individual enrollment allowed.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Richard L. Goffey, president; Maxine E. Crossley, executive director; Dr. David H. Filipi, medical director; Carolyn J. Groth, marketing director; A. Duane Wilson, secretary/treasurer.

Contact: Carolyn J. Groth.

Mutual of Omaha Cos.-Exclusive Healthcare Inc.*

Mutual of Omaha Plaza, Omaha, Neb. 68175; 800-456-9292; fax: 402-978-2999

Staff	
Physicians	814
Patients/physician	36
Board-certified	80%
Specialists	3,315
Administrative	75
Facilities	
Hospitals	53
Pharmacies	456
Locations	
Administrative	4
Primary care	163
Users	
Employer/payer groups	75
Single coverage	4,820
Family coverage	7,230
Employees & dependents	28,918
Total	28,918
Average hospital stay	3.47 days
Hospital admission/1,000 members	53

Operational date: 1989.
Model type: IPA.
For profit.

Service area: Iowa, Kansas, Missouri, Nebraska, Texas.

Services: Standard package. Other services include prescriptions, chiropractors, experimental procedures, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision. Diagnostic testing by independent labs.

Rating options: Adjusted community rating.

Point-of-service contracts: 2% of members are enrolled.

Management reports: Provided quarterly.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Dick Easley, administrator; Bill Ketner, executive director; Dr. Michael Jenkin, medical director; Les Swick, marketing director.

** Figures are consolidated, including all HMOs in this organization.*

Mutual of Omaha Cos.-Exclusive Healthcare Inc.

Mutual of Omaha Plaza, Omaha, Neb. 68175; 800-456-9292; fax: 402-978-2999

Staff	
Physicians	143
Patients/physician	131
Board-certified	80%
Specialists	825
Facilities	
Hospitals	8
Pharmacies	161
Locations	
Administrative	1
Primary care	29
Users	
Employer/payer groups	52
Single coverage	3,128
Family coverage	4,693
Employees & dependents	18,771
Total	18,771
Average hospital stay	4.07 days
Hospital admission/1,000 members	65

Service area: Iowa: Harrison, Mills and Pottawattamie counties; Nebraska: Dodge, Douglas, Sarpy and Washington counties.

Officers: Dick Easley, administrator; Bill Ketner, executive director; Dr. Michael Jenkin, medical director; Les Swick, marketing director.

See Mutual of Omaha Cos.-Exclusive Healthcare Inc. consolidated listing under Nebraska.

Principal Health Care of Nebraska Inc.

10810 Farnam Drive, Suite 425, Omaha, Neb. 68154; 402-333-1720; fax: 402-333-1116

Staff	
Physicians	168
Board-certified	75%
Specialists	430
Administrative	25
Facilities	
Hospitals	10
Pharmacies	170
Locations	
Administrative	1
Users	
Employer/payer groups	103
Single coverage	3,948
Family coverage	3,469
Employees & dependents	23,605
Total	23,605
Average hospital stay	4.6 days
Hospital admission/1,000 members	268
Revenues	
1992	$20,301,544
1991	$18,011,395

Service area: Iowa: Harrison, Mills and Pottawattamie counties; Nebraska: Burt, Dodge, Douglas, Lancaster, Otoe, Sarpy, Saunders and Washington counties. Contracts with UltraLink.

Officers: Kenneth Linde, president; Louis Garcia, executive director; Dr. Fred Pettid, medical director; Greg Boles, sales manager.

Contact: Greg Boles.

See Principal Health Care Inc. consolidated listing under Maryland.

Share Health Plan of Nebraska Inc.

302 S. 36th St., Suite 300, Omaha, Neb. 68131; 402-345-9900; fax: 402-345-7904

Staff	
Physicians	174
Board-certified	85%
Specialists	838
Facilities	
Hospitals	15
Pharmacies	204
Locations	
Administrative	1
Primary care	67
Users	
Employer/payer groups	350
Single coverage	7,065
Family coverage	7,764

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Employees & dependents	33,483
Total	36,731
Average hospital stay	4.2 days
Hospital admission/1,000 members	54

Revenues

1992	$45,431,032
1991	$44,172,576

Operational date: October 1984.
Certified in: Iowa, Nebraska.
Model type: IPA.
For profit.
Ownership: United HealthCare Corp.
Service area: Iowa: Cass, Harrison, Mills, Monona, Pottawattamie, Shelby and Woodbury counties; Nebraska: Cass, Dodge, Douglas, Gage, Johnson, Lancaster, Madison, Otoe, Saline, Sarpy, Saunders, Seward and Washington counties.
Services: Standard package excluding periodic check-ups. Other services include prescriptions, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: John M. Braasch, president/CEO; Kathy Mallatt, vp-marketing/product & network development; Dr. Thomas M. Connors, medical director; Phil Barager, marketing director; Penny Steward Moore, director-planning.
See United HealthCare Corp. consolidated listing under Minnesota.

NEVADA

Health Plan of Nevada

P.O. Box 15645, Las Vegas, Nev. 89114-5645; 702-646-8303; fax: 702-646-0730

Staff

Physicians	161
Patients/physician	1,500
Board-certified	95%
Specialists	414
Administrative	6

Facilities

Hospitals	10
Pharmacies	39

Locations

Administrative	2
Primary care	9

Users

Employer/payer groups	530
Single coverage	37,890
Family coverage	20,466
Employees & dependents	58,356
Total	697,345
Average hospital stay	3.8 days
Hospital admission/1,000 members	249

Revenues

1992	$174,824,945
1991	$147,369,107

Operational date: August 1982.
Federally qualified.
Certified in: Nevada.
Model type: Group/network.
For profit.
Service area: Nevada: Clark and portions of Nye counties.
Services: Standard package. Other services include prescriptions, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Officers: Larry S. Howard, president; Dr. Charles Signorino, vp/medical director; Michael Montalvo, vp-sales; J. Bruce Wiggins, vp/COO; Rebecca Molvik, vp/CFO.

Humana Health Care Plans

3107 S. Maryland Parkway, Las Vegas, Nev. 89109; 702-737-7211; fax: 702-791-5826

Users

Total*	13,447

** Figures as of 11/1/93.*

Operational date: January 1989.
Model type: IPA.
Service area: Nevada: Clark county.
Officers: Craig Drablos, executive director; John Grady, sales manager.
See Humana Health Care Plans consolidated listing under Kentucky.

NEW HAMPSHIRE

Matthew Thornton Health Plan Inc.

10 Tara Blvd., Second Floor, Nashua, N.H. 03062; 603-891-3100; fax: 603-891-2054

Staff

Physicians	266
Board-certified	95%
Specialists	1,306

Facilities

Hospitals	18
Pharmacies	162

Locations

Administrative	2
Primary care	101

Users

Employer/payer groups	451
Single coverage	8,582
Family coverage	12,864
Employees & dependents	64,391
Total	65,211
Average hospital stay*	4.31 days
Hospital admission/1,000 members*	57

Revenues

1992	$95,433,836
1991	$87,943,088

** Figures are from 3/31/93.*

Operational date: November 1971.
Federally qualified.
Certified in: Massachusetts, New Hampshire, Vermont.
NCQA qualification pending.
Model type: Group/IPA.
Not for profit.
Affiliate: Dartmouth Hitchcock Medical Center.
Service area: Maine: York county; Massachusetts: Essex, Franklin, Middlesex and Worcester counties; New Hampshire: Belknap, Carroll, Cheshire, Grafton, Hillsborough, Merrimack, Rockingham, Strafford and Sullivan counties; Vermont: Orange, Windham and Windsor counties. Contracts with The HMO Group.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and chiropractors. Diagnostic testing by independent labs.
Rating options: Community rating: $169.25 single, $415.85 family; community rating by class; adjusted community rating.
Point-of-service contracts: 4% of members are enrolled.
Offers non-federally qualified programs.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Martha H. Marsh, president/CEO; Everett Page, COO; Dr. Loren Vorlicky, medical director; Mary L. Lucas, director-sales/marketing.

U.S. Healthcare of New Hampshire Inc.

3 Burlington Woods Drive, Burlington, Mass. 01803-4503; 617-273-5600; fax: 617-238-8999

Staff

Physicians	42
Specialists	142

Users

Employees & dependents	7,000
Total	7,000
Average hospital stay	4.5 days
Hospital admission/1,000 members	76.5

Revenues

1992	$7,511,000
1991	$817,000

Operational date: July 1991.
Federal qualification pending.
Certified in: New Hampshire.
Service area: New Hampshire: Cheshire, Hillsborough, Merrimack, Rockingham and Strafford counties.
Rating options: Community rating: $162.60 single, $426.60 family.
Point-of-service contracts: 1% of members are enrolled.
Officers: James J. Broderick, president; Dr. Richard Cornell, Dr. Robert J. Roy, medical directors.
Contact: Thomas J. McParland Jr., vp, 215-283-6706.
See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

Continued on next page

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NEW JERSEY

Aetna Health Plans of New Jersey Inc.

20 Waterview Blvd., Parsippany, N.J. 07054; 201-334-2200; fax: 201-299-2365

Facilities	
Hospitals	44
Pharmacies	1,290

Users	
Employer/payer groups	727
Employees & dependents	101,443
Total	114,588

Operational date: July 1981.
Certified in: New Jersey.
Service area: New Jersey: Atlantic, Bergen, Burlington, Camden, Cape May, Cumberland, Essex, Glouscester, Hudson, Hunterdon, Mercer, Middlesex, Monmouth, Morris, Ocean, Passaic, Salem, Somerset, Sussex, Union and Warren counties.
Officers: James McLane, president; Bob Beverwyck, executive director; Dr. Jim Summitt, medical director; Dr. Jon Marsicano, marketing director.
Contact: Mindy Goss.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of New Jersey Inc. (Point-of-Service)

700 E. Gate Drive, Suite 210, Mt. Laurel, N.J. 08054; 609-866-7880; fax: 609-866-2801

Staff	
Physicians	1,635
Patients/physician	31
Specialists	2,235

Facilities	
Hospitals	49
Pharmacies	1,270

Users	
Employer/payer groups	252
Employees & dependents	51,345
Total	51,345

Service area: New Jersey: Atlantic, Bergen, Burlington, Camden, Cape May, Cumberland, Essex, Gloucester, Hudson, Mercer, Middlesex, Monmouth, Morris, Ocean, Passaic, Salem, Somerset, Sussex, Union and Warren counties and portions of Hunerdon county.
Officers: James McLane, president; Kaye Morrow, executive director; Dr. Harvey Nassau, medical director.
Contact: Connie Hayes.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of Northern New Jersey Inc./Comed HMO

3 Stewart Court, Denville, N.J. 07834; 201-328-4200; fax: 201-328-7220

Staff	
Physicians	955
Specialists	1,877

Facilities	
Hospitals	91

Users	
Total	135,927

Operational date: March 1988.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: New Jersey: Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union and Warren counties.
Officers: Debbie Kelly, provider relations manager; Mary Ward, member services manager; Tom Garvey, executive director; Dr. Malcolm H. Moss, medical director; Rosie Jervis, quality assurance manager; Sharon Seitzman, director-health services; Susan Hamburg, health services manager; Chan Wheeler, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Flagship Health Systems Inc.

959 Route 46, Parsippany, N.J. 07054; 201-299-2500; fax: 201-334-0303

Specialty HMO providing dental services only

Staff	
Dentists	367
Patients/dentist	60
Board-certified	100%
Administrative	225

Users	
Employer/payer groups	137
Single & family coverage	10,363
Employees & dependents	22,223
Total	22,223

Operational date: 1986.
Certified in: New Jersey.
Model type: IPA.
For profit.
Ownership: Delta Dental Plan of New Jersey.
Service area: New Jersey. Contracts with Delta Dental Plans in Arizona, California, Colorado, Florida, Illinois, Kentucky, Massachusetts, Michigan, Minnesota, Missouri and Wisconsin.
Services: Dental.
Rating options: Adjusted community rating.
Point-of-service contracts.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Walter Van Brunt, president; Dr. Elizabeth Roberts, executive director; Douglas Smyth, marketing director.
Contact: Douglas Smyth.

Garden State Health Plan

DMAHS-CN712, Trenton, N.J. 08625; 609-588-3526

Staff	
Physicians	220
Administrative	40

Locations	
Administrative	1

Users	
Total	16,000

Federally qualified.
Certified in: New Jersey.
Model type: Network.
Not for profit.
Ownership: New Jersey Department of Medical Assistance & Health Services.
Service area: New Jersey: Atlantic, Burlington, Camden, Essex, Mercer, Middlesex, Morris, Passaic, Sussex and Union counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and home health. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Officers: Judith Champion, executive director; Dr. Jill Simone, medical director; Robert Callahan, marketing director.

HIP/Rutgers Health Plan

1 Worlds Fair Drive, Somerset, N.J. 08873; 908-560-9898; fax: 908-469-8171

Staff	
Physicians	127
Patients/physician	1,407
Board-certified	88%
Specialists	123
Administrative	218

Facilities	
Hospitals	39
Pharmacies	116

Locations	
Administrative	3.2
Primary care	14

Users	
Employer/payer groups	2,808
Single coverage	37,936
Family coverage	27,575
Employees & dependents	146,002
Total	179,694
Average hospital stay	4.07 days
Hospital admission/1,000 members	84.8

Revenues	
1992	$284,631,583
1991	$241,107,598

Operational date: July 1976.
Federally qualified.
Certified in: New Jersey.
Model type: Group.
Not for profit.
Ownership: Health Insurance Plan of Greater New York.
Service area: New Jersey: Bergen, Burlington (excluding Bass River), Camden, Eastern Passaic (east of and including Pompton Lakes), Essex, Gloucester, Hudson, Middlesex, Somerset, Mercer, Union and portions of Morris, Monmouth and Hunterdon counties. Contracts with The HMO Group.
Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, home care, skilled nursing facility care and short-term rehabilitation care. Options include prescriptions; chiropractors; hearing aids; expanded substance abuse, vision and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $170.66 single, $431.99 family; adjusted community rating.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Victoria Wicks, president; Dr. Paul Lenz, medical director; Susan H. Kavanagh, senior vp-administration; Stephen Sparer, vp-marketing; Louis Hanson, vp-finance.
See Health Insurance Plan of Greater New York consolidated listing under New York.

HMO Blue

3 Penn Plaza E., Newark, N.J. 07105; 201-466-7445; fax: 201-466-8126

Staff	
Physicians	1,343
Patients/physician	72
Board-certified	95%
Specialists	4,675
Administrative	24

Facilities	
Hospitals	56

Locations	
Administrative	1
Primary care	1,343

Users	
Employer/payer groups	881
Employees & dependents	70,801
Total	70,801
Average hospital stay	4.8 days
Hospital admission/1,000 members	75

Revenues	
1992	$112,465,477
1991	$99,784,086

Operational date: January 1973.
Federal qualification pending.
Certified in: New Jersey, Pennsylvania.
NCQA qualification pending.
Model type: Individual Practitioner Network/staff.
For profit.
Ownership: Blue Cross Blue Shield of New Jersey.
Service area: New Jersey; Pennsylvania: portions of Bucks county. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Officers: Donna Celestini, vp; Dr. Stanley Kramer, medical director; Stephen Manobianco, marketing director.

Health Maintenance Organization of New Jersey Inc./U.S. Healthcare

55 Lane Road, Fairfield, N.J. 07004-1098; 201-575-5600; fax: 201-244-3990

Staff	
Physicians	1,226
Specialists	4,626

Users	
Employees & dependents	425,000
Total	425,000
Average hospital stay	5.06 days
Hospital admission/1,000 members	85.82

Revenues	
1992	$659,922,000
1991	$541,875,000

Operational date: February 1983.
Federally qualified.
Certified in: New Jersey.
NCQA accredited.
Service area: New Jersey.
Rating options: Community rating: $195.90 single, $511.70 family.
Point-of-service contracts: 2% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Officers: Leonard Abramson, president; Dr. Howard D. Arkans, Dr. Andrew P. Schuyler, Dr. Donald H. Wernsing, medical directors.
Contact: Thomas J. McParland Jr., vp, 215-283-6706.
See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

MetLife HealthCare Network of Northern New Jersey Inc.

485 Route 1 S., Suite 120, Iselin, N.J. 08830; 908-602-6500

Staff	
Physicians	598
Patients/physician	17.2
Board-certified	90%
Specialists	986

Facilities	
Hospitals	3

Locations	
Administrative	1

Users	
Employer/payer groups	221
Employees & dependents	10,260
Total	10,260
Average hospital stay	4.5 days
Hospital admission/1,000 members	56.6

Revenues	
1992	$25,901,512
1991	$10,929,083

Operational date: August 1987.
Certified in: New Jersey.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: New Jersey: Bergen, Essex, Mercer, Middlesex, Monmouth, Morris, Orange, Passaic, Somerset and Union.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; Child, Women's and Men's Health Initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: John D. Moynahan Jr., chairman; Carl J. Barrera, Thomas G. Hogan Jr., Dr. William T. Friedewald, James P. Galasso, directors; Dr. James G. Lione, medical director; Sheila O'Conner, president/CEO; Joseph A. Reali, assistant vp; Louis J. Ragusa, secretary; Michael F. Tietz, assistant secretary; Paul F. Delaney, assistant treasurer.
Contact: Jim Gidicsin, 203-454-6133.

PruCare HMO

400 Rella Blvd., Suite 300, Suffern, N.Y. 10901; 914-368-4497; fax: 914-368-9899

Staff	
Physicians	3,182
Patients/physician	27
Board-certified	75.83%
Specialists	4,517
Administrative	2,000

Facilities	
Hospitals	110
Pharmacies	778

Locations	
Administrative	4
Primary care	5,660

Users	
Employer/payer groups	287
Single coverage	20,120
Family coverage	22,095
Employees & dependents	86,404
Total	87,013

Figures as of 9/93.

Operational date: October 1986.
Federally qualified.
Certified in: Connecticut, New Jersey, New York.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Connecticut: four counties; New Jersey: 21 counties; New York: nine counties.
Services: Standard package. Other services include chiropractors, vision (New Jersey only), substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, dental and vision (in Connecticut and New York).
Rating options: Community rating: $164.85 single, $403.88 family (New Jersey); $141.11 single, $352.80 family (New York); $170.49 single, $443.31 family (Connecticut); community rating by class.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Anne Bossi, vp-Northeastern group operations; Paul Conlin, vp-operations; Dr. Judith Taylor, medical director; John LeDell, vp/chief marketing officer-Northeastern group operations.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare Plus-Tri State (Point-of-Service)

400 Rella Blvd., Suite 300. Suffern, N.Y. 10901; 914-368-4497; fax: 914-368-9899

Staff	
Physicians	3,188
Patients/physician	131
Board-certified	75.83%
Specialists	4,523
Administrative	2,000

Facilities	
Hospitals	110
Pharmacies	778

Locations	
Administrative	4
Primary care	6,074

Users	
Employer/payer groups	418
Single coverage	89,472
Family coverage	109,355
Employees & dependents	417,537
Total	418,064

Figures as of 9/93.

Operational date: May 1986.
Certified in: Connecticut, New Jersey, New York.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Connecticut: four counties; New Jersey: 21 counties; New York: nine counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Anne Bossi, vp-Northeastern group operations; Paul Conlin, vp-operations; Dr. Judith Taylor, medical director; John LeDell, vp/chief marketing officer-Northeastern group operations.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Health Care Plan Inc*.

56 N. Livingston Ave., Roseland, N.J. 07068; 201-716-8000

Staff	
Physicians	13,666
Specialists	32,050
Administrative	4,407

Facilities	
Hospitals	641
Pharmacies	5,480

Locations	
Administrative	36
Primary care	12,609

Users	
Employer/payer groups	12,695
Single coverage	236,423
Family coverage	175,877
Employees & dependents	744,725
Total	1,265,982

Service area: Arkansas, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Maryland, Massachusetts, Missouri, New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Utah, Virginia.
** Figures are consolidated, including all HMOs in this organization.*

Prudential Health Care Plan Inc. (Point-of-Service)*

56 N. Livingston Ave., Roseland, N.J. 07068; 201-716-8000

Staff	
Physicians	20,743
Specialists	39,677
Administrative	4,377

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Facilities

Hospitals	838
Pharmacies	5,587

Locations

Administrative	38
Primary care	16,151

Users

Employer/payer groups	7,795
Single coverage	272,755
Family coverage	301,836
Employees & dependents	1,248,633
Total	1,894,345

Service area: Arkansas, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Maryland, Massachusetts, Minnesota, Missouri, New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Utah, Virginia.

** Figures are consolidated, including all POSs in this organization.*

Sanus Corp. Health Systems*

1 Parker Plaza, 400 Kelby St., Fort Lee, N.J. 07024; 201-947-6000; fax: 201-947-9442

Staff

Physicians	4,319
Patients/physician	182
Board-certified	85%
Specialists	11,633

Facilities

Hospitals	306
Pharmacies	3,633

Locations

Administrative	6

Users

Employer/payer groups	3,893
Total	786,549

Revenues

1992	$895,000,000
1991	$777,000,000

Federally qualified.
Certified in: District of Columbia, Illinois, Maryland, Missouri, New Jersey, New York, Texas, Virginia.
NCQA qualification pending.
Model type: IPA/network.
For profit.
Ownership: New York Life Insurance Co.
Service area: District of Columbia, Illinois, Maryland, Missouri, New Jersey, New York, Texas, Virginia. Contracts with UltraLink and HMO National Network.
Services: See regional listings.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Howard Waltman, chairman; Joseph T. Lynaugh, president; Marge Jackson, COO; Dr. John Roglieri, medical director; Martin B. Rosen, vp-marketing; Theodora Waltman, executive vp.

** Figures are consolidated, including all HMOs in this organization.*

See Sanus Health Plan of Greater New York/New Jersey under New York for regional information.

NEW MEXICO

HMO New Mexico Inc.

12800 Indian School Road, Albuquerque, N.M. 87112; 505-291-6945; fax: 505-295-2511

Staff

Physicians	210
Patients/physician	91.2
Board-certified	83%
Specialists	450

Facilities

Hospitals	9
Pharmacies	57

Locations

Administrative	1

Users

Employer/payer groups	114
Single coverage	845
Family coverage	2,268
Employees & dependents	19,147
Total	19,147
Average hospital stay	4.6 days
Hospital admission/1,000 members	71.8

Revenues

1992	$20,119,434
1991	$14,838,674

Operational date: September 1985.
Federally qualified.
Certified in: New Mexico.
Model type: IPA.
Ownership: Blue Cross & Blue Shield of New Mexico.
Service area: New Mexico: Bernalillo, Dona Ana, Los Alamos, McKinley, Mora, San Miguel, Sandovol, Santa Fe, Socorro, Torrance and Valencia counties.
Services: Standard package. Other services include chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing independent labs.
Rating options: Community rating by class.
Point-of-service contracts.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Blair Christensen, president/executive director; Dr. Barry Silbaugh, medical director; Bill Jeffries, marketing director.

Lovelace Health Plan

5301 Central N.E., Suite 500, Albuquerque, N.M. 87108; 505-262-7510; fax: 505-262-7545

Staff

Physicians	188
Patients/physician	708
Board-certified	85%
Specialists	458
Administrative	157

Facilities

Hospitals	14
Pharmacies	24

Locations

Administrative	3
Primary care	15

Users

Employer/payer groups	430
Single coverage	21,479
Family coverage	28,013
Employees & dependents	133,141
Total	139,598
Average hospital stay	4.31 days
Hospital admission/1,000 members	41.2

Operational date: January 1973.
Federally qualified.
Certified in: New Mexico.
Model type: Group/IPA/staff.
For profit.
Ownership: CIGNA Corp.
Service area: New Mexico: Bernalillo, Dona Ana, Los Alamos, Otero, Rio Arriba, San Miguel, Sandoval, Santa Fe, Sierra and Valencia counties.
Services: Standard package. Other services include chiropractors, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision, dental, substance abuse and health education. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $155.39 single, $404.02 family.
Point-of-service contracts: 3% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided quarterly or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Dr. Derick Pasternak, president/CEO; Dr. John Lucas, chief medical officer; Phyllis Freyer, sales vp; Michael Huesman, associate administrator-managed care; Rick Doxtator, CFO.
Contact: Caroline Jehle, sales director, 505-262-7510 ext. 8027.

See CIGNA Corp. consolidated listing under Connecticut.

QualMed Plans for Health Inc.

6100 Uptown Blvd. N.E., Suite 400, Albuquerque, N.M. 87110; 505-889-8800; fax: 505-889-8819

Staff

Physicians	222
Patients/physician	133
Specialists	787

Facilities

Hospitals	9
Pharmacies	45

Locations

Administrative	2

Users

Employer/payer groups	435
Employees & dependents	28,995
Total	29,613
Average hospital stay	3.51 days
Hospital admission/1,000 members	56

Revenues

1992	$31,018,705
1991	$25,026,807

Service area: New Mexico: Bernalillo, Los Alamos, Mora, Rio Arriba, Sandoval, San Miguel, Santa Fe, Taos, Torrance and Valencia counties. Contracts with Preferred Health Network in California, Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.
Services: Standard package. Other services include chiropractors, psychiatry, podiatry and OB/Gyn. Options include prescriptions, vision, dental, substance abuse and durable medical equipment. Diagnostic testing by independent labs.
Officers: Michael Mayer, president/executive director; Catharine Kincaid, medical director; Sue Woodard, sales director.
Contact: Sue Woodard.

See QualMed Inc. consolidated listing under Colorado.

NEW YORK

Aetna Health Plans of New York Inc.

2700 Westchester Ave., Suite 102, Purchase, N.Y. 10577; 914-251-8649; fax: 914-251-1537

Users

Employer/payer groups	460
Employees & dependents	25,246
Total	26,454

Operational date: July 1986.
Certified in: New York.
NCQA qualification pending.
Service area: New York: Bronx, Dutchess, Kings, Nassau, New York, Orange, Putnam, Queens, Richmond, Rockland, Suffolk, Sullivan, Ulster and Westchester counties.
Officers: James McLane, president; Angelo D'Ascoli, executive director; Dr. Franklin Brosgol, medical director.
Contact: Laurie Matochik.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of New York Inc. (Point-of-Service)

2700 Westchester Ave., Suite 102, Purchase, N.Y. 10577; 914-251-8649; fax: 914-251-1537

Staff

Physicians	2,035
Patients/physician	24
Board-certified	70%
Specialists	3,055

Facilities

Hospitals	61
Pharmacies	1,322

Users

Employer/payer groups	223
Employees & dependents	49,391
Total	49,391

Service area: New York: Bronx, Dutchess, Kings, Nassau, New York, Orange, Putnam, Queens, Richmond, Rockland, Suffolk, Sullivan, Ulster and Westchester counties.
Officers: James McLane, president; Angelo D'Ascoli, executive director; Dr. Franklin Brosgol, medical director.
Contact: Laurie Matochik.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Upstate New York (Point-of-Service)

620 Erie Blvd. W., Syracuse, N.Y. 13221; 315-424-5830; fax: 315-424-4685

Staff

Physicians	345
Patients/physician	7
Board-certified	84.9%
Specialists	551

Facilities

Hospitals	12
Pharmacies	208

Users

Employer/payer groups	15
Employees & dependents	2,414
Total	2,414

Service area: New York: Broome, Cayuga, Chemung, Chenango, Cortland, Onondaga, Oswego, Tioga and Tompkins counties and portions of Steuben county.
Officers: James McLane, president; Dr. Andrew Merritt, medical director; Robin Downey, marketing director.
Contact: Jane Dischner.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Western New York (Point-of-Service)

620 Erie Blvd. W., Syracuse, N.Y. 13321; 315-424-5830; fax: 315-424-4685

Staff

Physicians	99
Patients/physician	0.96
Board-certified	77.8%
Specialists	334

Facilities

Hospitals	11
Pharmacies	328

Users

Employer/payer groups	1
Employees & dependents	96
Total	96

Service area: New York: Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans and Wyoming counties.
Officers: James McLane, president; Dr. Andrew Merritt, medical director; Robin Downey, marketing director.
Contact: Jane Dischner.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Blue Choice

150 E. Main St., Rochester, N.Y. 14647; 716-454-1700; fax: 716-238-4557

Staff

Physicians	824
Patients/physician	598
Board-certified	74%
Specialists	1,698
Administrative	100

Facilities

Hospitals	15
Pharmacies	190

Locations

Administrative	1
Primary care	4

Users

Employer/payer groups	4,662
Single coverage	100,776
Family coverage	100,161
Employees & dependents	416,708
Total	449,048
Average hospital stay	4.41 days
Hospital admission/1,000 members	86

Revenues

1992	$452,375,000
1991	$364,321,124

Operational date: January 1985.
Certified in: New York.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: Blue Cross.
Service area: New York: Livingston, Monroe, Ontario, Seneca, Wayne and Yates counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, chiropractors and durable medical equipment. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $126.93 single, $336.35 family.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Howard Berman, president/CEO; Peter Wood, vp; Steven Kousouris, vp-marketing.

Capital District Physicians Health Plan

One Columbia Circle, Albany, N.Y. 12203; 518-452-1941; fax: 518-452-0003

Staff

Physicians	437
Board-certified	85%
Specialists	1,448

Facilities

Hospitals	12
Pharmacies	41

Locations

Administrative	1
Primary care	437

Users

Employer/payer groups	1,263
Single coverage	39,592
Family coverage	40,214
Employees & dependents	132,686
Total	132,686
Average hospital stay	4.32 days
Hospital admission/1,000 members	93

Revenues

1992	$155,683,323
1991	$129,591,016

Operational date: July 1984.
Certified in: New York.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: Group of doctors.
Service area: New York: Albany, Columbia, Greene, Rensselaer, Saratoga, Schenectady and Schoharie counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental.
Rating options: Community rating: $135.06 single, $351.16 family.
Point-of-service contracts: 1% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually.
Officers: Diane E. Bergman, executive director; Dr. Barry Schwartz, medical director; Peggy Smyth Bonneau, marketing director.

ChoiceCare Long Island

395 N. Service Road, Melville, N.Y. 11747; 516-694-4000; fax: 516-694-5780

Staff

Physicians	549
Patients/physician	78
Specialists	992
Administrative	154

Facilities

Pharmacies	35,000

Locations

Administrative	1
Primary care	640

Users

Employer/payer groups	456
Single coverage	5,639
Family coverage	8,230
Employees & dependents	21,568
Total	35,437
Average hospital stay	5.2 days
Hospital admission/1,000 members	94

Operational date: October 1985.
Certified in: New York.
Model type: IPA.
Ownership: Winthrop University Hospital, Health Care Plan.
Service area: New York: Nassau, Queens and Suffolk counties.
Services: Standard package. Other services include psychiatry, podiatry and OB/Gyn. Options include prescriptions, dental, substance abuse and durable medical equipment. Diagnostic testing by independent labs.
Rating options: Community rating: $156.40 single, $406.64 family.
Point-of-service contracts: 3% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually.
Officers: David S. Reynolds, president; Edward J. Marine, chief medical officer; Thomas Delaney, vp-marketing; Lloyd S. Strauss, CFO/vp-administration.

CIGNA HealthCare of New York Inc.

1010 Northern Blvd., Suite 324, Great Neck, N.Y. 11021; 516-466-1000; fax: 516-466-1125

Staff

Physicians	2,353
Specialists	1,800

Facilities

Hospitals	132

Users

Total	60,660

Operational date: April 1985.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: New York: Bronx, Kings, Nassau, New York, Orange, Putnam,

Continued on next page

Continued from previous page
Queens, Richmond, Rockland, Suffolk, and Westchester counties.

Officers: Eleanor Sorrentino, provider relations manager; Carla Beltano, member services manager; Tracy Bahl, executive director; Dr. Jonathan Kaplan, medical director; Gina Kolen, quality assurance manager/health services; Peg Blake, utilization review supervisor; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

Community Blue-The HMO of Blue Cross & Blue Shield of Western New York Inc.

1901 Main St., Buffalo, N.Y. 14240; 716-884-2800; fax: 716-887-8993

Staff	
Physicians	1,750
Patients/physician	89
Board-certified	78%
Specialists	935
Facilities	
Hospitals	34
Pharmacies	363
Locations	
Administrative	1
Users	
Employer/payer groups	1,675
Single coverage	22,156
Family coverage	32,047
Employees & dependents	146,986
Total	153,375
Average hospital stay	4.4 days
Hospital admission/1,000 members*	358
Revenues	
1992	$169,143,887
1991	$143,692,996

** Figures are from 1/1/92.*

Operational date: August 1985.
Certified in: New York.
NCQA accredited.
Model type: IPA.
Not for profit.
Ownership: Blue Cross & Blue Shield of Western New York Inc.
Service area: New York: Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans and Wyoming counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, OB/Gyn, ways to wellness and well baby care. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $81.08 single, $218.11 family.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually.
Officers: Richard A. Villari, president; Marylee Campbell-Wisley, vp; Dr. Franklyn Campagna, medical director; Jeffrey W. Werner, vp-marketing.

Community Health Plan Inc.*

1202 Troy-Schenectady Road, Latham, N.Y. 12110; 518-783-1864; fax: 518-783-1109

Staff	
Physicians	461
Patients/physician	1,700
Board-certified	94%
Specialists	844
Facilities	
Hospitals	35
Pharmacies	271
Locations	
Administrative	5
Primary care	110
Users	
Employer/payer groups	5,000
Single coverage	44,633
Family coverage	45,935
Employees & dependents	226,004
Total	277,302
Average hospital stay	4.6 days
Hospital admission/1,000 members	61.3
Revenues	
1992	$303,015,824
1991	$251,500,455

Operational date: January 1977.
Federally qualified.
NCQA qualification pending.
Model type: Group/staff/network.
Not for profit.
Service area: Massachusetts; New Hampshire; New York; Vermont. Contracts with The HMO Group.
Services: Standard package. Other services include vision, substance abuse, psychiatry and OB/Gyn. Options include prescriptions, dental and durable medical equipment. Diagnostic testing by HMO and independent labs.
Rating options: Community rating.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: John Baackes, president; Dr. Bruce Nash, medical director; Maureen West, marketing director; Carole Cusack, CFO; Zelda Geyer-Sylvia, director-operations; Alden Doolittle, vp.

** Figures are consolidated, including all HMOs in this organization.*

Community Health Plan of Bassett

1 Atwell Road, Cooperstown, N.Y. 13326; 607-547-9244; fax: 607-547-9435

Staff	
Physicians	56
Patients/physician	1,700
Board-certified	96%
Specialists	115
Facilities	
Hospitals	3
Pharmacies	53
Locations	
Administrative	1
Primary care	24
Users	
Single coverage	3,160
Family coverage	3,357
Employees & dependents	17,148
Total	17,462

Service area: New York: Chenango, Delaware, Herkimer, Madison, Otsego and Schoharie counties. Contracts with The HMO Group.
Officers: Dr. Gerald Groff, regional medical director; Christine Lilly, regional marketing manager; Joanne Boise, regional administrator.

See Community Health Plan Inc. consolidated listing under New York.

Community Health Plan: Capital Area Region

1202 Troy-Schenectady Road, Latham, N.Y. 12110; 518-783-1864; fax: 518-785-1109

Staff	
Physicians	119
Patients/physician	1,700
Board-certified	99%
Specialists	323
Facilities	
Hospitals	16
Pharmacies	44
Locations	
Administrative	1
Primary care	16
Users	
Single coverage	17,480
Family coverage	17,225
Employees & dependents	85,470
Total	90,251

Service area: New York: Albany, Columbia, Greene, Fulton, Hamilton, Montgomery, Saratoga, Schenectady, Rensselaer, Warren and Washington counties. Contracts with The HMO Group.
Officers: Dr. Frank Schultz, regional medical director; Carole Montepare, regional marketing manager; Lewis Bergman, regional administrator.

See Community Health Plan Inc. consolidated listing under New York.

Community Health Plan: Hudson Valley Region

160 Union St., Poughkeepsie, N.Y. 12601; 914-471-2368; fax: 914-471-2584

Staff	
Physicians	54
Patients/physician	1,700
Board-certified	95%
Specialists	157
Facilities	
Hospitals	6
Pharmacies	29
Locations	
Administrative	1
Primary care	13
Users	
Single coverage	6,639
Family coverage	7,282
Employees & dependents	37,852
Total	39,534

Service area: New York: Dutchess, Orange, Putnam and Ulster counties. Contracts with The HMO Group.
Officers: Dr. Dennis Angellis, regional medical director; Jeff Ritter, regional marketing manager; Steve Smith, regional administrator.

See Community Health Plan Inc. consolidated listing under New York.

HMO-CNY Inc./ Foundation Health Plan

344 S. Warren St., P.O. Box 4712, Syracuse, N.Y. 13221-4712; 315-448-6820; fax: 315-448-6802

Staff	
Physicians	114
Patients/physician	162
Specialists	830
Facilities	
Hospitals	2
Locations	
Administrative	1
Users	
Employer/payer groups	137
Single coverage	2,933
Family coverage	4,576
Total	18,467
Average hospital stay	2.89 days
Hospital admission/1,000 members	126.52

Operational date: May 1988.
Certified in: New York.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of Central New York.
Service area: New York: Broome, Chenango, Cortland, Delaware and Tioga counties; Pennsylvania: Bradford and Susquehanna counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating: $167.62 single, $419.05 family.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually upon request.
Billing: Consolidated billing for national accounts.
Officers: George W. Manton, president/CEO; Joseph F. Buttiglieri, vp/COO; Dr. Edward Cox, medical director; Patrick McGuigan, marketing director.

HMO-CNY Inc./Independent Prepaid Health Plan

344 S. Warren St., P.O. Box 4712, Syracuse, N.Y. 13221-4712; 315-448-6820; fax: 315-448-6802

Staff	
Physicians	198
Patients/physician	105
Specialists	830
Facilities	
Hospitals	6
Locations	
Administrative	1
Users	
Employer/payer groups	215
Single coverage	3,271
Family coverage	5,186
Total	20,733
Average hospital stay	3.61 days
Hospital admission/1,000 members	115.54

Operational date: May 1988.
Certified in: New York.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of Central New York.
Service area: New York: Onondaga and Oswego counties and portions of Cayuga, Cortland and Madison counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating: $172.89 single, $432.25 family.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually upon request.
Billing: Consolidated billing for national accounts.
Officers: George W. Manton, president/CEO; Joseph F. Buttiglieri, vp/COO; Dr. Richard Lockwood, medical director; Patrick McGuigan, marketing director.

Health Care Plan

900 Guaranty Building, Buffalo, N.Y. 14202; 716-847-1480; fax: 716-847-1817

Staff	
Physicians	62
Patients/physician	1,350
Board-certified	98%
Specialists	150
Facilities	
Hospitals	6
Locations	
Administrative	1
Users	
Employer/payer groups	1,020
Single coverage	14,377
Family coverage	19,057
Employees & dependents	76,383
Total	84,094
Average hospital stay	3.6 days
Hospital admission/1,000 members	67
Revenues	
1992	$89,196,000
1991	$103,217,000

Operational date: September 1978.
Federally qualified.
Certified in: New York.
NCQA qualification pending.
Model type: Staff.
Not for profit.
Service area: New York: Cattaraugus, Erie, Niagara and Wyoming counties. Contracts with The HMO Group.
Services: Standard package. Other services include vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions and durable medical equipment. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $113.41 single, $291.46 family.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Dr. Arthur R. Goshin, president/CEO; Dr. Edward J. Marine, medical director; Stanley J. Duda, marketing director.

Health Insurance Plan of Greater New York*

7 W. 34th St., New York, N.Y. 10001; 212-630-5000; fax: 212-630-5106

Staff	
Physicians	1,039
Board-certified	74%
Specialists	2,278
Administrative	1,691
Facilities	
Hospitals	67
Pharmacies	1,623
Locations	
Administrative	5.2
Primary care	608
Users	
Employer/payer groups	10,000
Single coverage	285,603
Family coverage	239,994
Employees & dependents	1,032,817
Total	1,152,055
Revenues	
1992	$1.64 billion
1991	$1.42 billion

Certified in: Florida, New Jersey, New York.
Not for profit.
Service area: Florida, New Jersey, New York. Contracts with The HMO Group.
Officers: Anthony L. Watson, president/CEO; Bernard J. Neeck, executive vp/CFO; Dr. Jesse H. Jampol, senior vp-professional affairs/medical director; John J. Klitsch, vp-marketing/sales; Stephen I. Lewis, first senior vp; Victor Rondina, COO; Maxine Fass, senior vp/general counsel; Marc M. Stein, senior vp-finance; Daniel P. Kennedy, senior vp-underwriting; Karen Wintringham, senior vp-corporate development; John Fritts, vp-MIS.
Contact: Marketing, 800-447-5654.

** Figures are consolidated, including all PPOs in this organization.*

Health Insurance Plan of Greater New York

7 W. 34th St., New York, N.Y. 10001; 212-630-5000; fax: 212-630-5106

Staff	
Physicians*	618
Patients/physician	1,468
Board-certified	68%
Specialists	1,112
Administrative	1,326
Facilities	
Hospitals	20
Pharmacies	1,411
Locations	
Administrative	1
Primary care	43
Users	
Employer/payer groups	7,000
Single coverage	242,606
Family coverage	196,945
Employees & dependents	861,169
Total	944,030

** Figures include Ob/Gyn.*

Operational date: March 1947.
Certified in: New York.
NCQA qualification pending.
Model type: Group.
Service area: New York: Bronx, Kings, Nassau, New York, Queens, Richmond and Westchester counties and portions of Suffolk County. Contracts with The HMO Group.
Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $141.41 single, $346.47 family.
Point-of-service contracts: 2% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Anthony L. Watson, president/CEO; Bernard J. Neeck, executive vp/CFO; Dr. Jesse H. Jampol, senior vp-professional affairs/medical director; John J. Klitsch, vp-marketing/sales; Stephen I. Lewis, first senior vp; Victor Rondina, COO; Maxine Fass, senior vp/general counsel; Marc M. Stein, senior vp-finance; Daniel P. Kennedy, senior vp-underwriting; Karen Wintringham, senior vp-corporate development; John Fritts, vp-MIS.
Contact: Marketing, 800-447-5654.

See Health Insurance Plan of Greater New York consolidated listing under New York.

Health Services Medical Corp. of Central New York Inc./Prepaid Health Plan

8278 Willett Parkway, Baldwinsville, N.Y. 13027; 315-638-2133; fax: 315-638-0985

Staff	
Physicians	61
Patients/physician	1,000
Board-certified	97%
Specialists	494
Administrative	155
Facilities	
Hospitals	6
Pharmacies	9
Locations	
Administrative	1
Primary care	7
Users	
Employer/payer groups	507
Single coverage	6,245
Family coverage	10,438
Employees & dependents	41,642
Total	42,959
Average hospital stay*	4.99 days
Hospital admission/1,000 members*	64
Revenues	
1992	$65,819,222
1991	$58,986,772

** Figures are from 12/31/92; figures include maternity, newborn, chemical dependency and mental health patients.*

Operational date: September 1977.
Federally qualified.
Certified in: New York.
NCQA qualification pending.
Model type: Group.
Not for profit.
Ownership: Health Services Medical Corp. of Central New York Inc.
Service area: New York: Cortland, Onondaga and portions of Cayuga, Madison and Oswego counties. Member of The HMO Group.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by HMO.
Rating options: Community rating: $150.49 single, $384.19 family.
Point-of-service contracts: 1% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or upon request.
Officers: Frederick F. Yanni Jr., president/CEO; Robert S. Wilkinson, executive vp; Dr. Judith Setla, vp-medical affairs; James N. Jerose, senior vp-market-

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ing; Michael McLean, executive vp-planning/development; Timothy E. Gorman, senior vp/corporate counsel.

Health Services Medical Corp. of Central New York Inc./ Prepaid Health Plan/ Slocum-Dickson Medical Network

8278 Willett Parkway, Baldwinsville, N.Y. 13027; 315-638-2133; fax: 315-638-0985

Staff

Physicians	29
Patients/physician	300
Board-certified	95%
Specialists	102
Administrative	150

Facilities

Hospitals	8
Pharmacies	69

Locations

Administrative	2
Primary care	11

Users

Employer/payer groups	132
Single coverage	1,344
Family coverage	1,722
Employees & dependents	7,201
Total	7,241
Average hospital stay*	4.2 days
Hospital admission/1,000 members*	96.5

Revenues

1992	$65,819,222
1991	$58,986,772

** Figures are from 12/31/92; figures include maternity, newborn, chemical dependency and mental health patients.*

Operational date: December 1987.
Certified in: New York.
NCQA qualification pending.
Model type: Network.
Not for profit.
Ownership: Health Services Medical Corp. of Central New York Inc.
Service area: New York: Herkimer, Oneida and portions of Madison counties. Member of The HMO Group.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating: $140.37 single, $349.24 family.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or upon request.
Officers: Frederick F. Yanni Jr., president/CEO; Robert S. Wilkinson, executive vp; Dr. Judith Setla, vp-medical affairs; James N. Jerose, senior vp-marketing; Michael McLean, executive vp-planning/development; Timothy E. Gorman, senior vp/corporate counsel.

Independent Health

511 Farber Lakes, Buffalo, N.Y. 14221; 716-631-5731; fax: 716-631-0430

Staff

Physicians	807
Patients/physician	335
Board-certified	71%
Specialists	1,087

Facilities

Hospitals	32
Pharmacies	345

Locations

Administrative	1

Users

Employer/payer groups	1,571
Single coverage	45,769
Family coverage	63,584
Employees & dependents	255,588
Total	262,622
Average hospital stay	4.24 days
Hospital admission/1,000 members	100

Revenues

1992	$224,055,000
1991	$166,196,000

Operational date: February 1980.
Federally qualified.
Certified in: New York.
NCQA qualification pending.
Model type: IPA.
Ownership: Individual Practice Assn. of Western New York.
Service area: New York: Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans and Wyoming counties. Contracts with HMO National Network, National Managed Care Inc. and UltraLink.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and emergency medical coverage worldwide. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $99.70 single, $269.68 family.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually.
Officers: Frank Colantuono, president; Dr. Robert Kohn, medical director; Jack Hoerner, marketing director.
Contact: Barbara Byers.

Independent Health-Hudson Valley

200 White Plains Road, Tarrytown, N.Y. 10591; 914-631-0939; fax: 914-631-4870

Staff

Physicians	491
Patients/physician	46.04
Board-certified	97%
Specialists	858
Administrative	32.5

Facilities

Hospitals	40
Pharmacies	223

Locations

Administrative	1
Primary care	571

Users

Employer/payer groups	508
Single coverage	4,679
Family coverage	5,295
Employees & dependents	22,520
Total	22,608
Average hospital stay	4.1 days
Hospital admission/1,000 members	78

Revenues

1992	$24,269,400
1991	$17,637,500

Operational date: May 1986.
Federally qualified.
Certified in: New York.
NCQA pending qualification.
Model type: IPA.
Not for profit.
Service area: New York: Dutchess, Orange, Putnam, Rockland, Ulster and Westchester counties. Contracts with UltraLink.
Services: Standard package. Other services include substance abuse; psychiatry; durable medical equipment; OB/Gyn; immunizations/inoculations; allergy testing/treatment; radiation, inhalation and chemotherapy treatment. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating: $139.55 single, $133.61 for groups of 50 or more; $356.76 family, $342.04 for groups of 50 or more.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Officers: Frank Colantuono, president; William M. Yurkowski, executive director; Dr. Herbert Sperling, medical director; Peter Osinski, marketing director; Polly Ziskind, director-health care services.

Kaiser Permanente-Northeast Region

Pond View Corporate Center, 76 Batterson Park Road, Farmington, Conn. 06034; 203-678-6000; fax: 203-678-6140

Staff

Physicians	23
Board-certified	90%
Specialists	275
Administrative	67

Facilities

Hospitals	3
Pharmacies	4

Locations

Administrative	14
Primary care	4

Users

Employer/payer groups	984
Single coverage	8,641
Family coverage	7,315
Employees & dependents	32,492
Total	34,395
Average hospital stay*	5.3 days
Hospital discharges/1,000 members*	58

Revenues

1992	$198,517,127
1991	$172,665,126

** Average stay and discharge rate as of 7/92; average stay includes Connecticut, Massachusetts and New York service areas.*

Operational date: June 1979.
Service area: New York: Westchester county. Contracts with The HMO Group.
Services: Same services as consolidated listing excluding podiatry. Durable medical equipment is a standard service.
Rating options: Community rating.
Officers: Dr. David M. Lawrence, chairman/CEO; Michael M. Dudley, vp/regional manager; Dr. R. Simi Lyss, regional medical director-Northeast Permanente Medical Group; William E. Kramer, health plan manager.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

MVP Health Plan*

111 Liberty St., Schenectady, N.Y. 12305; 518-370-4793; fax: 518-370-0830

Staff

Physicians	806
Patients/physician	216
Board-certified	71%
Specialists	1,448
Administrative	250

Facilities

Hospitals	50
Pharmacies	3,825

Locations

Administrative	4

Users

Employer/payer groups	1,500
Single coverage	29,806
Family coverage	9,768
Employees & dependents	169,622
Total	169,622
Average hospital stay	4.4 days
Hospital admission/1,000 members*	84

Revenues

1992	$177,679,908
1991	$139,789,171

** Admissions includes newborns.*

Operational date: July 1983.
Federally qualified.
Certified in: New York, Vermont.
Model type: IPA.
Not for profit.
Service area: New York, Vermont. Contracts with National Managed Care Inc.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, hospice, skilled nursing facility, home health care and physical therapy. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $129.18 single, $326.19 family.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided.
Billing: Consolidated billing for national accounts.
Officers: David W. Oliker, president/CEO; Dr. Richard Lange, vp-medical affairs; Mary Bianchi, associate marketing director; Joseph Doherty, finance director; Linda Hutchins, health services director; Bruce Bickford, vp-operations; Dorothy Hartpence, member services director.
** Figures are consolidated, including all HMOs in this organization.*

MVP Health Plan

111 Liberty St., Schenectady, N.Y. 12305; 518-370-4793; fax: 518-370-0830

Staff

Physicians	791
Patients/physician	220
Board-certified	71%
Specialists	1,410

Facilities

Hospitals	48
Pharmacies	3,750

Locations

Administrative	4

Users

Employer/payer groups	1,500
Single coverage	29,786
Family coverage	9,719
Employees & dependents	169,445
Total	169,445
Average hospital stay	4.8 days
Hospital admission/1,000 members*	84

** Admissions includes newborns.*

Service area: New York: 24 counties. Contracts with National Managed Care Inc.
See MVP Health Plan consolidated listing under New York.

Managed Health Inc.

410 Lakeville Road, New Hyde Park, N.Y. 11042; 516-352-2999; fax: 516-352-4292

Staff

Physicians	35
Patients/physician	175
Board-certified	97%
Specialists	552
Administrative	6

Facilities

Hospitals	5
Pharmacies	1,162

Locations

Administrative	1
Primary care	6

Users

Employer/payer groups	148
Single coverage	1,591
Family coverage	1,282
Employees & dependents	6,127
Total	6,127
Average hospital stay	5.4 days
Hospital admission/1,000 members	70

Revenues

1992	$4,200,000
1991	$1,700,000

Operational date: October 1990.
Certified in: New York.
Model type: Group.
Not for profit.
Service area: New York: Nassau, Queens and Suffolk counties. Contracts with GHAA Reciprocity in Alabama, Connecticut, District of Columbia, Illinois, Indiana, Kansas, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Jersey, Ohio, Pennsylvania, Rhode Island, Vermont, Virginia, Washington and Wisconsin.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $129.74 single, $385.01 family.
Point-of-service contracts: 5% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. Jack Resnick, president/executive director; Richard Densing, marketing director; Neil Vogel, CFO.

MetLife HealthCare Network of New York Inc.

2929 Express Drive N., Hauppauge, N.Y. 11787; 516-348-4200

Staff

Physicians	1,746
Patients/physician	13.1
Board-certified	90%
Specialists	2,687

Facilities

Hospitals	4

Locations

Administrative	1

Users

Employer/payer groups	240
Employees & dependents	22,883
Total	22,883
Average hospital stay	4.9 days
Hospital admission/1,000 members	58.3

Revenues

1992	$54,803,512
1991	$36,682,995

Operational date: August 1987.
Certified in: New York.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: New York: Bronx, Dutchess, Kings, Hudson, Nassau, New York, Putnam, Queens, Richmond, Rockland, Suffolk, Ulster and Westchester counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; child, women's and men's health initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Point-of-service contracts.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: John D. Moynahan Jr., chairman; Carl J. Barrera, Thomas G. Hogan Jr., Dr. William T. Friedewald, James P. Galasso, directors; Dr. James G. Lione, medical director; Sheila O'Conner, president/CEO; Elizabeth A. Lorenz, vp-finance/treasurer; Joseph A. Reali, assistant vp; Louis J. Ragusa, secretary; Michael F. Tietz, assistant secretary; Paul F. Delaney, assistant treasurer.
Contact: Jim Gidicsin, 203-454-6133.

Physicians Health Services of New York Inc.

399 Knollwood Road, Suite 212, Crosswest Office Center, White Plains, N.Y. 10603; 914-682-8006; fax: 914-682-5692

Staff

Physicians	369
Patients/physician	49
Board-certified	86%
Specialists	514
Administrative	23

Facilities

Hospitals	9
Pharmacies	221

Locations

Administrative	1

Users

Employer/payer groups	450
Single coverage	4,590
Family coverage	4,165
Employees & dependents	18,406
Total	18,498
Average hospital stay	5.19 days
Hospital admission/1,000 members	76

Revenues

1992	$25,304,000
1991	$18,709,000

Service area: New York: Putnam and Westchester counties.
Officers: Philip J. Passantino, president; Dr. Albert F. Sheehy, medical director; Barbara Vernon, sales manager.
Contact: Barbara Vernon, 914-682-7122.
See Physicians Health Services Inc. consolidated listing under Connecticut.

Preferred Care

259 Monroe Ave., Rochester, N.Y. 14607-3699; 716-325-3920; fax: 716-325-3478

Staff

Physicians	674
Patients/physician	200
Board-certified	99%
Specialists	1,014
Administrative	230

Facilities

Hospitals	18
Pharmacies	300

Locations

Administrative	1
Primary care	1

Users

Employer/payer groups	2,200
Single coverage	24,000
Family coverage	26,638
Employees & dependents	108,800
Total	159,438
Average hospital stay	4.33 days
Hospital admission/1,000 members	82

Revenues

1992	$186,374,850
1991	$164,253,089

Operational date: November 1979.
Federally qualified.
Certified in: New York.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: Rochester Area Health Maintenance Organization Inc.
Service area: New York: Genesee, Livingston, Monroe, Ontario, Orleans, Seneca, Wayne, Wyoming and Yates counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors and vision. Diagnostic testing by independent labs.
Rating options: Community rating: $114.01 single, $303.89 family.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: John Urban, president; Diane Soehner, general manager; Dr. John C. Johns, medical director; Kathy Dahl, vp-human resources; Mary Moynihan, vp-medical services.

Sanus Health Plan of Greater New York/New Jersey

75-20 Astoria Blvd., Jackson Heights, N.Y. 11370; 718-899-5200; fax: 718-397-7026

Staff

Physicians*	1,207
Patients/physician	45
Board-certified	85%
Specialists	2,528
Administrative	215

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Facilities

Hospitals	115
Pharmacies	1,474

Locations

Administrative	1
Primary care	1,207

Users

Employer/payer groups	1,460
Single coverage	17,813
Family coverage	21,376
Employees & dependents	89,067
Total	89,067
Average hospital stay	5.2 days
Hospital admission/1,000 members	84.4

Revenues

1992	$96,690,073
1991	$64,507,218

**Figure as of 9/15/93*

Operational date: February 1987.
Federally qualified.
Certified in: New Jersey, New York.
NCQA qualification pending.
Model type: Group/IPA.
For profit.
Ownership: New York Life Insurance Co.

Service area: New Jersey: Bergen, Essex, Hudson, Middlesex, Monmouth, Morrison, Passaic, Somerset and Union counties; New York: Bronx, Kings, Manhattan, Nassau, Orange, Putnam, Queens, Richmond, Rockland, Suffolk and Westchester counties.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating: $168.93 single, $439.22 family.

Point-of-service contracts: 25% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Joseph Lynaugh, president; Ramon Rodriguez, executive director; Dr. Scott Cooper, medical director; Paul Philpott, marketing director; Peter Kase, deputy executive director.

See Sanus Corp. Health Systems consolidated listing under New Jersey.

Travelers Health Network of New York Inc.

5015 Campuswood Drive, Suite 303, East Syracuse, N.Y. 13057; 315-433-5700; fax: 315-433-5919

Staff

Physicians	2,169
Board-certified	94%
Specialists	5,374
Administrative	63

Facilities

Hospitals	107
Pharmacies	1,509

Locations

Administrative	2

Users

Employees & dependents	41,009
Total	41,009
Average hospital stay	6 days
Hospital admission/1,000 members	64

Operational date: June 1985.
Federally qualified.
Certified in: New Jersey, New York.
Model type: IPA.
For profit.
Ownership: Travelers Health Network Inc.

Service area: New Jersey: Bergen, Burlington, Camden, Essex, Gloucester, Hudson, Hunterdon, Mercer, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union and Warren counties; New York: Bronx, Cayuga, Kings, Madison, Nassau, New York, Onondaga, Oswego, Queens, Richmond, Rockland, Suffolk and Westchester counties.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and artificial aids. Options include prescriptions, vision and family planning (surgical). Diagnostic testing by independent labs.

Rating options: Community rating.
Point-of-service contracts.
Offers non-federally qualified programs.

Enrollment options: Individual enrollment allowed.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: E. Harry Creasey, president; Kathryn Norton, executive director-Syracuse; Dodie Dudley, executive director-New York/New Jersey; William Nauen, medical director; Vicki McDonald, marketing director; Robert Ettinger, director-operations (New York/New Jersey).

U.S. Healthcare Inc.

Nassau Omni West, Suite 502, 333 Earle Ovington Blvd., Uniondale, N.Y. 11553; 516-794-6565; fax: 516-794-2389

Staff

Physicians	831
Specialists	3,725

Users

Employees & dependents	313,000
Total	324,000
Average hospital stay	5.04 days
Hospital admission/1,000 members	69.69

Revenues

1992	$361,655,000
1991	$233,781,000

Operational date: February 1986.
Federally qualified.
Certified in: New York.
NCQA accredited.

Service area: New York: Bronx, Kings, Nassau, Manhattan, Orange, Putnam, Queens, Richmond, Rockland, Suffolk and Westchester counties.

Rating options: Community rating: $144.20 single, $350.60 family.

Point-of-service contracts: 4% of members are enrolled.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Officers: Timothy E. Nolan, president; Dr. Alan B. Bernstein, Dr. Richard H. Bernstein, medical directors.

Contact: Thomas J. McParland Jr., vp, 215-283-6706.

See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

NORTH CAROLINA

Aetna Health Plans-Charlotte (Point-of-Service)

640 Charlotte Plaza, Charlotte, N.C. 28202; 704-353-7790; fax: 704-353-7832

Staff

Physicians	197
Patients/physician	34
Board-certified	77.7%
Specialists	631

Facilities

Hospitals	7
Pharmacies	205

Users

Employer/payer groups	19
Employees & dependents	6,812
Total	6,812

Service area: North Carolina: Cabarrus, Iredell, Mecklenburg, Stanly, Union and portions of Gaston and Rowan counties; South Carolina: portions of York County.

Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.

Contact: Jennifer Murray.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Raleigh/Durham (Point-of-Service)

4601 Six Forks Road, Suite 106, Raleigh, N.C. 27609; 919-783-1925; fax: 919-782-2584

Staff

Physicians	134
Patients/physician	8
Board-certified	75.4%
Specialists	315

Facilities

Hospitals	8
Pharmacies	140

Users

Employer/payer groups	14
Employees & dependents	1,141
Total	1,141

Service area: North Carolina: Durham, Orange and Wake counties and portions of Johnson county.

Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.

Contact: Kelly Van Sickle.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Blue Cross & Blue Shield of North Carolina

P.O. Box 2291, Durham, N.C. 27702; 919-489-7431

Staff

Physicians	779
Patients/physician	57.3
Board-certified	89%
Specialists	2,747

Facilities

Hospitals	23
Pharmacies	255

Locations

Administrative	1
Primary care	271

Users

Employer/payer groups	395
Single coverage	12,242
Family coverage	10,519
Employees & dependents	44,669
Total	44,669
Average hospital stay	4.48 days
Hospital admission/1,000 members	54.4

Operational date: March 1982.
Model type: IPA.
Not for profit.
Ownership: Blue Cross & Blue Shield of North Carolina.

Service area: North Carolina. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts.

Management reports: Provided annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Kenneth C. Otis II, president; Dr. Don W. Bradley, medical director/executive director; Linda Wallace, marketing director.

Carolina Physicians' Health Plan Inc.

4000 Aerial Center Parkway, Morrisville, N.C. 27560; 919-460-1610; fax: 919-460-1624

Staff

Physicians	1,102
Patients/physician	69
Board-certified	90%
Specialists	1,665

Facilities

Hospitals	27
Pharmacies	415

Users

Employer/payer groups	143
Single coverage	11,538
Family coverage	38,883
Employees & dependents	50,421
Total	50,421
Average hospital stay	4.1 days
Hospital admission/1,000 members	70.1

Revenues

1992*	$54,000,000
1991**	$40,000,000

** Revenues from fiscal year ending 12/31/92.*
*** Revenues from fiscal year ending 6/30/91.*

Operational date: April 1986.
Certified in: North Carolina.
Model type: IPA.

Service area: North Carolina: 48 counties. Contracts with UltraLink in California

Services: Standard package. Other services include durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision, substance abuse and psychiatry. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts: 5.5% of members are enrolled.

Enrollment options: Individual enrollment allowed.

Management reports: Provided quarterly or annually.

Officers: Dr. Robert H. Bilbro, president; Robert J. Greczyn Jr., executive director; Dr. Robert T. Harris, medical director; John T. Roos, vp-sales/marketing; Keith G. Benoit, vp-finance/administration; Lewis C. Kammer, vp-planning/operations; Catherine N. Ferry, vp-customer/health care services.

Contact: John T. Roos.

CIGNA HealthCare of North Carolina Inc.-Charlotte

7400 Cannel Executive Park, Charlotte, N.C. 28226; 704-544-4350; fax: 704-544-4375

Staff

Physicians	172
Specialists	392

Facilities

Hospitals	5

Users

Total	22,223

Operational date: January 1992.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: North Carolina: Cabarrus, Gaston, Mecklenburg, Rowan and Stanly counties.

Officers: Deborah Campbell, provider relations manager/health services manager; Cissie Carroll, provider relations coordinator; Karen Moore, member services manager; Tim O'Hare, executive director; Dr. Peter Dandalides, medical director; Melanie Nagel, quality assurance coordinator; Tim Fitzgerald, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of North Carolina Inc.-Raleigh

4011 Westchase Blvd., Suite 290, Raleigh, N.C. 27607; 919-839-7800; fax: 919-839-7888

Staff

Physicians	186
Specialists	510

Facilities

Hospitals	9

Users

Total	12,314

Operational date: January 1986.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: North Carolina: Chatham, Cumberland, Durham, Edgecombe, Franklin, Harnett, Hoke, Lee, Nash, Orange, Randolph, Wake and Wilson counties.

Officers: Elaine Hodges, senior provider relations representative; Melanie Nagel, quality assurance coordinator; Tim Fitzgerald, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

Kaiser Permanente-North Carolina Region

3120 Highwoods Blvd., Raleigh, N.C. 27604-1018; 919-981-6000; fax: 919-981-6052

Staff

Physicians	91
Patients/physician	1,296
Board-certified	90%
Specialists	246
Administrative	841

Facilities

Hospitals	11
Pharmacies	7

Locations

Administrative	8
Primary care	8

Users

Employer/payer groups	644
Single coverage	26,925
Family coverage	25,361
Employees & dependents	107,335
Total	117,943
Average hospital stay*	4.2 days
Hospital admissions/1,000 members*	60

Revenues

1992	$172,714,963
1991	$144,270,855

** Average stay and admissions rate as of 7/92.*

Operational date: January 1985.
NCQA qualification pending.

Service area: North Carolina: 22 counties; South Carolina: Chester, Lancaster and York counties. Contracts with The HMO Group.

Services: Same services as consolidated listing excluding podiatry. Durable medical equipment is a standard service.

Officers: Dr. David M. Lawrence, chairman/CEO; Theodore M. Carpenter Jr., vp/regional manager; Dr. William A. Gillespie, medical director-Carolina Permanente Medical Group; Bruce Whitehurst, regional marketing manager; Anna M. Lore, health plan manager.

See Kaiser Foundation Health Plan Inc. consolidated listing under California.

PARTNERS National Health Plans of North Carolina Inc.

2000 Frontis Plaza Blvd., Suite 200, Winston-Salem, N.C. 27103; 919-760-4822; fax: 910-765-1835

Staff

Physicians*	383
Patients/physician*	173
Board-certified	99%
Specialists	530
Administrative	104

Facilities

Hospitals	17
Pharmacies	984

Locations

Administrative	1

Users

Employer/payer groups	199
Single coverage	15,256
Family coverage	16,143
Employees & dependents	63,866
Total	65,009
Average hospital stay**	5.16 days
Hospital admission/1,000 members**	70.1

Revenues

1992	$70,544,121
1991	$53,647,018

** Figures as of 9/22/93.*
*** Figures include chemical dependency and mental health patients.*

Operational date: October 1986.
Certified in: North Carolina.
Model type: IPA.
For profit.
Ownership: Carolina Mediplans, Carolina Physicians Associates.

Service area: North Carolina: 53 counties.

Services: Standard package. Other services include durable medical equipment and OB/Gyn. Options include prescriptions, chiropractors, substance abuse and psychiatry. Diagnostic testing by independent facilities.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 11.53% of members are enrolled.

Management reports: Provided quarterly.

Officers: John Jones, president/executive director; Dr. William Spencer, medical director; Stuart Veach, marketing director.

Contact: Lisa Hamlett, 910-659-2526.

Prudential Health Care System of Charlotte

2100 Roxford Road, Suites 314/320, Charlotte, N.C. 28211; 704-365-6071; fax: 704-365-5684

Staff

Physicians	182
Patients/physician	215
Specialists	400

Facilities

Hospitals	5
Pharmacies	72

Locations

Administrative	1

Users

Total	39,280
Average hospital stay	4.4 days
Hospital admission/1,000 members	58.8

Operational date: April 1985.
Federally qualified.
Certified in: North Carolina.
NCQA qualification pending.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.

Service area: North Carolina: Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanley and Union counties.

Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.

Rating options: Community rating: $135.94 single, $380.63 family; adjusted community rating.

Point-of-service contracts: 14% of members are enrolled.

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided monthly, quarterly or annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: David George, vp; David B. Patterson, executive director; David M. Berenbeim, medical director; Stephen

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Jepson, marketing director.

Contact: David Patterson, 704-365-8088.

See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Charlotte (Point-of-Service)

2100 Roxford Road, Suites 314/320, Charlotte, N.C. 28211; 704-365-6071; fax: 704-365-5684

Staff

Physicians	153
Patients/physician	48
Specialists	418

Facilities

Hospitals	7

Locations

Administrative	1

Users

Total	7,342
Average hospital stay	4.3 days
Hospital admission/1,000 members	49.2

Operational date: November 1986.
Federally qualified.
Certified in: North Carolina.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.

Service area: North Carolina: Cabarrus, Gaston, Lincoln, Mecklenburg, Rowan and Union counties.

Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.

Point-of-service contracts: 14% of members are enrolled.

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided monthly, quarterly or annually.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: David George, vp; David Patterson, executive director; David Berenbeim, medical director; Stephen Jepson, marketing director.

See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

OHIO

Aetna Health Plans-Central Ohio (Point-of-Service)

4151 Executive Parkway, Suite 190, Westerville, Ohio 43081; 614-882-8009; fax: 614-882-0205

Staff

Physicians	557
Patients/physician	3
Board-certified	75.4%
Specialists	1,060

Facilities

Hospitals	22
Pharmacies	291

Users

Employer/payer groups	25
Employees & dependents	2,034
Total	2,034

Service area: Ohio: Coshocton, Delaware, Fairfield, Franklin, Madison, Marion, Morrow, Muskingum, Pickaway, Pike and Union counties.

Officers: James McLane, president; Dr. Raymond McMahon, medical director; Richard Wiggins, marketing director.

Contact: Marianne Gammon.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Ohio Inc.

3690 Orange Place, Suite 200, Cleveland, Ohio 44122; 216-464-2722; fax: 216-464-2723

Staff

Physicians	771
Patients/physician	46
Board-certified	77%
Specialists	1,368

Facilities

Hospitals	31
Pharmacies	687

Users

Employees & dependents	35,387

Operational date: December 1983.
Certified in: Ohio.
NCQA accredited.

Service area: Ohio: Ashtabula, Columbiana, Cuyahoga, Geauga, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit and Trumbull counties.

Officers: James McLane, president; Dr. Michael Eleff, medical director; Tom Scurfield, marketing director.

Contact: Betty Bair.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Ohio-Cleveland (Point-of-Service)

3690 Orange Place, Suite 200, Cleveland, Ohio 44122; 216-464-2722; fax: 216-464-2723

Staff

Physicians	665
Patients/physician	25
Board-certified	75%
Specialists	1,558

Facilities

Hospitals	31
Pharmacies	776

Users

Employer/payer groups	38
Employees & dependents	17,223
Total	17,223

Service area: Ohio: Ashtabula, Columbiana, Cuyahoga, Geauga, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit and Trumbull counties.

Officers: James McLane, president; J. Mark Hartinger, executive director; Dr. Michael Eleff, medical director; Tom Scurfield, marketing director.

Contact: Betty Bair.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Ohio Valley

615 Elsinore, Suite 800, Cincinnati, Ohio 45202; 513-579-3313; fax: 513-579-3316

Staff

Physicians	682
Board-certified	80.9%
Specialists	1,249

Facilities

Hospitals	30
Pharmacies	580

Operational date: July 1993.
Certified in: Ohio.
NCQA qualification pending.

Service area: Indiana: Dearborn, Franklin and Ohio counties; Kentucky: Boone, Campbell and Kenton counties; Ohio: Brown, Butler, Clark, Clermont, Greene, Hamilton, Highland, Miami, Montgomery and Warren counties.

Officers: James McLane, president; Dr. Sylvester Barczak, medical director; Bruce Turner, marketing director.

Contact: Tom Aulicino.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Ohio Valley (Point-of-Service)

615 Elsinore, Suite 800, Cincinnati, Ohio 45202; 513-579-3313; fax: 513-579-3316

Staff

Physicians	986
Patients/physician	6
Board-certified	76.9%
Specialists	2,043

Facilities

Hospitals	30
Pharmacies	578

Users

Employer/payer groups	36
Employees & dependents	6,148
Total	6,148

Service area: Indiana: Dearborn, Franklin and Ohio counties; Kentucky: Boone, Campbell and Kenton counties; Ohio: Brown, Butler, Clark, Clermont, Greene, Hamilton, Highland, Miami, Montgomery, Shelby and Warren counties.

Officers: James McLane, president; Dr. Sylvester Barczak, medical director; Bruce Turner, marketing director.

Contact: Tom Aulicino.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

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Aetna Health Plans-Toledo/Northwestern Ohio (Point-of-Service)

4 SeaGate, Suite 700, Toledo, Ohio 43697; 419-321-2411; fax: 419-321-2420

Staff	
Physicians	311
Patients/physician	16
Board-certified	71.4%
Specialists	760
Facilities	
Hospitals	16
Pharmacies	175
Users	
Employer/payer groups	15
Employees & dependents	5,242
Total	5,242

Service area: Ohio: Erie, Huron, Lucas, Ottawa and portions of Fulton, Sandusky and Wood counties.

Officers: James McLane, president; Dr. James Diller, medical director; R. Clifford Eastman, marketing director.

Contact: Dan Coburn.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-West Virginia/Eastern Ohio/ Eastern Kentucky (Point-of-Service)

5700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15327; 412-369-4666; fax: 412-366-9936

Staff	
Physicians	414
Patients/physician	0.30
Specialists	1,031
Facilities	
Hospitals	33
Pharmacies	378
Users	
Employer/payer groups	1
Employees & dependents	127
Total	127

Service area: Kentucky: Boyd, Carter and Greenup counties and portions of Lawrence County; Ohio: Belmont, Gallia, Jackson, Jefferson, Lawrence, Meigs and Washington counties and portions of Columbiana, Monroe and Scioto counties; Virginia: portions of Bland, Dickenson, Giles and Tazewell counties; West Virginia: 29 counties.

Officers: James McLane, president; Dr. Raymond McMahon, medical director; Bruce Turner, marketing director.

Contact: Donna Bell.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

American Prepaid Dental Plan of Ohio

6063 Frantz Road, Suite 204, Dublin, Ohio 43017; 614-793-8108; fax: 614-793-9992

Specialty HMO providing dental services only

Staff	
Dentists	207
Patients/dentist	131
Specialists	44
Administrative	4.5
Locations	
Administrative	1
Users	
Employer/payer groups	1,000
Single coverage	3,500
Family coverage	5,600
Employees & dependents	24,909
Total	27,447
Revenues	
1992	$2,169,033
1991	$1,145,555

Service area: Ohio.

Officers: Dr. Brian Waterhouse, president; Dr. Bill Joseph, medical director.

See American Dental Plan consolidated listing under Georgia.

ChoiceCare

655 Eden Park Drive, Cincinnati, Ohio 45202; 513-784-5200

Staff	
Physicians	840
Patients/physician	206
Specialists	1,794
Facilities	
Hospitals	19
Pharmacies	390
Locations	
Administrative	1
Users	
Employer/payer groups	455
Single coverage	24,765
Family coverage	45,050
Employees & dependents	175,776
Total	181,553
Average hospital stay	4.1 days
Hospital admission/1,000 members	311
Revenues	
1992	$236,245,000
1991	$185,579,000

Operational date: March 1979.
Federally qualified.
Model type: IPA.
Not for profit.

Service area: Indiana: Dearborn, Franklin, Ohio, Ripley and Union counties; Kentucky: Boone, Campbell, Gallatin, Grant, Kenton and Pendleton counties; Ohio: Brown, Butler, Clermont, Clinton, Hamilton and Warren counties.

Services: Standard package. Other services include prescriptions, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include substance abuse.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 1.7% of members are enrolled.

Management reports: Provided quarterly.

Billing: Provides direct billing for COBRA premiums.

Officers: Dr. Daniel A. Gregorie, president/CEO; Dr. Robert Eidus, chief medical director; Paul Nezi, executive vp-sales/product development; Jane Rollinson, executive vp-operating/corporate systems.

CIGNA HealthCare of Ohio-Cincinnati Inc.

36 E. Seventh St., Suite 2301, Cincinnati, Ohio 45202; 513-629-2640; fax: 513-629-2639

Staff	
Physicians	233
Specialists	714
Facilities	
Hospitals	11
Users	
Total	8,965

Operational date: January 1992.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: Ohio: Brown, Butler, Clermont, Fayette, Hamilton and Warren counties; Kentucky: Boone, Campbell, Grant and Kenton counties.

Officers: Katherine Stoll, operations manager; Brenda C. Morris, Michelle Fronckiewicz, Michael Schmidt, provider relations representatives; Sandy Freer, member services manager; James Massie, executive director; Dr. David Williams, medical director; Mary Beth Eikamp, health services; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Ohio Inc.-Cleveland

5005 Rockside Road, Suite 700, Cleveland, Ohio 44131; 216-642-2920; fax: 216-642-2990

Staff	
Physicians	470
Specialists	1,395
Facilities	
Hospitals	30
Users	
Total	41,842

Operational date: April 1987.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: Ohio: Ashland, Ashtabula, Columbiana, Cuyahoga, Erie, Geauga, Huron, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit, Trumbull and Wayne counties.

Officers: Vera Papalko, provider relations manager; Claudia Anastasopoulos, customer relations coordinator; Jim Messina, plan manager; Dr. Robert M. Refowitz, regional medical director; Nancy Myers, quality assurance manager; Cathy Eck, health services manager; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Ohio Inc.-Columbus

445 Hutchinson Ave., Suite 900, Columbus, Ohio 43235; 614-847-7100; fax: 614-847-7146

Staff	
Physicians	283
Specialists	846
Facilities	
Hospitals	18
Users	
Total	42,518

Operational date: May 1987.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: Ohio: Athens, Coshocton, Delaware, Fairfield, Fayette, Franklin, Hocking, Holmes, Knox, Licking, Madison, Muskingum, Perry, Pickaway, Ross and Union counties.

Officers: Becky Cunningham, provider relations manager; Sandy Freer, director-managed care service center; Jonna Kirkwood, plan manager/health services manager; Dr. Linda Yazvar, medical director; Margie Wheeler, quality assurance manager; Daryl Edmonds, regional contracting director; Diana Perry, secretary; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Ohio Inc.-Dayton

2621 Dryden Road, Suite 106, Dayton, Ohio 45439; 513-294-1616; fax: 513-294-8778

Staff	
Physicians	89
Specialists	263
Facilities	
Hospitals	10
Users	
Total	2,604

Operational date: July 1991.
Model type: IPA.
Ownership: CIGNA Corp.

Service area: Ohio: Clark, Greene, Miami and Montgomery counties.

Officers: Katherine Stoll, operations manager; Brenda C. Morris, Michelle Fronckiewicz, Michael Schmidt, provider relations representatives; Sandy Freer, member services manager; James Massie, executive director; Dr. David Williams, medical director; Mary Beth Eikamp, health services; Chan Wheeler, regional managed care officer.

See CIGNA Corp. consolidated listing under Connecticut.

DayMed Health Maintenance Plan Inc.

211 S. Main St., Suite 1200, Dayton, Ohio, 45402; 800-451-6929; fax: 513-224-7063

Staff	
Physicians	458
Patients/physician	56
Board-certified	88%
Specialists	2,867
Administrative	103
Facilities	
Hospitals	26
Pharmacies	288
Locations	
Administrative	1
Primary care	180
Users	
Employer/payer groups	384
Single coverage	9,880
Family coverage	5,560
Employees & dependents	26,005
Total	26,005
Average hospital stay	3.2 days
Hospital admission/1,000 members	341
Revenues	
1992	$28,794,022
1991	$28,756,826

Operational date: March 1986.
NCQA accredited.
Model type: IPP.
For profit.
Ownership: Group of doctors.

Service area: Ohio: 17 southwest counties.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Point-of-service contracts: 8% of members are enrolled.

Enrollment options: Individual enrollment allowed.

Management reports: Provided monthly, quarterly or annually.

Billing: Provides direct billing for COBRA premiums.

Officers: Jeanette C. Prear, president; Dr. Harold C. Stratton, medical director; David E. Hickman, marketing vp.

Family Health Plan

333 14th St., Toledo, Ohio 43624; 419-241-6501; fax: 419-241-5441

Staff	
Physicians	161
Patients/physician	200
Board-certified	100%
Specialists	607
Administrative	70
Facilities	
Hospitals	8
Pharmacies	147
Locations	
Administrative	2
Primary care	76
Users	
Employer/payer groups	46
Single coverage	2,118
Family coverage	3,218
Employees & dependents	11,695
Total	21,190
Average hospital stay	4.08 days
Hospital admission/1,000 members	81
Revenues	
1992	$26,701,574
1991	$25,146,362

Operational date: January 1986.
Certified in: Michigan, Ohio.
Model type: IPA.
Not for profit.

Ownership: St. Vincent Medical Center, Mercy and St. Charles hospitals.

Service area: Michigan: Bedford, Erie, and Whiteford townships; Ohio: Defiance, Fulton, Henry, Lucas, Ottawa, Sandusky and Wood counties.

Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided monthly or quarterly.

Officers: Robert A. Campbell, president; Dr. Warren Kleinberg, medical director; David G. Bick, vp-sales/marketing; Chris A. Scherer, vp-operations/finance.

HMO Health Ohio

2060 E. Ninth St., Cleveland, Ohio 44115; 216-687-7000; fax: 216-687-7787

Staff	
Physicians	1,248
Patients/physician	159
Specialists	2,548
Facilities	
Hospitals	47
Pharmacies	1,625
Locations	
Administrative	4
Users	
Employer/payer groups	3,162
Single coverage	19,009
Family coverage	69,821
Employees & dependents	203,972
Total	206,458
Average hospital stay	3.69 days
Hospital admission/1,000 members	291

Operational date: May 1978.
Certified in: Ohio.
Model type: Group/IPA/staff.
Not for profit.

Ownership: Blue Cross & Blue Shield of Ohio.

Service area: Ohio: 48 northern, central and southwestern counties.

Services: Standard package. Other services include chiropractors, vision, dental, substance abuse, psychiatry, podiatry, OB/Gyn, home health care, skilled nursing, hearing, allergy testing/treatment, physical therapy, ambulance, speech/occupational therapy and hospice. Options include prescriptions and durable medical equipment. Diagnostic testing by HMO and independent labs.

Rating options: Community rating by class.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: John S. Dorrell, vp; Gerry P. Long, executive director; Dr. Fred Hill, medical director; Ed Hartzell, marketing director.

Health Guard

3000 Guernsey St., Bellaire, Ohio 43906; 614-676-4623; fax: 614-676-3319

Staff	
Physicians	175
Specialists	370
Facilities	
Hospitals	22
Pharmacies	290
Users	
Employer/payer groups	220
Single coverage	1,685
Family coverage	2,553
Employees & dependents	9,935
Total	10,804
Average hospital stay	3.7 days
Hospital admission/1,000 members	6.9

Operational date: January 1975.
Federally qualified.
Certified in: Ohio, West Virginia.
Model type: IPA/staff.
Not for profit.

Services: Standard package. Other services include psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and substance abuse. Diagnostic testing by HMO and independent labs.

Rating options: Community rating: $112 single, $323 family.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Billing: Provides direct billing for COBRA premiums.

Officers: Dan Splain, president/CEO; Beth Stolkowski, vp/executive director; Dr. Thomas Pryzbysz, medical director; Rich Deluca, marketing director; Shirley Blevins, finance.

Health Plan of the Upper Ohio Valley Inc.

52160 National Road East, St. Clairsville, Ohio 43950; 614-695-3585; fax: 614-695-5297

Staff	
Physicians	171
Patients/physician	434
Board-certified	41%
Specialists	127
Administrative	90
Facilities	
Hospitals	15
Pharmacies	110
Locations	
Administrative	1
Primary care	240
Users	
Employer/payer groups	574
Single coverage	9,517
Family coverage	16,601
Employees & dependents	66,019
Total	74,168
Average hospital stay	3.52 days
Hospital admission/1,000 members	90
Revenues	
1992	$91,656,430
1991	$83,673,460

Operational date: November 1979.
Federal qualified.
Certified in: Ohio, West Virginia.
Model type: IPA.
Not for profit.

Service area: Ohio: Belmont, Guernsey, Harrison, Jefferson, Monroe, Muskingum, Noble and Washington counties; West Virginia: Brooke, Hancock, Harrison, Monongalia, Marion, Marshall, Ohio, Pleasants, Tyler, Wetzel and Wood counties.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision, dental and temporomandibular joint syndrome. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided annually.

Billing: Provides direct billing for COBRA premiums.

Officers: Philip D. Wright, president; Dr. Basil Papadimitrio, medical director; David Mathieu, marketing director; David Stacy, CFO; Patricia Fast, vp-operations.

Continued on next page

HMO standard services include: physicians, inpatient and outpatient hospitalization, laboratory, X-ray, preventative medicine and periodic check-ups.

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HealthFirst

372 E. Center St., Marion, Ohio, 43302; 614-387-6355; fax: 614-383-3840

Staff	
Physicians	200
Patients/physician	375
Board-certified	70%
Specialists	1,300
Administrative	55
Facilities	
Hospitals	24
Pharmacies	48
Locations	
Administrative	1
Primary care	200
Users	
Employer/payer groups	310
Single coverage	3,801
Family coverage	5,972
Employees & dependents	22,638
Total	26,280
Average hospital stay	3.4 days
Hospital admission/1,000 members	285
Revenues	
1992	$39,108,400
1991	$36,200,000

Operational date: May 1976.
Federally qualified.
Certified in: Ohio.
Model type: IPA.
Not for profit.
Service area: Ohio: Allen, Crawford, Delaware, Franklin, Hancock, Hardin, Knox, Logan, Marion, Morrow, Richland, Seneca, Union and Wyandot counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: N. Robert Jones, president/CEO; Daniel R. Dreher, executive vp; Dr. S. Azim Bukhari, medical director; Weston G. Lambert, marketing director; Timothy A. Lauer, CFO.
Contact: Daniel R. Dreher.

HomeTown Hospital Health Plan

876 Amherst Road, Massillon, Ohio 44646; 216-837-6880; fax: 216-837-6869

Staff	
Physicians	88
Patients/physician	133
Board-certified	75%
Specialists	211
Administrative	24
Facilities	
Hospitals	9
Pharmacies	2,665
Locations	
Administrative	1
Primary care	81
Users	
Employer/payer groups	110
Single coverage	1,580
Family coverage	3,098
Employees & dependents	11,737
Total	11,737
Average hospital stay	4.04 days
Hospital admission/1,000 members	67.7
Revenues	
1992	$13,832,137
1991	$11,086,405

Operational date: January 1987.
Certified in: Ohio.
Model type: IPA.
Not for profit.
Ownership: Massillon Community Hospital-Health Group.
Service area: Ohio: Carroll, Columbiana, Holmes, Mahoning, Medina, Portage, Stark, Summit, Trumbull, Tuscarawas and Wayne counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.
Rating options: Community rating: $104 to $142 single, $282 to $385 family; community rating by class.
Point-of-service contracts.
Management reports: Provided annually.
Officers: Mervin Strine, president; William Epling, executive director; Dr. Mark Studebaker, medical director; Mary Ann Tournoux, marketing director; Charles Vignos, director-finance; Phyllis Wilson, director-provider relations.

Humana Health Care Plans

8044 Montgomery Road, Suite 460, Cincinnati, Ohio 45236; 513-792-0511; fax: 513-792-0520

Users	
Total	11,908

Operational date: January 1991.
Federal qualification pending.
Model type: Group/IPA.
Service area: Kentucky: six northern counties; Ohio: 20 southern counties.
Officers: Bill Wakefield, administrator; Todd McMahon, sales manager; Mark Metrovich, director-network development; Dr. Edward Severyn, medical director.
See Humana Health Care Plans consolidated listing under Kentucky.

Kaiser Permanente-Ohio Region

North Point Tower, 1001 Lakeside Ave., Suite 1200, Cleveland, Ohio 44114; 216-479-5237; fax: 216-479-5553

Staff	
Physicians	130
Patients/physician	1,750
Board-certified	77%
Specialists	109
Administrative	1,483
Facilities	
Hospitals	9
Pharmacies	12
Locations	
Administrative	10
Primary care	12
Users	
Employer/payer groups	4,083
Single coverage	44,544
Family coverage	49,752
Employees & dependents	180,728
Total	199,911
Average hospital stay*	4.5 days
Hospital discharges/1,000 members*	70
Revenues	
1992	$357,215,339
1991	$324,917,284

** Average stay and discharge rate as of 12/92.*

Operational date: October 1977.
NCQA qualification pending.
Service area: Ohio: Cuyahoga, Geauga, Lake, Lorain, Medina, Portage, Stark, Summit and Wayne counties. Contracts with The HMO Group.
Services: Same as consolidated listing excluding podiatry.
Officers: Dr. David M. Lawrence, chairman/CEO; Kathryn A. Paul, senior vp/regional manager; Dr. Ronald G. Potts, president/regional medical director-Ohio Permanente Medical Group P.C.; Roberta Secrist, assistant health plan manager-marketing/customer service; Robert E. Baker, health plan manager.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

Licking Memorial Hospital Health Plan

1320 W. Main St., Suite HP, Newark, Ohio 43055; 614-366-0533; fax: 614-366-0256

Staff	
Physicians	39
Board-certified	100%
Specialists	65
Administrative	22
Facilities	
Hospitals	5
Pharmacies	24
Locations	
Administrative	1
Primary care	21
Users	
Employer/payer groups	77
Employees & dependents	16,100
Total	16,100
Average hospital stay	5 days
Hospital admission/1,000 members	62
Revenues	
1992	$19,272,591
1991	$16,995,944

Operational date: November 1986.
Certified in: Ohio.
Model type: IPA.
Not for profit.
Ownership: Hospital and group of doctors.
Service area: Ohio: Coshocton, Delaware, Fairfield, Knox, Licking, Muskingum and Perry counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Management reports: Provided annually.
Officers: William J. Andrews, president; Thomas D. Thompson, vp; Robert Kamps, medical director; Kitty Martin, marketing director.
Contact: Kitty Martin.

MetLife HealthCare Network of Ohio Inc.

Northmark III, Suite 150, 4501 Erskine Road, Cincinnati, Ohio 45242; 513-745-9700

Staff	
Physicians	1,464
Patients/physician	10.1
Board-certified	90%
Specialists	2,378
Facilities	
Hospitals	48
Locations	
Administrative	2
Users	
Employer/payer groups	113
Employees & dependents	14,764
Total	14,764
Average hospital stay	3.8 days
Hospital admission/1,000 members	57.1
Revenues	
1992	$15,725,645
1991	$12,155,338

Operational date: August 1985.
Certified in: Ohio.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Ohio: 32 counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; child, women's and men's health initiative; Healthy Pregnancy Program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Kevin J. Burns, Ralph E. McEldowney III, directors; Dr. James A. Garfield, director/vp/medical director; Marilyn L. McMichael, director/president/CEO; Elizabeth A. Lorenz, secretary/treasurer; Michael F. Tietz, assistant secretary.
Contact: Jim Gidicsin, 203-454-6133.

PHP Benefit Systems

3650 Olentangy River Road, Columbus, Ohio 43214; 614-442-7100; fax: 614-442-3902

Staff	
Physicians	4,962
Board-certified	64%
Administrative	200
Facilities	
Hospitals	81
Pharmacies	1,500
Locations	
Administrative	2
Users	
Employer/payer groups	602
Single coverage	29,332
Family coverage	110,346
Employees & dependents	139,678
Total	173,184
Average hospital stay	3.97 days
Hospital admission/1,000 members	67.3
Revenues	
1992	$232,582,466
1991	$208,742,416

Operational date: January 1980.
Certified in: Ohio.
Model type: IPA/network.
For profit.
Service area: Ohio: 65 counties.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment, OB/Gyn and certain transplants. Options include prescriptions and dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 15.6% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. H. William Porterfield, president/CEO; Dr. Owen E. Johnson, medical director; Ken L. Hoverman, vp-sales/marketing; Robert J. Sheehy, COO; Mary J. Dunlop, CFO.
Contact: Priscilla March, 614-442-7114.
See United HealthCare Corp. consolidated listing under Minnesota.

Paramount Health Care

1715 Indian Wood Circle, P.O. Box 928, Toledo, Ohio 43697-0928; 419-891-2500; fax: 419-891-2530

Staff	
Physicians	204
Patients/physician	152
Board-certified	98%
Specialists	596
Administrative	60
Facilities	
Hospitals	5
Pharmacies	158
Locations	
Administrative	1
Primary care	100
Users	
Employer/payer groups	512
Single coverage	4,763
Family coverage	7,772
Employees & dependents	31,057
Total	31,057
Average hospital stay	4.5 days
Hospital admission/1,000 members	65.5
Revenues	
1992	$32,936,000
1991	$27,446,000

Operational date: July 1988.
Certified in: Ohio.
Model type: IPA.
For profit.
Ownership: ProMedica Health Systems.
Service area: Ohio: Fulton, Henry, Lucas, Ottawa, Sandusky and Wood counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Management reports: Provided quarterly.
Officers: John C. Randolph, president; Randolph C. Hoffman, vp-finance/operations; Dr. Joseph P. Moran, medical director; Patricia R. Richards, vp-health services.
Contact: John C. Randolph.

Principal Health Care of Ohio Inc.

8101 N. High St., Suite 380, Columbus, Ohio 43235; 614-841-1240; fax: 614-841-1245

Staff	
Physicians	80
Board-certified	79%
Specialists	350
Administrative	180
Facilities	
Hospitals	7
Pharmacies	90
Locations	
Administrative	1
Primary care	72
Users	
Employer/payer groups	135
Single coverage	4,250
Family coverage	2,521
Employees & dependents	25,279
Total	25,279
Average hospital stay	4 days
Hospital admission/1,000 members	232
Revenues	
1992	$26,871,703
1991	$30,063,276

Service area: Ohio: Delaware, Fairfield, Franklin, Licking, Madison, Pickaway and Union counties. Contracts with UltraLink.
Officers: Kenneth Linde, president; Al Perry, executive director.
Contact: Al Perry.
See Principal Health Care Inc. consolidated listing under Maryland.

PruCare of Central Ohio

485 Metro Place S., Suite 450, Dublin, Ohio 43017; 614-761-0002; fax: 614-761-1757

Staff	
Physicians	294
Patients/physician	103.5
Board-certified	94%
Specialists	662
Administrative	7
Facilities	
Hospitals	14
Pharmacies	88
Locations	
Administrative	1
Primary care	146
Users	
Employer/payer groups	106
Employees & dependents	27,846
Total	27,846
Average hospital stay	3.93 days
Hospital admission/1,000 members	74.43

Operational date: July 1985.
Federally qualified.
Certified in: Ohio.
NCQA accredited.
Model type: Group/IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Ohio: Delaware, Fairfield, Franklin, Licking, Madison, Marion, Pickaway and Union counties.
Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and chiropractors. Diagnostic testing by independent labs.
Point-of-service contracts.
Offers non-federally qualified programs.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: William Link, president-group operations; Budd Fisher, executive director; Dr. G.W. Lewis, medical director; John Matthewson, marketing head.
Contact: Lisa Meddock, associate manager-health care services.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare of Cincinnati

312 Elm St., Suite 1400, Cincinnati, Ohio 45202; 513-784-7500; fax: 513-784-7020

Staff	
Physicians	123
Patients/physician	75.1
Board-certified	93%
Specialists	372
Administrative	6
Facilities	
Hospitals	7
Pharmacies	105
Locations	
Administrative	1
Primary care	45
Users	
Employer/payer groups	45
Single coverage	5,355
Family coverage	3,877
Employees & dependents	9,232
Total	9,232
Average hospital stay	3.74 days
Hospital admission/1,000 members	80.69

Operational date: March 1986.
Certified in: Kentucky, Ohio.
NCQA accredited.
Model type: Group/IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Indiana: Dearborn County; Kentucky: Boone, Campbell, Grant, Kenton and Pendleton counties; Ohio: Butler, Clermont, Hamilton and Warren counties.
Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and chiropractors. Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts: 75% of members are enrolled.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Consolidated billing for national accounts.
Officers: William Link, president-group operations; Kim Bellard, executive director; Dr. Peter Marrocco, medical director; Fred Veazey, marketing director.
Contact: Charity Bowman, provider

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relations representative.

See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare of Northern Ohio

1228 Euclid Ave., Halle Building, Suite 750, Cleveland, Ohio 44115; 216-241-5623; fax: 216-241-7561

Staff	
Physicians	183
Patients/physician	28.6
Board-certified	81%
Specialists	1,188
Administrative	46
Facilities	
Hospitals	23
Pharmacies	104
Locations	
Administrative	1
Primary care	573
Users	
Employer/payer groups	18
Total	5,233
Average hospital stay	3.77 days
Hospital admission/1,000 members	82.86

Operational date: April 1990.
Certified in: Ohio.
NCQA accredited.
Model type: Group/IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Ohio: Cuyahoga, Geauga, Lake, Lorain, Medina and Summit counties.
Services: Standard package. Other services include chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.
Point-of-service contracts: 76% of members are enrolled.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: William Link, president-group operations; Tom Schaefer, executive director; Dr. A. Gus Kious, medical director.
Contact: Linda Somers, director-health care management.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Plus of Central Ohio (Point-of-Service)

485 Metro Place S., Suite 450, Dublin, Ohio 43017; 614-761-0002; fax: 614-761-1757

Staff	
Physicians	383
Patients/physician	66.1
Board-certified	94%
Specialists	664
Administrative	7
Facilities	
Hospitals	14
Pharmacies	88
Locations	
Administrative	1
Primary care	146
Users	
Employer/payer groups	121
Employees & dependents	16,750
Total	16,750
Average hospital stay	4.08 days
Hospital admission/1,000 members	56.33

Operational date: March 1988.
Federally qualified.
Certified in: Ohio.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Ohio: Delaware, Fairfield, Franklin, Licking, Madison, Pickaway and Union counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, experimental procedures, vision and dental. Diagnostic testing by independent labs.
Offers non-federally qualified programs.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: William Link, president-group operations; Budd Fisher, executive director; Dr. G.W. Lewis, medical director; John Matthewson, marketing head.
Contact: Lisa Maddock, associate manager-health care services.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Plus of Cincinnati (Point-of-Service)

312 Elm St., Suite 1400, Cincinnati, Ohio 45202; 513-784-7500; fax: 513-784-7020

Staff	
Physicians	425
Patients/physician	65.6
Board-certified	79%
Specialists	1,076
Administrative	6
Facilities	
Hospitals	16
Pharmacies	100
Locations	
Administrative	1
Users	
Employer/payer groups	143
Single coverage	8,919
Family coverage	18,953
Employees & dependents	27,872
Total	27,872
Average hospital stay	3.21 days
Hospital admission/1,000 members	58.61

Operational date: March 1986.
Certified in: Kentucky, Ohio.
NCQA qualified.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Indiana: Dearborn County; Kentucky: Boone, Campbell, Grant, Kenton and Pendleton counties; Ohio: Butler, Clermont, Hamilton and Warren counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: William Link, president-group operations; Kim Bellard, executive director; Dr. Peter Marrocco, medical director; Fred Veazey, marketing director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Plus of Northern Ohio (Point-of-Service)

1228 Euclid Ave., Halle Building, Suite 750, Cleveland, Ohio 44115; 216-241-5623; fax: 216-241-7561

Staff	
Physicians	351
Patients/physician	50.7
Board-certified	80%
Specialists	985
Administrative	46
Facilities	
Hospitals	73
Pharmacies	104
Locations	
Administrative	1
Primary care	573
Users	
Employer/payer groups	16
Total	17,802
Average hospital stay	4.81 days
Hospital admission/1,000 members	61.65

Operational date: January 1989.
Certified in: Ohio.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Ohio: Cuyahoga, Geauga, Lake, Lorain, Medina and Summit counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: William Link, president-group operations; Tom Schaefer, executive director; Dr. A. Gus Kidus, medical director.
Contact: Linda Somers, director-health care management.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

TakeCare Health Plan

11260 Chester Road, Suite 800, Cincinnati, Ohio 45246; 513-772-7325; fax: 513-772-1466

Staff	
Physicians	336
Patients/physician	105
Board-certified	82%
Specialists	1,393
Administrative	156
Facilities	
Hospitals	31
Pharmacies	260
Locations	
Administrative	2
Primary care	69
Users	
Employer/payer groups	143
Single coverage	6,757
Family coverage	8,883
Employees & dependents	36,493
Total	36,493
Average hospital stay	3.89 days
Hospital admission/1,000 members	69.2
Revenues	
1992	$46,046,227
1991	$42,044,545

Operational date: January 1985.
Certified in: Kentucky, Ohio.
Model type: Group/IPA.
Service area: Kentucky: Boone, Campbell, Carroll, Gallatin, Grant, Kenton, Pendleton and Owen counties; Ohio: Butler, Clark, Clermont, Darke, Greene, Hamilton, Miami, Montgomery, Preble and Warren counties.
Services: Same services as consolidated listing but prescriptions and durable medical equipment are options.
Billing: Does not provides direct billing for COBRA premiums.
Officers: Anthony Van Roekel, president; Dr. John Davren, vp-operations/medical director; Louis J. Santoro, vp-sales/marketing; Janet Louth, director-Midwest service center.
Contact: Louis J. Santoro.
See TakeCare Health Plan consolidated listing under California.

Western Ohio Health Care Corp.

6601 Centerville Business Parkway, Dayton, Ohio 45459; 513-439-9355; fax: 513-439-8999

Staff	
Physicians	651
Patients/physician	293
Specialists	1,047
Facilities	
Hospitals	23
Pharmacies	400
Locations	
Administrative	1
Users	
Employer/payer groups	415
Single coverage	25,342
Family coverage	53,219
Employees & dependents	196,061
Total	196,061
Average hospital stay	4.39 days
Revenues	
1992	$251,136,813
1991	$215,334,382

Operational date: February 1979.
Model type: IPA.
For profit.
Service area: Ohio: 19 southwestern counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 27% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Peter Babin, president/executive director; Dr. Carl Adkins, president/medical director; Joseph Killian, marketing director.
See United HealthCare Corp. consolidated listing under Minnesota.

OKLAHOMA

Aetna Health Plans (Point-of-Service)

8023 E. 63rd Place, Suite 205, Tulsa, Okla. 74133; 918-250-6114; fax: 918-250-6117

Staff	
Physicians	235
Patients/physician	1
Board-certified	75.7%
Specialists	572
Facilities	
Hospitals	7
Pharmacies	138
Users	
Employer/payer groups	13
Employees & dependents	401
Total	401

Service area: Oklahoma: Creek, Osage, Rogers, Tulsa and Wagoner counties and portions of Mayes County.
Officers: James McLane, president; Carl Lattimore, executive director; Dr. Barry Koerpel, medical director; Brian Forbes, marketing director.
Contact: Kent Roberson.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

BlueLincs HMO

1400 S. Boston, Tulsa, Okla. 74119; 918-561-9900; fax: 918-561-9999

Staff	
Physicians	265
Patients/physician	180
Board-certified	70%
Specialists	1,209
Administrative	11
Facilities	
Hospitals	22
Pharmacies	51
Locations	
Administrative	2
Primary care	240
Users	
Employer/payer groups	260
Single coverage	8,379
Family coverage	2,430
Employees & dependents	8,936
Total	46,098
Average hospital stay	4.4 days
Hospital admission/1,000 members	65
Revenues	
1991	$56,873

Operational date: November 1984.
Federally qualified.
Certified in: Oklahoma.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of Oklahoma.
Service area: Oklahoma: Tulsa and Oklahoma counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by HMO and independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 20% of members are enrolled.
Offers non-federally qualified programs.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Ralph Rhoades, president/executive director; Dr. Wes Whittlesey, medical director; Cliff Peden, marketing director; Rick McCutchen, senior vp.

CIGNA HealthCare of Oklahoma Inc.

5100 N. Brookline, Ninth Floor, Oklahoma City, Okla. 73112; 405-943-7711; fax: 405-946-9568

Staff	
Physicians	91
Specialists	449
Facilities	
Hospitals	12
Users	
Total	13,086

Operational date: January 1984.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Oklahoma: Canadian, Cleveland, Coal, Grady, Kingfisher, Lincoln, Logan, McClain, Oklahoma, Payne, Pottawatomie and Texas counties.
Officers: Betsy Berry, provider relations manager; Rena Brown, senior member services representative; Dr. Kathleen Musser, executive director/medical director; Donna Angely, quality assurance; Judy Ogans, health services manager; Brad C. Arms, senior vp-western managed care operations.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Tulsa, Oklahoma Inc.

9810 E. 42nd St., Suite 220, Tulsa, Okla. 74146; 918-664-0166; fax: 918-663-6250

Staff	
Physicians	146
Specialists	233
Facilities	
Hospitals	7
Users	
Total	6,118

Operational date: January 1992.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Oklahoma: Creek, Mayes, Muskogee, Okmulgee, Osage, Rogers, Tulsa, Wagoner and Washington counties.
Officers: Betsy Berry, provider relations manager; Rena Brown, senior member services representative; Dr. Kathleen Musser, executive director/medical director; Judy Ogans, health services manager; Brad C. Arms, senior vp-western managed care operations.
See CIGNA Corp. consolidated listing under Connecticut.

PacifiCare of Oklahoma-Oklahoma City

525 Central Park Drive, Suite 350, Oklahoma City, Okla. 73105; 405-525-9200; fax: 405-521-8349

Staff	
Physicians	104
Patients/physician	507
Board-certified	71%
Specialists	284
Administrative	200
Facilities	
Hospitals	4
Pharmacies	165
Locations	
Administrative	2
Primary care	24
Users	
Employer/payer groups	165
Single coverage	10,906
Family coverage	8,235
Employees & dependents	52,776
Total	52,776
Average hospital stay	4 days
Hospital admission/1,000 members	212
Revenues	
1992	$132,337,000
1991	$97,059,000

Operational date: April 1988.
Certified in: Oklahoma.
Model type: Group.
Service area: Oklahoma: 10 counties in Oklahoma City area.
Services: Standard package. Other services include chiropractors, vision, podiatry and OB/Gyn. Options include prescriptions, dental, substance abuse, psychiatry and durable medical equipment. Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Officers: David Kibbe, president; Ron Wactzman, vp-operations; Stephen Peskin, vp-medical affairs; Chris Whitty, vp-marketing.
Contact: Sharon Alvarado.
See PacifiCare Health Systems consolidated listing under California.

PacifiCare of Oklahoma-Tulsa

7666 E. 61st St., Tulsa, Okla. 74133; 918-459-1100; fax: 918-459-1451

Staff	
Physicians	127
Patients/physician	450
Board-certified	82%
Specialists	287
Administrative	29
Facilities	
Hospitals	4
Pharmacies	35
Locations	
Administrative	1
Primary care	47

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Continued from previous page

Users

Employer/payer groups	274
Single coverage	11,684
Family coverage	8,134
Employees & dependents	57,069
Total	73,369
Average hospital stay	4 days

Revenues

1992	$52,461,258
1991	$60,574,425

Operational date: October 1985.
Certified in: Oklahoma.
Service area: Oklahoma: Creek, Mayes, Muskogee, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner and Washington counties. Contracts with HMO National Network.
Services: Same as consolidated except chiropractors are a standard service and durable medical equipment is an option.
Officers: David Kibbe, president; Ron Waetzman, executive director; Dr. Steven Peskin, medical director; Chris Whitty, marketing director.
Contact: Steve Nolte or Tammy Schumacher.
See PacifiCare Health Systems consolidated listing under California.

PruCare of Oklahoma City

Northwest Medical Center, 3330 N.W. 56th, Suite 500, Oklahoma City, Okla. 73112-4476; 405-942-6687; fax: 405-949-2968

Staff

Physicians	37
Specialists	246
Administrative	46

Facilities

Hospitals	1
Pharmacies	6

Locations

Administrative	1
Primary care	6

Users

Single coverage	8,364
Family coverage	7,918
Total	35,108
Average hospital stay	3.7 days
Hospital admission/1,000 members	75

Operational date: April 1981.
Federally qualified.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Oklahoma: Canadian, Cleveland, Grady, Kingfisher, Logan, Lincoln, McClain, Oklahoma and Pottawatomie counties.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors and dental. Diagnostic testing by HMO and independent labs.
Point-of-service contracts.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Rollin Lacy, vp-Southwestern group operations; Gary Hawkins, director-health care management; Timothy McFall, marketing director.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare of Tulsa

7912 E. 31st Court, Suite 300, Tulsa, Oklahoma, 74145; 918-624-4600; fax: 918-627-9759

Staff

Physicians	29
Patients/physician	1,000
Specialists	160
Administrative	50

Facilities

Hospitals	3
Pharmacies	17

Locations

Administrative	1
Primary care	8

Users

Employer/payer groups	98
Single coverage	5,261
Family coverage	7,132
Employees & dependents	29,281
Total	29,281
Average hospital stay	3.9 days
Hospital admission/1,000 members	59

Operational date: January 1983.
Federally qualified.
Certified in: Oklahoma.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Oklahoma: Tulsa and portions of Creek, Muskogee, Osage, Rogers, Wagoner and Washington counties.
Services: Standard package. Other services include dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, experimental procedures and vision. Diagnostic testing by independent labs.
Rating options: Community rating.
Point-of-service contracts.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Rollin Lacy, president; John Kennedy, executive director; C.B. Rebsamen, medical director; Mark Krogulski, marketing director; Dr. Sharon Lewis, regional-quality improvement.
Contact: Mark Krogulski.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Plus of Oklahoma City (Point-of-Service)

Northwest Medical Center, 3330 N.W. 56th, Suite 500, Oklahoma City, Okla. 73112-4476; 405-942-6687; fax: 405-949-2968

Staff

Physicians	188
Specialists	246
Administrative	46

Facilities

Hospitals	7

Locations

Administrative	1

Users

Total	28,945
Average hospital stay	3.75 days
Hospital admission/1,000 members	82

Operational date: January 1987.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Oklahoma: Brady, Canadian, Cleveland, Kingfisher, Lincoln, Logan, McClain, Oklahoma and Pottawatomie counties.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include chiropractors, dental and durable medical equipment.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Rollin Lacy, vp-Southwestern group operations; Gary Hawkins, director-health care management; Timothy McFall, marketing director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Plus of Tulsa (Point-of-Service)

7912 E. 31st Court, Suite 300, Tulsa, Oklahoma, 74145; 918-624-4600; fax: 918-627-9759

Staff

Physicians	186
Specialists	298
Administrative	50

Facilities

Hospitals	6
Pharmacies	40

Locations

Administrative	1

Users

Employer/payer groups	216
Single coverage	303
Family coverage	379
Employees & dependents	44,844
Total	44,844
Average hospital stay	4.6 days
Hospital admission/1,000 members	60.9

Operational date: July 1986.
Federally qualified.
Certified in: Oklahoma.
NCQA qualification pending.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.

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Continued from previous page

Service area: Oklahoma: Tulsa and portions of Creek, Muskogee, Osage, Rogers, Wagoner and Washington counties.

Services: Standard package. Other services include prescriptions, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, experimental procedures and vision. Diagnostic testing by independent labs.

Rating options: Community rating.

Management reports: Provided monthly, quarterly, annually, upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Rollin Lacy, president; John Kennedy, executive director; C.B. Rebsamen, medical director; Mark Krogulski, marketing director; Dr. Sharon Lewis, regional-quality improvement.

Contact: Mark Krogulski.

See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

OREGON

Aetna Health Plans (Point-of-Service)

1501 Fourth Ave., Suite 1600, Seattle, Wash. 98101; 206-467-2517; fax: 206-467-2087

Staff	
Physicians	610
Patients/physician	3
Specialists	1,712
Facilities	
Hospitals	198
Pharmacies	20
Users	
Employer/payer groups	23
Employees & dependents	1,900
Total	1,900

Service area: Oregon: Clackamas, Hood River, Multnomah, Washington and Yamhill counties and portions of Lane county; Washington: Clark County.

Officers: James McLane, president; Jeanna Holtz, executive director; Dr. Dennis Wayne Spencer, medical director; Gloria Stone, marketing director.

Contact: Mike Murray.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Good Health Plan of Oregon

1235 N.E. 47th Ave., Suite 220, Portland, Ore. 97213; 503-249-2981; fax: 503-280-7543

Staff	
Physicians	407
Board-certified	95%
Specialists	1,104
Administrative	205
Facilities	
Hospitals	9
Pharmacies	121
Locations	
Administrative	1
Users	
Employer/payer groups	1,726
Employees & dependents	67,481
Total	81,826
Average hospital stay	3.87 days
Hospital admission/1,000 members	4.88
Revenues	
1992	$117,667,000
1991	$90,535,000

Operational date: January 1985.
Federally qualified.
Certified in: Oregon, Washington.
Model type: IPA.
Not for profit.

Ownership: Sisters of Providence Health System.

Service area: Oregon: Clackamas, Clatsop, Multnomah, Washington, Yamhill and portions of Marion and Tillamook counties; Washington: Clark and Skamania counties and portions of Cowlitz County.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors and vision. Diagnostic testing by HMO and independent labs.

Rating options: Community rating: $128.88 single, $327.30 family; community rating by class; adjusted community rating.

Point-of-service contracts: 28% of members are enrolled.

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided quarterly.

Officers: Mary O. McWilliams, CEO; Ted Von Glahn, COO; Dr. Richard Rytting, medical director; Jack A. Friedman, marketing director; Shelly Handkins, director-finance.

Contact: Barbara Christensen, director-sales/service.

HealthGuard Services Inc./SelectCare

600 Country Club Road, Eugene, Ore. 97401; 503-485-1850; fax: 503-686-2504

Staff	
Physicians	267
Board-certified	90%
Specialists	442
Facilities	
Hospitals	10
Pharmacies	235
Locations	
Primary care	91
Users	
Employer/payer groups	6,116
Single coverage	13,027
Family coverage	17,319
Employees & dependents	68,662
Total	70,484
Average hospital stay	3.6 days
Hospital admission/1,000 members	45
Revenues	
1992	$66,219,900
1991	$54,070,373

Operational date: March 1983.
Federally qualified.
Certified in: Oregon, Washington.
Model type: IPA.
Not for profit.

Ownership: Sisters of St. Joseph of Peace, Health & Hospital Services.

Service area: Oregon: Benton, Clatsop, Columbia, Lane and Linn counties; Washington: Cowlitz and Wahkiakum counties.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating by class.

Offers non-federally qualified programs.

Enrollment options: Individual enrollment allowed.

Management reports: Provided monthly or upon request.

Officers: David L. Slade, president/executive director; Dr. Tom Jefferson, Glen L. Purdy, D.D.S., medical directors; Steve Lynch, Susan Gillette, marketing directors; Patrick Cross, vp-insurance/pricing/underwriting; Kathleen Howard, vp-provider services/medical management; Pat McGuire, vp-information services; William Rose, vp-administration/operations.

Kaiser Permanente-Northwest Region

2701 Vaughn St., Suite 300, Portland, Ore. 97210-5398; 503-721-4615; fax: 503-721-4636

Staff	
Physicians	205
Patients/physician	1,848
Board-certified	95%
Specialists	334
Facilities	
Hospitals	4
Pharmacies	16
Locations	
Administrative	5
Primary care	23
Users	
Employer/payer groups	3,551
Single coverage	62,198
Family coverage	83,344
Employees & dependents	331,899
Total	378,754
Average hospital stay*	3.7 days
Hospital admission/1,000 members*	51.7
Revenues	
1992	$662,462,025
1991	$609,823,530

** Average stay and admission rate as of 12/92.*

Operational date: September 1945.
NCQA qualification pending.

Service area: Oregon: portions of Benton, Clackamas, Colombia, Linn, Marion, Multnomah, Polk, Washington and Yamhill counties; Washington: Clark, Cowlitz, Lewis and Wahkiakum counties. Contracts with The HMO Group.

Services: Same as consolidated listing including a hearing aid option. Diagnostic testing by HMO and independent labs.

Officers: Dr. David M. Lawrence, chairman/CEO; Michael H. Katcher, senior vp/regional manager; Dr. Allan J. Weiland, president/regional medical director-Northwest Permanente P.C.; Wade Overgaard, manager-sales & marketing; Denise L. Honzel, vp-health plan manager.

See Kaiser Foundation Health Plan Inc. consolidated listing under California.

PACC*

12901 S.E. 97th Ave., P.O. Box 286, Clackamas, Ore. 97015-0286; 503-659-4212; fax: 503-659-2899

Staff	
Physicians	1,067
Patients/physician	90
Board-certified	85%
Specialists	1,966
Facilities	
Hospitals	50
Pharmacies	980
Locations	
Primary care	280
Users	
Employees & dependents	34,710
Total	43,993
Revenues	
1992	$64,403,379
1991	$54,731,364

Operational date: 1968.
Federally qualified.
Certified in: Oregon, Washington.
NCQA qualification pending.
Model type: IPA.
Not for profit.

Service area: Oregon, Washington. Contracts with UltraLink.

Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, vision and dental. Diagnostic testing by independent labs.

Rating options: Community rating by class; adjusted community rating.

Point-of-service contracts: 66% of members are enrolled.

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided.

Officers: Dr. Larry Tibbles, medical director; Frank Kleinheinz, marketing director; Missy Dolan, vp-finance; Jerry Jarosz, vp-MIS; Julie Ferguson, vp-medical services; Diane McMillan, vp-claims; Kevin McCartin, corporate actuary; Christine Schlesser, corporate strategist.

** Figures are consolidated, including all HMOs in this organization.*

PACC

12901 S.E. 97th Ave., P.O. Box 286, Clackamas, Ore. 97015-0286; 503-659-4212; fax: 503-659-2899

Facilities	
Hospitals	41
Users	
Employees & dependents	34,578
Total	43,861
Revenues	
1992	$62,374,017
1991	$54,731,364

Service area: Oregon: 36 counties. Contracts with UltraLink.

See PACC consolidated listing under Oregon.

PacifiCare of Oregon Inc.

5 Centerpointe Drive, Suite 600, Lake Oswego, Ore. 97035; 503-620-9324; fax: 503-624-5162

Staff	
Physicians	233
Patients/physician	370
Board-certified	75%
Specialists	800
Administrative	154
Facilities	
Hospitals	18
Pharmacies	81
Locations	
Administrative	1
Primary care	47
Users	
Employer/payer groups	500
Single coverage	12,862
Family coverage	16,688
Employees & dependents	66,928
Total	93,000
Average hospital stay	3.1 days
Hospital admission/1,000 members	166
Revenues	
1992	$143,924,000
1991	$110,192,000

Operational date: January 1985.
Certified in: Oregon, Washington.
NCQA qualification pending.
Model type: Network.

Service area: Oregon: Benton, Clackamas, Linn, Marion, Multnomah, Polk and portions of Washington and Yamhill counties; Washington: Clark County. Contracts with HMO National Network.

Services: Standard package. Other services include substance abuse and OB/Gyn. Options include prescriptions, chiropractors, vision, dental, psychiatry and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating: $104.67 single, $294.39 family; community rating by class; adjusted community rating.

Point-of-service contracts: 1% of members are enrolled.

Offers non-federally qualified programs.

Officers: Patrick Feyan, president; Dr. Bart McMullen, medical director; Gary Hubbard, marketing director.

Contact: Ellen Vonderhaar, director-customer relations.

See PacifiCare Health Systems consolidated listing under California.

Qual-Med Oregon Health Plan Inc.

4800 S.W. Macadam Ave., Suite 400, Portland, Ore. 97201; 503-222-5217; fax: 503-274-0147

Staff	
Physicians	679
Patients/physician	28
Specialists	1,858
Facilities	
Hospitals	23
Pharmacies	303
Locations	
Administrative	1
Users	
Employer/payer groups	566
Employees & dependents	18,909
Total	18,909
Average hospital stay	3.31 days
Hospital admission/1,000 members	55
Revenues	
1992	$25,732,819
1991	$30,527,985

Service area: Oregon: Benton, Clackamas, Clatsop, Columbia, Jackson, Lane, Linn, Marion, Multnomah, Polk, Washington and Yamhill counties; Washington: Clark and Cowlitz counties. Contracts with Preferred Health Network in California, Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.

Services: Standard package. Other services include substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision, dental and durable medical equipment. Diagnostic testing by independent labs.

Officers: Thomas Jovick, president/executive director; Dr. Mark Osborn, medical director; C. Fred Roberts, sales director.

Contact: Fred Roberts.

See QualMed Inc. consolidated listing under Colorado.

PENNSYLVANIA

Advantage Health Plan

121 Seventh St., Pittsburgh, Pa. 15222; 412-391-9300; fax: 412-391-0377

Staff	
Physicians	123
Patients/physician	100.04
Board-certified	90%
Specialists	431
Administrative	18
Facilities	
Hospitals	12
Pharmacies	77
Locations	
Administrative	1
Primary care	85
Users	
Employer/payer groups	70
Single coverage	3,050
Family coverage	2,112
Employees & dependents	10,468
Total	12,305
Average hospital stay	5.56 days
Hospital admission/1,000 members	81.3
Revenues	
1992	$21,400,000
1991	$20,100,000

Operational date: June 1988.
Certified in: Pennsylvania.
NCQA accredited.
Model type: IPA/network.
Not for profit.

Ownership: St. Francis Health System.

Service area: Pennsylvania: Allegheny, Armstrong, Beaver, Butler, Lawrence, Washington and Westmoreland counties.

Services: Standard package. Other services include prescriptions, vision, dental, substance abuse, psychiatry, podiatry and OB/Gyn. Diagnostic testing by independent labs.

Rating options: Community rating: $147.80 single, $387.08 family.

Management reports: Provided.

Billing: Provides direct billing for COBRA premiums.

Officers: M. Daniel Splain, president/CEO; Elizabeth Stolkowski, COO; Dr. Michael Christy, medical director; Richard DeLuca, marketing director.

Aetna Health Plans of Central & Eastern Pennsylvania/Freedom & Aetna Health Plans

150 Strafford Ave., Suite 300, Wayne, Pa. 19087; 215-293-9338; fax: 215-293-0635

Staff	
Physicians	1,074
Patients/physician	51
Board-certified	79.4%
Specialists	3,107
Facilities	
Hospitals	33
Pharmacies	201
Users	
Employer/payer groups	837
Employees & dependents	54,620
Total	61,948

Operational date: July 1986.
Certified in: Pennsylvania.
NCQA qualification pending.

Service area: Pennsylvania: Adams, Berks, Bucks, Chester, Cumberland, Dauphin, Delaware, Franklin, Lancaster, Lebanon, Lehigh, Montgomery, Northampton, Perry, Philadelphia and York counties.

Officers: James McLane, president; Betsy Burchell, executive director; Fred Hyser, marketing director.

Contact: Joanne Robison.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Central & Eastern Pennsylvania (Point-of-Service)

150 Strafford Ave., Suite 300, Wayne, Pa. 19087; 215-293-9338; fax: 215-293-0635

Staff	
Physicians	160
Patients/physician	0.68
Board-certified	84.4%
Specialists	542
Facilities	
Hospitals	9
Pharmacies	229
Users	
Employer/payer groups	4
Employees & dependents	110
Total	110

Service area: Pennsylvania: Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry and York counties.

Officers: James McLane, president; Betsy Burchell, executive director; Dr. Henry Bleier, medical director; Fred Hyser, marketing director.

Contact: Nick Vlaisavljevic.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Johnston (Point-of-Service)

3700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15237; 412-369-4665; fax: 412-364-2393

Staff	
Physicians	49
Patients/physician	0.69
Board-certified	81.6%
Specialists	90

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Facilities

Hospitals	1
Pharmacies	27

Users

Employer/payer groups	3
Employees & dependents	34
Total	34

Service area: Pennsylvania: Cambria and portions of Indiana County.

Officers: James McLane, president; Mary Knight, executive director; Dr. Frank Keller, medical director; Bob Morris, marketing director.

Contact: Susan Ruddy.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Lehigh Valley (Point-of-Service)

150 Strafford Ave, Suite 300,
Wayne, Pa. 19087; 717-822-6900;
fax: 215-293-0635

Staff

Physicians	31
Patients/physician	5
Board-certified	87.1%
Specialists	143

Facilities

Hospitals	4
Pharmacies	93

Users

Employer/payer groups	5
Employees & dependents	181
Total	181

Service area: Pennsylvania: Lehigh and Northampton counties.

Officers: James McLane, president; Betsy Burchell, executive director; Dr. Henry Bleier, medical director; Fred Hyser, marketing director.

Contact: Peggy Swaback.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Northern Pennsylvania (Point-of-Service)

150 Strafford Ave., Suite 300,
Wayne, Pa. 19087; 717-822-6900;
fax: 215-293-0635

Staff

Physicians	169
Patients/physician	8
Board-certified	71.6%
Specialists	467

Facilities

Hospitals	9
Pharmacies	143

Users

Employer/payer groups	18
Employees & dependents	1,472
Total	1,472

Service area: Pennsylvania: Bradford, Lackawanna, Luzerne, Sullivan, Susquehanna, Wayne, Wyoming and portions of Carbon and Monroe counties.

Officers: James McLane, president; Betsy Burchell, executive director; Dr. Henry Bleier, medical director; Fred Hyser, marketing director.

Contact: Cathy Nally.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Pittsburgh (Point-of-Service)

5700 Corporate Drive, Suite 300,
Pittsburgh, Pa. 15237; 412-369-4654;
fax: 412-364-2393

Staff

Physicians	568
Patients/physician	2
Board-certified	86.3%
Specialists	1,569

Facilities

Hospitals	26
Pharmacies	423

Users

Employer/payer groups	25
Employees & dependents	1,340
Total	1,340

Service area: Pennsylvania: Allegheny, Beaver, Butler, Washington and Westmoreland counties and portions of Armstrong County.

Officers: James McLane, president; Mary Knight, executive director; Dr. Frank Keller, medical director; Bob Morris, marketing director.

Contact: Beth Miller.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Southeastern Pennsylvania (Point-of-Service)

150 Strafford Ave., Suite 300,
Wayne, Pa. 19087; 215-293-9338;
fax: 215-293-0635

Staff

Physicians	1,118
Patients/physician	3
Board-certified	79.6%
Specialists	3,502

Facilities

Hospitals	45
Pharmacies	538

Users

Employer/payer groups	49
Employees & dependents	4,041
Total	4,041

Service area: Pennsylvania: Bucks, Chester, Delaware, Montgomery and Philadelphia counties.

Officers: James McLane, president; Betsy Burchell, executive director; Dr. Henry Bleier, medical director; Fred Hyser, marketing director.

Contact: Joanne Robinson.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Western Pennsylvania Inc.

5700 Corporate Drive, Suite 300,
Pittsburgh, Pa. 15237; 412-369-4654;
fax: 412-364-2393

Staff

Physicians	587
Patients/physician	41
Board-certified	86.1%
Specialists	1,464

Facilities

Hospitals	26
Pharmacies	400

Users

Employer/payer groups	228
Employees & dependents	24,273
Total	27,415

Operational date: August 1986.
Federally qualified.
Certified in: Pennsylvania.
NCQA accredited.

Service area: Pennsylvania: Allegheny, Beaver, Butler, Washington and Westmoreland counties and portions of Armstrong County.

Officers: James McLane, president; Dr. Frank Keller, medical director; Bob Morris, marketing director.

Contact: Beth Miller.

See Aetna Health Plans consolidated listing under Connecticut.

Alliance Health Network

400 French St., Suite 200, Erie,
Pa. 16507; 814-452-3976;
fax: 814-452-4358

Staff

Administrative	32

Locations

Administrative	2

Operational date: January 1994.
Certified in: Pennsylvania.
Model type: Network.
Not for profit.

Ownership: Hamot Health Foundation, St. Vincent Health System.

Service area: Pennsylvania: Erie County.

Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, chiropractors, vision, dental and podiatry. Diagnostic testing by independent labs.

Rating options: Community rating: $135.36 single, $372.24 family; community rating by class.

Point-of-service contracts.

Enrollment options: Individual enrollment allowed.

Management reports: Provided quarterly.

Billing: Provides direct billing for COBRA premiums.

Officers: Jim Smith, president; Dr. Andrea Miller, medical director; Mary Larson, marketing director; Ginger Sullenger, director-operations; Jon Foulkrod, director-finance.

Geisinger Health Plan

100 N. Academy Ave., Danville,
Pa. 17822-3020; 717-271-8760;
fax: 717-271-5268

Staff

Physicians	297
Board-certified	70%
Specialists	950

Facilities

Hospitals	16
Pharmacies	152

Locations

Administrative	3
Primary care	49

Users

Single coverage	23,381
Family coverage	38,894
Employees & dependents	120,616
Total	145,341

Revenues

1992	$116,478,403
1991	$88,815,907

Operational date: March 1985.
Federally qualified.
Certified in: Pennsylvania.
NCQA qualification pending.
Model type: Group.
Not for profit.

Service area: Pennsylvania: 24 counties.

Services: Standard package. Other services include podiatry and OB/Gyn. Options include prescriptions, vision, substance abuse, psychiatry and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating: $112 single, $291.21 family.

Enrollment options: Individual enrollment allowed.

Officers: Dr. Howard Hughes, president; William MacBain, senior vp-operations; Dr. Duane Davis, medical director; Michael Morucci, marketing director; Gordon Gebbens, CFO.

Greater Atlantic Health Service

3550 Market St., Philadelphia,
Pa. 19104; 215-823-8600;
fax: 215-823-8617

Staff

Physicians	597
Patients/physician	123
Board-certified	80%
Specialists	2,500
Administrative	380

Facilities

Hospitals	40
Pharmacies	642

Locations

Administrative	2
Primary care	553

Users

Employer/payer groups	1,000
Total	73,249
Average hospital stay	4.8 days
Hospital admission/1,000 members	86.4

Revenues

1992	$98,614,657
1991	$76,999,938

Operational date: 1972.
Federally qualified.
Certified in: New Jersey, Pennsylvania.
NCQA qualification pending.
Model type: Group/IPA.
For profit.

Ownership: Graduate Health System.

Service area: Pennsylvania: Berks, Bucks, Chester, Delaware, Montgomery and Philadelphia counties; New Jersey: Burlington, Camden and Gloucester counties. Contracts with National HMO Network and UltraLink.

Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, durable medical equipment and eyewear. Diagnostic testing by independent labs.

Rating options: Community rating: $140.95 single, $344.01 family; community rating by class.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.

Management reports: Provided.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Ernest Monfiletto, president/CEO; Eugene J. Ott, COO; Stephen J. Gordin, senior vp/medical director; Charles Greitzer, senior vp/marketing director.

HMO of Northeastern Pennsylvania Inc.

70 N. Main St., Wilkes-Barre,
Pa. 18711; 717-831-3500;
fax: 717-831-3599

Staff

Physicians	238
Patients/physician	229
Board-certified	73%
Specialists	972

Facilities

Hospitals	25
Pharmacies	128

Locations

Administrative	6
Primary care	191

Users

Employer/payer groups	1,371
Single coverage	9,814
Family coverage	8,372
Employees & dependents	55,457
Total	55,457
Average hospital stay	4.9 days
Hospital admission/1,000 members	68.2

Revenues

1992	$48,458,685
1991	$29,792,239

Operational date: January 1987.
Federally qualified.
Certified in: Pennsylvania.
NCQA accredited.
Model type: IPA.
Not for profit.

Ownership: Blue Cross of Northeastern Pennsylvania.

Service area: Pennsylvania: Bradford, Clinton, Lackawanna, Luzerne, Lycoming, Monroe, Sullivan, Susquehanna and Wyoming counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.

Services: Standard package. Other services include dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.

Rating options: Community rating: $125.39 single, $318.87 family; community rating by class.

Point-of-service contracts.

Offers non-federally qualified programs.

Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.

Management reports: Provided upon request.

Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.

Officers: Thomas J. Ward, president; Dr. Carmella Sebastian, medical director; Paul Holdren, marketing director; Denise S. Cesare, COO.

Contact: Cathy Baer, director-operations.

HealthAmerica of Pennsylvania Inc. (Central)

2601 Market Place St., Harrisburg,
Pa. 17110; 717-540-4260;
fax: 717-541-5739

Staff

Physicians	355
Patients/physician	219
Board-certified	90%
Specialists	768
Administrative	131

Facilities

Hospitals	21
Pharmacies	196

Locations

Administrative	3
Primary care	135

Users

Employer/payer groups	450
Single coverage	12,029
Family coverage	20,490
Employees & dependents	77,372
Total	77,645
Average hospital stay	3.06 days
Hospital admission/1,000 members	73.97

Revenues

1992	$270,180,783
1991	$209,804,654

Operational date: May 1984.
Federally qualified.
Certified in: Pennsylvania.
NCQA qualification pending.
Model type: Group/IPA/network.
For profit.

Ownership: Coventry Corp.

Service area: Pennsylvania: Adams, Centre, Cumberland, Dauphin, Lancaster, Lebanon, Perry and York counties.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, vision, dental and durable medical equipment. Diagnostic testing by independent labs.

Rating options: Community rating: $134.34 single, $351.58 family.

Billing: Provides direct billing for COBRA premiums.

Officers: Frederick G. Merkel, president; Dr. Robert N. Robison, medical director; Sharon M. Muscarella, marketing director; Robert W. Shryock, vp-sales/marketing; Gregory A. Meredith, vp-clinical support services.

HealthAmerica Pennsylvania Inc.-Pittsburgh

5 Gateway Center, Pittsburgh,
Pa. 15222; 412-553-7300;
fax: 412-553-7384

Staff

Physicians	515
Patients/physician	442
Board-certified	96%
Specialists	1,100
Administrative	840

Facilities

Hospitals	28
Pharmacies	124

Locations

Administrative	1
Primary care	188

Users

Employer/payer groups	2,600
Single coverage	32,253
Family coverage	42,147
Employees & dependents	178,157
Total	180,106
Average hospital stay	4.09 days
Hospital admission/1,000 members	69

Revenues

1992	$198,630,100
1991	$159,315,299

Operational date: June 1975.
Federally qualified.
Certified in: Pennsylvania.
NCQA accredited.
Model type: IPA/staff.
For profit.

Ownership: Coventry Corp.

Service area: Pennsylvania: Allegheny, Armstrong, Beaver, Butler, Fayette, Lawrence, Washington and Westmoreland counties. Contracts with The HMO Group, UltraLink and HealthPlan Management Services.

Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions, dental, durable medical equipment, waivers of copayments on various services and oral surgery. Diagnostic testing by HMO and independent labs.

Rating options: Community rating: $138.13 single, $367.60 family.

Point-of-service contracts: 5% of members are enrolled.

Offers non-federally qualified programs.

Management reports: Provided annually or upon request.

Billing: Provides direct billing for COBRA premiums.

Officers: Michael Blackwood, president/CEO; Robert R. Gormley, senior vp-medical affairs; Dr. Gregg P. Allen, physician-in-charge-network operations; Thomas J. Murray, vp-marketing; Dennis J. Reese, vp/CFO.

Contact: Thomas J. Murray.

HealthGuard of Lancaster Inc.

280 Granite Run Drive, Suite 105,
Lancaster, Pa. 17601-6810;
717-560-9049; fax: 717-560-9413

Staff

Physicians	93
Patients/physician	400
Board-certified	95%
Specialists	280
Administrative	55

Facilities

Hospitals	4
Pharmacies	70

Locations

Administrative	1
Primary care	31

Users

Employer/payer groups	476
Single coverage	6,086
Family coverage	9,588
Employees & dependents	36,934
Total	36,934
Average hospital stay	4.01 days
Hospital admission/1,000 members	282

Revenues

1992	$39,058,642
1991	$30,610,586

Operational date: September 1984.
Federally qualified.
Certified in: Pennsylvania.
NCQA accredited.
Model type: Network.
Ownership: Pennsylvania Blue Shield.

Service area: Pennsylvania: Lancaster County.

Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.

Rating options: Community rating: $133.02 single, $350.97 family.

Management reports: Provided upon

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request.

Billing: Provides direct billing for COBRA premiums.

Officers: James R. Godfrey, president; Dr. Peter J. Altimare, medical director; Carl V. Naugle, vp-marketing; Robert F. Black, vp-finance.

Keystone Health Plan Central Inc.

P.O. Box 898812, Camp Hill, Pa. 17089-8812; 717-763-3458; fax: 717-975-6895

Staff	
Physicians	412
Patients/physician	233
Board-certified	92%
Specialists	1,115
Administrative	120
Facilities	
Hospitals	21
Pharmacies	1,000
Locations	
Administrative	1
Users	
Single coverage	12,973
Family coverage	14,449
Employees & dependents	26,661
Total	95,825
Average hospital stay	4 days
Hospital admission/1,000 members	74
Revenues	
1992	$82,900,000
1991	$62,700,000

Operational date: January 1983.
Certified in: Pennsylvania.
NCQA qualification pending.
Model type: IPA.
Ownership: Capital Blue Cross/Pennsylvania Blue Shield.
Service area: Pennsylvania: Berks, Cumberland, Dauphin and eight south-central counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include substance abuse, psychiatry and podiatry. Options include prescriptions, vision, dental, durable medical equipment and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating.
Management reports: Provided upon request.
Officers: Michael Fiaschetti, executive director; Dr. Fredric Weiner, medical director; Jack Jaroh, marketing director; Brian Britt, CFO.

Keystone Health Plan East

1901 Market St., P.O. Box 7516, Philadelphia, Pa. 19103-7516; 215-241-2001; fax: 215-241-4575

Staff	
Physicians	1,414
Patients/physician	216
Board-certified	76%
Specialists	3,851
Administrative	10
Facilities	
Hospitals	61
Pharmacies	1,000
Locations	
Administrative	1
Primary care	1,014
Users	
Employer/payer groups	151,837
Single coverage	76,379
Family coverage	81,635
Employees & dependents	327,096
Total	327,558
Average hospital stay	4.4 days
Hospital admission/1,000 members	80
Revenues	
1992	$527,344,235
1991	$218,634,501

Operational date: January 1987.
Federally qualified.
Certified in: Pennsylvania.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Independence Blue Cross & Pennsylvania Blue Shield.
Service area: Pennsylvania: Bucks, Chester, Delaware, Montgomery and Philadelphia counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $138.10 single, $365.60 family.
Point-of-service contracts: 0.08% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided.
Billing: Provides direct billing for COBRA premiums.
Officers: Allen F. Wise, president; John A. Daddis, executive director; Dr. Richard J. Gilfillan, senior vp-health services; Christopher D. Butler, marketing director; Thomas F. Pappalardo, senior vp-finance/CFO; John C. Zamzow, senior vp-medical delivery.

Keystone Health Plan West Inc.

Foster Plaza 6, 681 Andersen Drive, Pittsburgh, Pa. 15220-2771; 412-937-4300; fax: 412-937-0111

Staff	
Physicians	530
Patients/physician	170
Board-certified	100%
Specialists	2,598
Administrative	87
Locations	
Administrative	1
Primary care	217
Users	
Employer/payer groups	2,942
Single coverage	15,241
Family coverage	21,008
Employees & dependents	84,031
Total	84,031
Average hospital stay	4.5 days
Hospital admission/1,000 members	85
Revenues	
1992	$90,676,654
1991	$65,144,057

Operational date: September 1986.
Federally qualified.
Certified in: Pennsylvania.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of Western Pennsylvania.
Service area: Pennsylvania: Allegheny, Butler, Beaver, Washington and Westmoreland counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $140.61 single, $380.07 family.
Management reports: Provided upon request.
Officers: Dr. Kenneth R. Melani, president; Carl Smollinger, executive vp; Dr. Robert Kolock, medical director; Marty Altman, marketing director; Tony Bugel, CFO; Pat Liebman, vp-health services.

PruCare of Philadelphia

220 Gibraltar Road, Suite 200, Horsham, Pa. 19044; 215-442-2811; fax: 215-442-2946

Staff	
Physicians	702
Patients/physician	31
Board-certified	88%
Specialists	2,144
Administrative	10
Facilities	
Hospitals	31
Pharmacies	164
Locations	
Administrative	1
Primary care	478
Users	
Employer/payer groups	105
Single coverage	3,590
Family coverage	6,662
Employees & dependents	21,546
Total	21,546
Average hospital stay	4.1 days
Hospital admission/1,000 members	70.17

Operational date: January 1988.
Federally qualified.
Certified in: Pennsylvania.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Pennsylvania: Bucks, Chester, Delaware, Lehigh, Montgomery, Northampton and Philadelphia counties.
Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $154.55 single, $403.38 family; adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: William Link, president-group operations; Patrick J. Geraghty, director-health care management; Dr. Daniel C. Lyons, medical director; Pamela Monischello, director-group marketing; Kenneth W. Janda, director-market financial operations.
Contact: Mary McClure-research/development consultant, 215-442-2970.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare Plus of Philadelphia (Point-of-Service)

220 Gibraltar Road, Suite 200, Horsham, Pa. 19044; 215-442-2811; fax: 215-442-2946

Staff	
Physicians	884
Patients/physician	61.8
Board-certified	86%
Specialists	2,144
Administrative	10
Facilities	
Hospitals	37
Pharmacies	164
Locations	
Administrative	1
Primary care	553
Users	
Employer/payer groups	333
Single coverage	9,105
Family coverage	16,896
Employees & dependents	54,643
Total	54,643
Average hospital stay	5.28 days
Hospital admission/1,000 members	65.46

Operational date: January 1988.
Federally qualified.
Certified in: Delaware, Pennsylvania.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Delaware: New Castle County; Pennsylvania: Bucks, Chester, Delaware, Lehigh, Montgomery, Northampton and Philadelphia counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating; adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: William Link, president-group operations; Patrick J. Geraghty, director-health care management; Dr. Daniel C. Lyons, medical director; Pamela Monachello, director-group marketing; Kenneth W. Janda, director-market financial operations.
Contact: Mary T. McClure, research/development consultant, 215-442-2970.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

U.S. Healthcare Inc.*

980 Jolly Road, P.O. Box 1109, Blue Bell, Pa. 19422; 215-628-4800; fax: 215-283-6858

Staff	
Physicians	4,800
Specialists	19,413
Administrative	3,113
Users	
Employees & dependents	1,490,000
Total	1,523,000
Average hospital stay	4.91 days
Hospital admission/1,000 members	81.29
Revenues	
1992	$2.19 billion
1991	$1.71 billion

Certified in: Connecticut, Delaware, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania.
Model type: IPA.
For profit.
Service area: Connecticut, Delaware, District of Columbia, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania.
Services: Standard package. Other services include vision, dental (child preventive care), substance abuse, psychiatry, podiatry, OB/Gyn, healthy eating, smoking cessation and fitness reimbursement. Options include prescriptions, chiropractors (New Jersey and Massachusetts only), durable medical equipment, dental and vision reimbursement. Diagnostic testing by independent labs.
Officers: Leonard Abramson, president; Dr. Joseph R. Carver, Dr. Arnold W. Cohen, Dr. Sandra Harmon-Weiss, Dr. Hyman R. Kahn, Dr. Keith M. Kerman, Dr. Arthur N. Leibowitz, Dr. Howard A. Levin, Dr. Lawrence W. Osborn, Dr. Jeffrey R. Weiner, Jeffrey A. Sulitzer, D.M.D., medical directors.
Contact: Thomas J. McParland Jr., vp, 215-283-6706.
** Figures are consolidated, including all HMOs in this organization.*

United States Health Care Systems of Pennsylvania Inc./The Health Maintenance Organization of Pennsylvania/ U.S. Healthcare

980 Jolly Road, P.O. Box 1109, Blue Bell, Pa. 19422; 215-628-4800; fax: 215-283-6858

Staff	
Physicians	1,506
Specialists	6,568
Users	
Employees & dependents	649,000
Total	671,000
Average hospital stay	4.84 days
Hospital admission/1,000 members	85.56
Revenues	
1992	$935,159,000
1991	$777,448,000

Operational date: January 1976.
Federally qualified.
Certified in: Pennsylvania.
NCQA accredited.
Service area: Pennsylvania: Allegheny, Beaver, Berks, Bucks, Butler, Chester, Delaware, Fayette, Lehigh, Montgomery, Northampton, Philadelphia, Washington and Westmoreland counties.
Rating options: Community rating: $135.70 to $142.80 single, $355.60 to $366.10 family.
Point-of-service contracts: 2% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries.
Officers: Michael J. Cardillo, president; Dr. Raymond J. Fabius, Dr. Jay A Krakovitz, Dr. Michael A. Mesoras, Jay R. Rosan, D.O., Dr. Neil Schlackman, medical directors.
Contact: Thomas J. McParland Jr., vp, 215-283-6706.
See U.S. Healthcare Inc. consolidated listing under Pennsylvania.

RHODE ISLAND

CDS/DMS Dental Plans

111 Airport Road, Warwick, R.I. 02889; 800-456-8715; fax: 401-732-0165

Specialty HMO providing dental services only	
Staff	
Dentists	55
Specialists	64
Administrative	10
Locations	
Primary care	18
Users	
Employer/payer groups	82
Single coverage	2,600
Family coverage	4,000
Employees & dependents	12,000
Total	12,000

Operational date: 1974.
Model type: Individual group practice.
For profit.
Service area: Massachusetts, Rhode Island. Contracts with Delta Dental Network in California, Florida, Georgia, Illinois, Minnesota, New Jersey, New York and Vermont.
Services: Dental.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly.
Billing: Consolidated billing for national accounts.
Officers: Lorin B. Kinney, president; Linda S. Kinney, executive director; Sumner Hirshberg, D.D.S., dental director; James T. Kinney, marketing director.

HMO Rhode Island Inc.

30 Chestnut St., Providence, R.I. 02903; 401-459-5500; fax: 401-453-2533

Staff	
Physicians	309
Patients/physician	70
Board-certified	90%
Specialists	569
Administrative	35
Facilities	
Hospitals	14
Locations	
Administrative	1
Users	
Employer/payer groups	2,035
Employees & dependents	13,251
Total	13,251
Revenues	
1992	$20,626,185
1991	$19,496,255

Operational date: August 1986.
Federally qualified.
Certified in: Massachusetts, Rhode Island.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of Rhode Island.
Service area: Massachusetts: portions of Bristol and Norfolk counties; Rhode Island: Kent, Newport, Providence and Washington counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $175.49 single, $438.73 family; community rating by class; adjusted community rating.
Point-of-service contracts: 100% of members are enrolled.
Management reports: Provided upon request.
Officers: Michael C. Gerhardt, president; Dr. Peter Hollmann, medical director; T. Clark Phillip, vp-finance/operations.
Contact: Patricia Streit, manager-administration/planning.

Harvard Community Health Plan of New England

1 Hoppin St. Providence, R.I. 02093-4199; 401-331-4034; fax: 401-331-0668

Staff	
Physicians	59
Patients/physician	1,376
Board-certified	98.7%
Specialists	67
Administrative	364
Facilities	
Hospitals	8
Pharmacies	42
Locations	
Administrative	1
Primary care	6
Users	
Employer/payer groups	1,123
Single coverage	21,973
Family coverage	16,126
Employees & dependents	76,546
Total	81,237
Average hospital stay	4.4 days
Hospital admission/1,000 members	65.87

Service area: Southeastern Massachusetts and Rhode Island.
Officers: Dr. Patrick Mattingly, president/medical director; William Schlag, marketing director.
See Harvard Community Health Plan consolidated listing under Massachusetts.

Pilgrim Health Care

300 Richmond St., Providence, R.I. 02903; 401-455-0334; fax: 401-455-3415

Staff	
Physicians	419
Patients/physician	25.2
Board-certified	100%
Specialists	548
Administrative	17
Facilities	
Hospitals	11
Pharmacies	37
Locations	
Administrative	1
Users	
Employer/payer groups	122
Single coverage	967

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Family coverage	1,308
Employees & dependents	10,545
Total	10,545

Revenues

1992	$3,678,859
1991	$2,106,404

Service area: Rhode Island: Bristol, Kent, Newport, Providence and Washington counties. Contracts with UltraLink.

Contact: Sonja S. Stern, manager-sales support services, 800-848-9995 or 617-871-3950 ext. 2641.

See Pilgrim Health Care consolidated listing under Massachusetts.

United Health Plans of New England Inc.

Suite 310, 475 Kilvert St., Warwick, R.I. 02886; 401-737-6900; fax: 401-738-7725

Staff

Physicians	681
Patients/physician	250
Board-certified	85%
Specialists	1,514
Administrative	210

Facilities

Hospitals	31
Pharmacies	164

Locations

Administrative	1
Primary care	681

Users

Employer/payer groups	1,609
Single coverage	25,338
Family coverage	32,513
Employees & dependents	162,000
Total	173,000
Average hospital stay	4.3 days
Hospital admission/1,000 members	222.29

Revenues

1992	$212,465,485
1991	$179,337,325

Operational date: January 1983.
Certified in: Massachusetts, Rhode Island.
Model type: IPA/network.
For profit.
Ownership: United HealthCare Corp.
Service area: Massachusetts: Bristol, Norfolk and Worcester counties; Rhode Island. Contracts with National Managed Care Inc.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn., home health and skilled nursing. Options include prescriptions, chiropractors and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Max L. Powell III, CEO; Dr. Anthony Kazlourkas, medical director; James Moniz Jr., vp-marketing; Matt Uustal, vp-operations; Tina Brown-Stevenson, vp-medical management.
See United HealthCare Corp. consolidated listing under Minnesota.

SOUTH CAROLINA

Aetna Health Plans-Columbia (Point-of-Service)

2000 Center Point Blvd., Columbia, S.C. 29210; 803-731-7577; fax: 803-731-7615

Staff

Physicians	89
Patients/physician	18
Board-certified	78.7%
Specialists	277

Facilities

Hospitals	4
Pharmacies	91

Users

Employer/payer groups	9
Employees & dependents	1,690
Total	1,690

Service area: South Carolina: Lexington, Richland and portions of Calhoun, Fairfield and Kershaw counties.

Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Diane Coates.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Greenville/Spartanburg (Point-of-Service)

2000 Center Point Blvd., Columbia, S.C. 29210; 803-731-7577; fax: 803-731-7615

Staff

Physicians	107
Patients/physician	23
Board-certified	76.6%
Specialists	269

Facilities

Hospitals	7
Pharmacies	128

Users

Employer/payer groups	6
Employees & dependents	2,458
Total	2,458

Service area: South Carolina: Cherokee, Greenville and Spartanburg counties.
Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Diane Coates.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Companion HealthCare Corp.

P.O. Box 6170, Columbia, S.C. 29260-6170; 803-786-8466; fax: 803-786-7238

Staff

Physicians	218
Patients/physician	175
Board-certified	83%
Specialists	1,045

Facilities

Hospitals	33
Pharmacies	1,076

Users

Employer/payer groups	162
Single coverage	12,910
Family coverage	7,952
Employees & dependents	38,231
Total	38,868
Average hospital stay	4.4 days
Hospital admission/1,000 members	249.7

Revenues

1992	$42,806,184
1991	$32,967,955

Operational date: October 1984.
Federally qualified.
Certified in: South Carolina.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of South Carolina.
Service area: South Carolina: 38 counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 41 states.
Services: Standard package. Other services include prescriptions, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 1% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Harvey L. Galloway, COO; Dr. Richard P. Foster Jr., medical director; Nancy R. Reid, marketing director; Elaine C. Fairey, vp-professional services.
Contact: Nancy R. Reid.

Healthsource South Carolina Inc.

215 E. Bay St., Suite 401, Charleston, S.C. 29401; 803-723-5520; fax: 803-720-7970

Staff

Physicians	515
Patients/physician	85
Board-certified	98%
Specialists	1,161
Administrative	114

Facilities

Hospitals	11
Pharmacies	292

Locations

Administrative	3

Users

Employer/payer groups	157
Single coverage	11,297
Family coverage	9,714
Employees & dependents	41,489
Total	41,489
Average hospital stay	4 days
Hospital admission/1,000 members	84

Revenues

1992	$33,542,276
1991	$21,816,647

Operational date: March 1987.
Federally qualified.
Certified in: South Carolina.
Model type: IPA.
Ownership: Healthsource Inc.
Service area: South Carolina: 24 counties in Charleston, Columbia and Greenville/Spartanburg areas.
Services: Standard package. Other services include psychiatry, podiatry and OB/Gyn. Options include prescriptions, chiropractors, experimental procedures, vision, dental, substance abuse and durable medical equipment. Diagnostic testing by independent labs.
Rating options: Community rating.
Point-of-service contracts: 5% of members are enrolled.
Offers non-federally qualified programs.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Michael V. Clark, president/executive director; Francis G. Middleton, medical director; David Barnett, marketing director.
Contact: Melanie Floyd.

Physicians Health Plan of South Carolina

110 Centerview Drive, Suite 301, Columbia, S.C. 29210-8438; 803-750-7400; fax: 803-750-7486

Staff

Physicians	238
Patients/physician	89.07
Board-certified	84%
Specialists	680
Administrative	38

Facilities

Hospitals	21
Pharmacies	466

Locations

Administrative	1

Users

Employer/payer groups	270
Single coverage	5,242
Family coverage	4,089
Employees & dependents	20,250
Total	27,220
Average hospital stay	3.6 days
Hospital admission/1,000 members	85

Operational date: March 1985.
Certified in: South Carolina.
Model type: IPA.
Not for profit.
Service area: 22 counties in South Carolina.
Services: Standard package. Other services include vision, psychiatry, durable medical equipment, podiatry, OB/Gyn. Options include prescriptions, chiropractors, dental and substance abuse. Diagnostic testing by HMO and independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts.
Management reports: Provided quarterly, annually or upon request.
Officers: William E. Martin, CEO; Dr. Kenneth G. Varley, medical director; Beverly M. Smith, marketing director; Deborah F. Averett, director-operations.
See United HealthCare Corp. consolidated listing under Minnesota.

TENNESSEE

Aetna Health Plans-Memphis (Point-of-Service)

1801 West End Ave., Suite 500, Nashville, Tenn. 37203; 615-322-1639; fax: 615-322-1221

Staff

Physicians	352
Patients/physician	6
Board-certified	72.4%
Specialists	1,162

Facilities

Hospitals	17
Pharmacies	221

Users

Employer/payer groups	19
Employees & dependents	2,178
Total	2,178

Service area: Arkansas: Crittenden, Lee, Mississippi, St. Francis and portions of Craighead and Poinsett counties; Kentucky: Fulton County; Mississippi: Alcorn, Benton, De Soto, Lafayette, Marshall, Panola, Prentiss, Tate and Union counties; Tennessee: Fayette, Lake, Lauderdale, Obion, Shelby and Tipton counties.
Officers: James McLane, president; Dr. James Geraughty, medical director; Wayne Lohman, marketing director.
Contact: Denise Vanderhoof.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Nashville (Point-of-Service)

1801 West End Ave., Suite 500, Nashville, Tenn. 37203; 615-322-1633; fax: 615-322-1221

Staff

Physicians	334
Patients/physician	4
Board-certified	79.6%
Specialists	806

Facilities

Hospitals	23
Pharmacies	224

Users

Employer/payer groups	20
Employees & dependents	1,551
Total	1,551

Service area: Tennessee: Bedford, Cheatham, Davison, Dickson, Lewis, Macon, Maury, Moore, Robertson, Rutherford, Sumner, Trousdale, Williamson, Wilson and portions of Coffee, Dickson, Franklin, Giles and Smith counties.
Officers: James McLane, president; Jan McDade, medical director; Cliff McGown, marketing director.
Contact: Anita Nunnally.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Tennessee Inc.

1801 West End Ave., Suite 500, Nashville, Tenn. 37203; 615-322-1634; fax: 615-322-1221

Staff

Physicians	262
Patients/physician	42
Board-certified	78.6%
Specialists	638

Facilities

Hospitals	23
Pharmacies	239

Users

Employer/payer groups	103
Employees & dependents	11,077

Operational date: October 1984.
Certified in: Tennessee.
Service area: Tennessee: Cheatham, Coffee, Davidson, De Kalb, Dickson, Hickman, Lewis, Macon, Maury, Robertson, Rutherford, Smith, Sumner, Trousdale, Williamson, Wilson and portions of Bedford, Giles and Marshall counties.
Officers: James McLane, president; Dr. James Geraughty, medical director; Cliff McGown, marketing director.
Contact: Anita Nunnally.
See Aetna Health Plans consolidated listing under Connecticut.

CIGNA HealthCare of Tennessee Inc.-Memphis

6555 Quince Road, Suite 215, Memphis, Tenn. 38119; 901-755-7411; fax: 901-758-5137

Staff

Physicians	151
Specialists	584

Facilities

Hospitals	18

Users

Total	38,074

Operational date: January 1988.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Arkansas: Crittenden County; Mississippi: DeSoto County; Tennessee: Fayette, Shelby and Tipton counties.
Officers: Patti Letchworth, provider relations manager; Linda Vickers, member services manager; William Quanstrom, executive director; Dr. Dean Greesom, medical director; Sherry Howard, quality assurance coordinator; Marianne Kimble, health services manager; Tim Fitzgerald, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Tennessee Inc.-Nashville

1801 West End Ave., Suite 800, Nashville, Tenn. 37203; 615-340-3059; fax: 615-340-3590

Staff

Physicians	262
Specialists	563

Facilities

Hospitals	17

Users

Total	31,970

Operational date: January 1985.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Tennessee: Cannon, Cheatham, Davidson, De Kalb, Dickson, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties.
Officers: Patsy Kelly, provider relations manager; Phillip Hartsig, member services manager; David Mathis, executive director/general manager; Douglas Henry, medical director; Wendy Bottomley, quality assurance manager; Beth Lance, director-medical services; Tim Fitzgerald, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Complete Health of Tennessee Inc.

5865 Ridgeway Center Parkway, Suite 202, Memphis, Tenn. 38102; 901-681-9197; fax: 901-681-9197

Staff

Physicians	483
Patients/physician	26
Board-certified	95%
Specialists	919

Facilities

Hospitals	13

Users

Employer/payer groups	57
Single coverage	2,134
Family coverage	3,602
Employees & dependents	12,540
Total	12,540
Average hospital stay	4.92 days
Hospital admission/1,000 members	68.39

Revenues

1992	$1,135,337

Service area: Tennessee: Cheatham, Dickson, Davidson, Fayette, Lincoln, Robertson, Rutherford, Shelby, Sumner, Tipton, Williamson and Wilson counties, includes the metropolitan areas of Memphis and Nashville.
Officers: Brian Shipp, vp-marketing.
See Complete Health Services Inc. consolidated listing under Alabama.

DeltaCare

95 White Bridge Road, Nashville, Tenn. 37205; 615-356-3175; fax: 615-356-8108

Specialty HMO providing dental services only

Staff

Dentists	12
Board-certified	100%
Specialists	10
Administrative	23

Locations

Administrative	1
Primary care	12

Operational date: April 1993.
Certified in: Tennessee.
Model type: Network.
Ownership: Delta Dental Plan of Tennessee.
Service area: Tennessee: Shelby County.
Services: Dental.
Rating options: Community rating.
Point-of-service contracts.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly.
Billing: Consolidated billing for national accounts.
Officers: Dr. William Manning, president; William Corder, D.D.S., dental director; Michael Ashack, marketing director; Tom Perry, controller; Liz Cheeks, vp-operations.

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Healthsource Tennessee Inc.

625 S. Gay St., Suite 300, Knoxville, Tenn. 37902; 615-546-2529; fax: 615-522-5422

Staff	
Physicians	143
Patients/physician	168
Board-certified	76%
Specialists	488
Administrative	3
Facilities	
Hospitals	15
Pharmacies	34
Locations	
Primary care	83
Users	
Employer/payer groups	133
Single coverage	5,498
Family coverage	6,177
Employees & dependents	23,760
Total	23,760
Average hospital stay	4.65 days
Hospital admission/1,000 members	309
Revenues	
1992	$18,319,214
1991	$23,524,900

Operational date: April 1986.
Certified in: Tennessee.
Model type: IPA.
Ownership: Healthsource Inc.
Service area: Tennessee: 24 eastern counties and three southwestern counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $118.36 single, $295.90 family; community rating by class; adjusted community rating.
Point-of-service contracts: 5% of members are enrolled.
Management reports: Provided quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Robert C. Trumpy, president/CEO; Curtis C. Sexton, vp-medical services; J. Kent Burklow, vp-sales/marketing; Gary B. Simmons, vp-finance/operations; Richard York, vp-provider relations.

Prudential Health Care Plan of Nashville

227 French Landing Drive, Suite 300, Nashville, Tenn. 37228; 615-248-7100; fax: 615-248-7167

Staff	
Physicians	64
Patients/physician	433
Specialists	110
Facilities	
Hospitals	8
Pharmacies	9
Users	
Employer/payer groups	113
Total	27,685
Average hospital stay	1.4 days
Hospital admission/1,000 members	68.5

Operational date: September 1980.
Federally qualified.
Certified in: Tennessee.
NCQA qualification pending.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Tennessee: Cheatham, Davidson, Robertson, Rutherford, Sumner, Williamson and Wilson counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $143.47 single, $414.63 family; adjusted community rating.
Point-of-service contracts: 25% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Edward Griese, executive director.
Contact: Edward Griese, 615-248-7100.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Memphis

845 Crossover Lane, Suite 220, Memphis, Tenn. 38117; 901-766-7908; fax: 901-763-3470

Staff	
Physicians	20
Patients/physician	1,333
Board-certified	100%
Specialists	106
Administrative	50
Facilities	
Hospitals	2
Pharmacies	3
Locations	
Administrative	1
Primary care	4
Users	
Employer/payer groups	87
Total	26,650
Average hospital stay	4.4 days
Hospital admission/1,000 members	55.3

Operational date: June 1993.
Federally qualified.
Certified in: Tennessee.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Tennessee: Shelby County.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $134.75 single, $377.29 family; adjusted community rating.
Point-of-service contracts: 13% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Donna DeVaughn-Tidline, executive director; Richard Walczak, marketing director.
Contact: Donna DeVaughn-Tidline.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Memphis (Point-of-Service)

845 Crossover Lane, Suite 220, Memphis, Tenn. 38117; 901-766-7908; fax: 901-763-3470

Staff	
Physicians	111
Patients/physician	39
Specialists	342
Facilities	
Hospitals	3
Pharmacies	34
Locations	
Administrative	1
Users	
Employer/payer groups	140
Total	4,400
Average hospital stay	4.3 days
Hospital admission/1,000 members	53.3

Operational date: December 1986.
Federally qualified.
Certified in: Tennessee.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Tennessee: Shelby County.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; Donna DeVaughn-Tidline, executive director; Richard Walczak, marketing director.
Contact: Donna DeVaughn-Tidline.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Southern Health Plan Inc.

600 Jefferson Ave., Memphis, Tenn. 38105

Staff	
Physicians	364
Patients/physician	213
Board-certified	84%
Specialists	818
Administrative	60
Facilities	
Hospitals	22
Pharmacies	88
Users	
Employer/payer groups	408
Single coverage	10,847
Family coverage	12,862
Employees & dependents	53,734
Total	53,734
Average hospital stay	4.14 days
Hospital admission/1,000 members	79
Revenues	
1992	$50,224,053
1991	$38,897,271

Operational date: July 1980.
Federally qualified.
Certified in: Tennessee.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: Blue Cross & Blue Shield of Memphis.
Service area: Tennessee: Fayette, Haywood, Lauderdale, Madison, Shelby and Tipton counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision and dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 62% of members are enrolled.
Offers non-federally qualified programs.
Management reports: Provided.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Gene Holcomb, president; Tim Hogan, vp/executive director/marketing director; Dr. Alys Lipscomb, medical director.

TEXAS

Aetna Health Plans-Austin (Point-of-Service)

9901 1H Ten West, Suite 440, San Antonio, Texas 78230; 210-691-8449; fax: 210-697-1539

Staff	
Physicians	154
Patients/physician	12
Board-certified	79.9%
Specialists	623
Facilities	
Hospitals	6
Pharmacies	137
Users	
Employer/payer groups	16
Employees & dependents	1,850
Total	1,850

Service area: Texas: Bastrop, Hays, Travis and Williamson counties.
Officers: James McLane, president; Susan Dickerson, executive director; Dr. Barry Koerpel, medical director; Ed Atherton, marketing director.
Contact: Martin Jimenez.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Dallas (Point-of-Service)

2350 Lakeside Blvd., Suite 500, Richardson, Texas 75082; 214-470-7608; fax: 214-680-3416

Staff	
Physicians	659
Patients/physician	38
Board-certified	74.8%
Specialists	2,162
Facilities	
Hospitals	29
Pharmacies	638
Users	
Employer/payer groups	60
Employees & dependents	25,143
Total	25,143

Service area: Texas: Dallas, Denton, Ellis, Hunt, Tarrant and portions of Collin, Johnson and Rockwall counties.
Officers: James McLane, president; Carolyn Dawson, executive director; Dr. Michael Cryer, medical director; Mark Bailey, marketing director.
Contact: Jay Farabee.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Houston (Point-of-Service)

2900 N. Loop W., Suite 200, Houston, Texas 77092; 713-683-7595; fax: 713-683-7585

Staff	
Physicians	626
Patients/physician	27
Specialists	1,552
Facilities	
Hospitals	30
Pharmacies	520
Users	
Employer/payer groups	45
Employees & dependents	16,918
Total	16,918

Service area: Texas: Fort Bend, Galveston, Harris, Liberty, Matagorda, Montgomery, Wharton and portions of Brazoria and Waller counties.
Officers: James McLane, president; Joseph Blanford, executive director; Dr. James Bowerman, medical director; Mark Doyle, marketing director.
Contact: Diane Amundson.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-San Antonio (Point-of-Service)

9901 1H Ten West, Suite 440, San Antonio, Texas 78230; 210-691-8449; fax: 210-697-1539

Staff	
Physicians	173
Patients/physician	41
Board-certified	77.5%
Specialists	688
Facilities	
Hospitals	8
Pharmacies	154
Users	
Employer/payer groups	27
Employees & dependents	7,144
Total	7,144

Service area: Texas: Bexar, Comal, Guadalupe and Kendall counties.
Officers: James McLane, president; Susan Dickerson, executive director; Dr. Barry Koerpel, medical director; Ed Atherton, marketing director.
Contact: Susan Golonko.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans of Texas Inc.

2900 N. Loop W., Suite 200, Houston, Texas 77092; 713-683-7595; fax: 713-683-7585

Staff	
Physicians	399
Patients/physician	50
Board-certified	54.2%
Specialists	694
Facilities	
Hospitals	18
Pharmacies	519
Users	
Employer/payer groups	153
Employees & dependents	20,155

Operational date: August 1987.
Certified in: Texas.
NCQA qualification pending.
Service area: Texas: Fort Bend, Harris and portions of Brazoria, Chambers, Galveston, Liberty, Montgomery and Waller counties.
Officers: James McLane, president; Dr. James Bowerman, medical director; Mark Doyle, marketing director.
Contact: Diane Amundson.
See Aetna Health Plans consolidated listing under Connecticut.

Anthem Health Plan of Texas Inc.

4144 N. Central Expressway, Suite 800, Dallas, Texas 75204; 214-818-3800; fax: 214-823-3655

Staff	
Physicians	526
Patients/physician	98
Board-certified	86%
Specialists	1,914
Administrative	13
Facilities	
Hospitals	52
Pharmacies	108
Locations	
Administrative	3
Users	
Employer/payer groups	2
Single coverage	83
Family coverage	290
Employees & dependents	601
Total	601
Average hospital stay	3.8 days
Hospital admission/1,000 members	66.3
Revenues	
1992	$905,421
1991	$918,542

Operational date: August 1989.
Certified in: Texas.
Model type: IPA.
For profit.
Ownership: Anthem Health Plan Inc.
Service area: Texas: 27 counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts.
Management reports: Provided upon request.
Officers: John D. Cuny, president; Jack Haney, COO; Dr. Pasquale Pingitore, medical director.

CIGNA HealthCare of Texas Inc.-Dallas/Fort Worth

600 E. Las Colinas Blvd., Suite 1100, Irving, Texas 75039; 214-401-5200; fax: 214-401-5209

Staff	
Physicians	492
Specialists	1,185
Facilities	
Hospitals	30

Continued on next page

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Users

Total 100,484

Operational date: March 1980.
Federally qualified.
Model type: IPA/staff.
Ownership: CIGNA Corp.
Service area: Texas: Collin, Dallas, Denton, Ellis, Fannin, Grayson, Henderson, Hood, Hunt, Johnson, Kaufman, Parker, Rockwall, Tarrant and Wise counties.
Officers: Betty Robles, director-provider services; Linda Dickey, director-member services; Dr. Lawrence Levy, executive director/medical director; Mimi Kryszewski, health services manager; Patsy Morris, quality/risk manager; Brad C. Arms, senior vp-western managed care operations.

See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Texas Inc.-Houston

1360 Post Oak Blvd., Suite 1100, Houston, Texas 77056; 713-552-7600; fax: 713-552-7699

Staff

Physicians 314
Specialists 1,113

Facilities

Hospitals 29

Users

Total 61,378

Operational date: July 1982.
Federally qualified.
Model type: IPA/staff.
Ownership: CIGNA Corp.
Service area: Texas: Austin, Brazoria, Brazos, Chambers, Fort Bend, Galveston, Grimes, Harris, Liberty, Matagorda, Montgomery, San Jacinto, Walker, Waller and Wharton counties.
Officers: David Stone, director-provider relations; Vickie Menard, member services manager; Dennis Edmonds, executive director/general manager; Dr. Vernon Walters, medical director; Mary Nespor, quality assurance manager; Lorraine Swantner, utilization manager; Brad C. Arms, senior vp-western managed care operations.

See CIGNA Corp. consolidated listing under Connecticut.

Coastal Bend Health Plan

2502 Morgan, Corpus Christi, Texas 78405; 512-887-0101; fax: 512-882-2356

Staff

Physicians 164
Patients/physician 175
Board-certified 65%
Specialists 206
Administrative 71

Facilities

Hospitals 9
Pharmacies 34

Locations

Administrative 1

Users

Employer/payer groups 153
Total 23,831
Average hospital stay ..... 4.1 days

Revenues

1992 ..... $30,054,772
1991 ..... $26,368,453

Operational date: December 1985.
Federally qualified.
Certified in: Texas.
Model type: IPA.
For profit.
Ownership: Group of doctors.
Service area: Texas: Aransas, Bee, Kleberg, Nueces and San Patricio counties. Contracts with HMO National, NMCI and UltraLink.
Services: Standard package. Other services include vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Management reports: Provided quarterly or annually.
Officers: Dr. F. James McCutchon, president; Diana Tchida, executive director; Dr. William Burgin, medical director; Leo R. Barrera Jr., marketing director.

Firstcare

1901 Medi Park, Suite 2000, Amarillo, Texas 79106; 806-358-5151; fax: 806-358-5178

Staff

Physicians 78
Patients/physician 401
Board-certified 80%
Specialists 125
Administrative 50

Facilities

Hospitals 5
Pharmacies 9

Locations

Administrative 1

Users

Employer/payer groups 263
Employees & dependents 31,292
Total 31,292
Average hospital stay ..... 4 days
Hospital admission/1,000 members 109

Revenues

1992 ..... $43,285,494
1991 ..... $36,543,200

Operational date: May 1986.
Federally qualified.
Certified in: Texas.
Model type: IPA.
For profit.
Ownership: High Plains Baptist Hospital.
Service area: Texas: Armstrong, Carson, Castro, Dallam, Deaf Smith, Donley, Gray, Hartley, Hemphill, Hutchinson, Moore, Oldham, Potter, Randall, Roberts, Sherman, Swisher and Wheeler counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by HMO and independent labs.
Rating options: Community rating by class.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Officers: T.H. Holloway, president; Gary L. Gerard, executive director; Dr. Nathan Goldstein III, medical director; Chuck Walker, marketing director; Phillip Hudson, CFO.

Harris Methodist Health Plan

1300 Summit Ave., Suite 800, Fort Worth, Texas 76102; 817-878-5831; fax: 817-878-3959

Staff

Physicians 362
Patients/physician 2,928
Board-certified 83%
Specialists 1,441
Administrative 163

Facilities

Hospitals 34
Pharmacies 501

Locations

Administrative 4
Primary care 1,397

Users

Employer/payer groups 623
Single coverage 16,993
Family coverage 25,489
Employees & dependents 107,210
Total 107,210
Average hospital stay ..... 4.1 days
Hospital admission/1,000 members 71

Revenues

1992 ..... $133,367,868
1991 ..... $89,604,380

Operational date: March 1986.
Federally qualified.
Certified in: Texas.
NCQA qualification pending.
Model type: IPA.
Not for profit.
Ownership: Harris Methodist Health System.
Service area: Texas: Bosque, Comanche, Coryell, Dallas, Denton, Ellis, Erath, Freestone, Hamilton, Hill, Hood, Johnson, Limestone, Montague, Navarro, Palo Pinto, Parker, Somervell, Tarrant and Wise counties.
Services: Standard package. Other services include prescriptions, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 5% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided.
Officers: Ronald L. Smith, president; Donald Hamlin, senior vp; Dr. Steven

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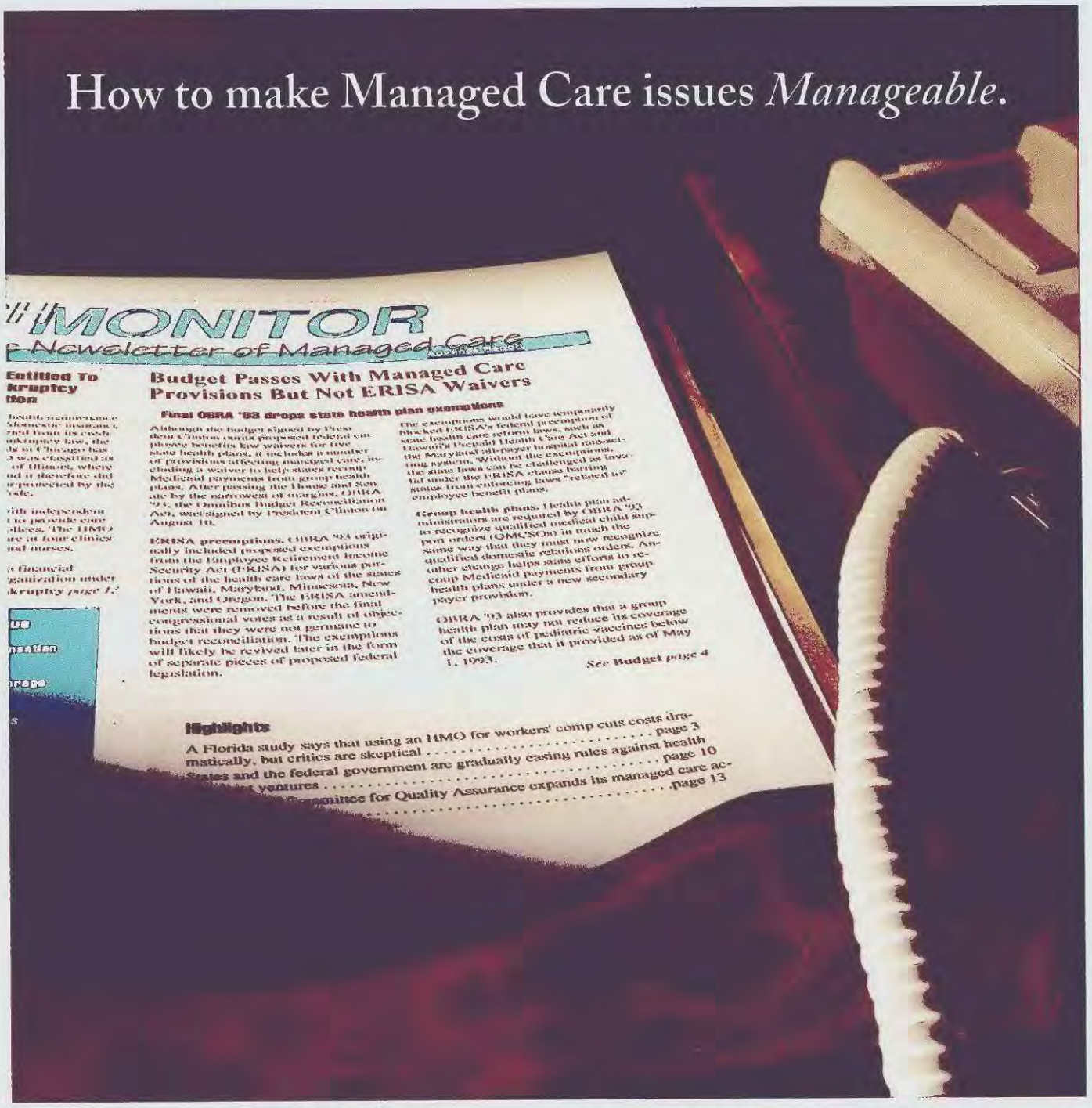

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Berkowitz, medical director; Michael Clark, vp; Jay Followell, vp-finance; Rose Mary Wood, vp-provider relations.

Humana Health Plan of Texas Inc.-Corpus Christi

5350 S. Staples, Suite 301, Corpus Christi, Texas 78411; 512-994-2000; fax: 512-994-2002

Users

Total*	21,168

** Figures as of 10/31/93.*

Operational date: April 1982.
Federally qualified.
Model type: IPA.
Service area: Texas: Aransas, Kleberg, Nueces and San Patricio counties.
Officers: Richard Willis, executive director; Dr. David Olson, medical director.
See Humana Health Care Plans consolidated listing under Kentucky.

Humana Health Plan of Texas Inc.-San Antonio

Med Center Plaza, 8431 Fredericksburg Road, San Antonio, Texas 78229; 210-617-1000; fax: 210-617-1065

Users

Total*	59,840

** Figures as of 11/1/93.*

Operational date: December 1984.
Federally qualified.
Model type: Group/IPA.
Service area: Texas: Atascosa, Bandera, Bexar, Blanco, Comal, Frio, Guadalupe, Kendall, Medina and Wilson counties.
Officers: Linda Hummel, sales manager; Michael B. McCallister, vp; Michael Seltzer, executive director.
See Humana Health Care Plans consolidated listing under Kentucky.

Kaiser Permanente-Texas Region

12720 Hillcrest Road, Suite 600, Dallas, Texas 75230; 214-458-5000; fax: 214-458-5116

Staff

Physicians	92
Patients/physician	1,398
Board-certified	75%
Specialists	393
Administrative	1,110

Facilities

Hospitals	5
Pharmacies	9

Locations

Administrative	11
Primary care	9

Users

Employer/payer groups	665
Single coverage	27,833
Family coverage	18,474
Employees & dependents	101,177
Total	128,581
Average hospital stay*	4.1 days
Hospital discharges/1,000 members*	75

Revenues

1992	$198,584,220
1991	$167,151,407

** Average stay and discharge rate as of 12/92.*

Operational date: June 1979.
Service area: Texas: Dallas, Rockwall, Tarrant and portions of Collin, Denton, Ellis, Hood, Johnson, Kaufman, Parker, Hunt and Wise counties. Contracts with The HMO Group.
Services: Same services as consolidated listing excluding podiatry. Durable medical equipment is a standard service.
Officers: Dr. David M. Lawrence, chairman/CEO; Sharon Flaherty, vp/regional manager; Dr. Seth Garber, executive medical director/president/treasurer-Permanente Medical Group; Dan Mulkey, director-sales; John M. Pinkney, health plan manager.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

MetLife HealthCare Network of Texas Inc.

1320 Greenway Drive, Suite 400, Irving, Texas 75038; 214-751-0777

Staff

Physicians	1,403
Patients/physician	16.1
Board-certified	90%
Specialists	2,656

Facilities

Hospitals	86

Locations

Administrative	2

Users

Employer/payer groups	176
Employees & dependents	26,616
Total	26,616
Average hospital stay	3.5 days
Hospital admission/1,000 members	66.1

Revenues

1992	$55,734,285
1991	$34,286,514

Operational date: March 1987.
Certified in: Texas.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Texas: 32 counties.
Services: Standard package. Other services include chiropractors; experimental procedures; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn; children's, women's and men's health initiative; healthy pregnancy program; health education and wellness programs. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Point-of-service contracts.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Thomas G. Hogan Jr., chairman; Robert E. Byrne, vice chairman; Dr. Gregorio Cortez III, director/vp & COO-Dallas; Ralph E. McEldowney III, director; Donald Ledden, director/president/CEO; Dr. William Crutcher, vp/medical director-Dallas; Dr. Owen Ellington, vp/medical director-Houston; Steven J. Brash, Joseph A. Reali, assistant vps; Elizabeth A. Lorenz, secretary/treasurer; Michael F. Tietz, assistant secretary.
Contact: Jim Gidiesin, 203-454-6133.

Mutual of Omaha Cos.-Exclusive Healthcare Inc.

Mutual of Omaha Plaza, Omaha, Neb. 68175; 800-456-9292; fax: 402-978-2999

Staff

Physicians	236
Patients/physician	2
Board-certified	80%
Specialists	760

Facilities

Hospitals	19
Pharmacies	188

Locations

Administrative	2
Primary care	47

Users

Employer/payer groups	1
Single coverage	77
Family coverage	116
Employees & dependents	466
Total	466
Average hospital stay	3.78 days
Hospital admission/1,000 members	35

Service area: Texas: Callahan, Collin, Dallas, Denton, Ellis, Grayson, Parker, Terrant and Wise counties.
Point-of-service contracts: 100% of members are enrolled.
Officers: Dick Easley, administrator; Steve Burnham, executive director; Dr. Michael Jenkin, medical director; Les Swick, marketing director.
See Mutual of Omaha Cos.-Exclusive Healthcare Inc. consolidated listing under Nebraska.

PacifiCare of Texas-Houston

1800 W. Loop S., Suite 350, Houston, Texas 77027; 713-963-8507; fax: 713-963-8318

Staff

Physicians	45
Patients/physician	24.66
Board-certified	75%
Specialists	150
Administrative	15

Facilities

Hospitals	4
Pharmacies	139

Locations

Administrative	1
Primary care	49

Users

Employer/payer groups	3
Single coverage	40
Family coverage	20
Employees & dependents	145
Total	1,110
Average hospital stay	7.3 days
Hospital admission/1,000 members	396

Operational date: March 1993.
Certified in: Texas.
Model type: IPA.
Service area: Texas: Fort Bend and Harris counties and portions of Montgomery County. Contracts with HMO National Network.
Services: Standard package. Other services include prescriptions, chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, ambulatory surgical centers, hospice care, physical therapy, skilled nursing facility, home health and pharmacy. Diagnostic testing by independent labs.
Rating options: Community rating.
Point-of-service contracts not available.
Enrollment options: Individual enrollment allowed through a separate product, Secure Horizons.
Management reports: Provided monthly.
Officers: Jon Wampler, president; Stephen Zeger, general manager; Dr. Christopher Jagmin, medical director; Russ Gantos, marketing director.
See PacifiCare Health Systems consolidated listing under California.

PacifiCare of Texas-San Antonio

8200 IH 10 W., Suite 1000, San Antonio, Texas 78230; 210-524-9800; fax: 210-344-1165

Staff

Physicians	96
Patients/physician	558
Board-certified	75%
Specialists	663
Administrative	125

Facilities

Hospitals	13
Pharmacies	61

Locations

Administrative	1
Primary care	72

Users

Employer/payer groups	450
Single coverage	11,974
Family coverage	7,135
Employees & dependents	53,655
Total	73,028
Average hospital stay	4 days
Hospital admission/1,000 members	240

Revenues

1992	$95,896,000
1991	$64,003,000

Operational date: July 1986.
Certified in: Texas.
Service area: Texas: Bexar, Kendall, Wilson and portions of Atascosa, Comal, Medina and Guadalupe counties. Contracts with HMO National Network.
Services: Standard package. Other services include prescriptions, chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn, ambulatory surgical centers, hospice care, physical therapy, skilled nursing facility, home health and pharmacy. Diagnostic testing by independent labs.
Rating options: Community rating.
Point-of-service contracts not available.
Enrollment options: Individual enrollment allowed through a separate product, Secure Horizons.
Management reports: Provided monthly.
Officers: Jon Wampler, president; Dr. Christopher Jagmin, medical director; Russ Gantos, marketing director; Cyndi Davis, operations director; Peter VanValkinburg, vp/CFO.
See PacifiCare Health Systems consolidated listing under California.

PruCare of Austin

9050 Capitol of Texas Highway, Austin, Texas 78759; 512-346-2800

Staff

Physicians	78
Specialists	268

Facilities

Hospitals	8
Pharmacies	32

Locations

Administrative	1
Primary care	9

Users

Single coverage	2,010
Family coverage	1,993
Employees & dependents	71,804
Total	71,804
Average hospital stay*	4.4 days
Hospital admission/1,000 members	68

** Average stay includes psychiatric patients.*

Operational date: October 1980.
Federally qualified.
Certified in: Texas.
NCQA qualification pending.
Model type: Group.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Bastrop, Hays, Travis and portions of Caldwell and Williamson counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating.
Point-of-service contracts.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Rollin Lacy, president; Ron Yarbrough, executive director; Dr. Bryan Spires, medical director; Herman Wright, marketing director; Dr. Sharon Lewis, regional quality improvement.
Contact: Herman Wright.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare of Houston

24 Greenway Plaza, Suite 500, Houston, Texas 77046; 713-993-3801; fax: 713-965-8254

Staff

Physicians	100
Patients/physician	1,512
Board-certified	82%
Specialists	311
Administrative	262

Facilities

Hospitals	3

Locations

Administrative	1
Primary care	22

Users

Employer/payer groups	607
Single coverage	21,100
Family coverage	25,250
Employees & dependents	165,368
Total	165,368
Average hospital stay	4.3 days
Hospital admission/1,000 members	56.6

Operational date: 1974.
Federally qualified.
NCQA qualification pending.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Brazoria, Fort Bend, Galveston, Harris, Montgomery and Waller counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually or quarterly upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Robert Winters, chairman/CEO; Raymond Flachbart, executive director; Dr. James Birge, medical director; Timothy Corrigan, marketing director.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruCare of North Texas

4100 Alpha Road, Suite 400, Dallas, Texas 75244; 214-991-0014; fax: 214-448-3815

Staff

Physicians	532
Patients/physician	62
Board-certified	77%
Specialists	1,290
Administrative	99

Facilities

Hospitals	34
Pharmacies	176

Locations

Administrative	1
Primary care	532

Users

Employer/payer groups	373
Single coverage	8,466
Family coverage	8,451
Employees & dependents	34,210
Total	36,112
Average hospital stay	4.2 days
Hospital admission/1,000 members	80.1

Operational date: July 1986.
Federally qualified.
Certified in: Texas.
NCQA accredited.
Model type: IPA.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Collin, Dallas, Denton, Ellis, Hood, Johnson, Kaufman, Packer, Rockwall, Somervell and Tarrant counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating.
Point-of-service contracts: 20% of members are enrolled.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: William Link, president-group operations; Victor Lazzaro, executive director; Dr. Robert Jacqmin, medical director; Joel Suarez, director-marketing.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Plus of Austin (Point-of-Service)

7700 Chevy Chase, Austin, Texas 78752; 512-465-6612; fax: 713-993-3878

Staff

Physicians	252
Patients/physician	178
Specialists	365
Administrative	90

Facilities

Hospitals	9
Pharmacies	32

Locations

Administrative	1
Primary care	9

Users

Employer/payer groups	225
Single coverage	3,173
Family coverage	5,176
Employees & dependents	44,953
Total	44,953
Average hospital stay	4.6 days
Hospital admission/1,000 members	65

Operational date: October 1987.
Federally qualified.
Certified in: Texas.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Austin, Bastrop, Hays, Temple, Travis, Waco and portions of Caldwell and Williamson counties.
Services: Standard package. Other services include dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, chiropractors, experimental procedures and vision. Diagnostic testing by independent labs.
Rating options: Community rating.
Management reports: Provided monthly or quarterly.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Rollin Lacy, president; Ron Yarbrough, executive director; Dr. Bryan Spires, medical director; Herman Wright, marketing director; Dr. Sharon Lewis, regional quality improvement.
Contact: Herman Wright.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Plus of Houston (Point-of-Service)

24 Greenway Plaza, Suite 500, Houston, Texas 77046; 713-993-3801; fax: 713-993-8254

Staff

Physicians	414
Patients/physician	11
Board-certified	90%
Specialists	645

Facilities

Hospitals	22
Pharmacies	132

Locations

Administrative	1
Primary care	412

Users

Employer/payer groups	608
Single coverage	10,500
Family coverage	11,700
Employees & dependents	92,765
Total	92,765
Average hospital stay	4.6 days
Hospital admission/1,000 members	82.6

Operational date: 1987.

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NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Brazoria, Fort Bend, Galveston, Harris, Montgomery and Waller counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating by class; adjusted community rating.
Offers non-federally qualified programs.
Enrollment options: Individual enrollment allowed.
Management reports: Provided annually; quarterly upon request.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Robert Winters, chairman/CEO; Ray Flachbart, executive director; Dr. William Hauser, medical director; Timothy Corrigan, marketing director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Prudential Plus of North Texas (Point-of-Service)

4100 Alpha Road, Suite 400, Dallas, Texas 75244; 214-991-0014; fax: 214-448-3815

Staff	
Physicians	821
Patients/physician	159
Board-certified	76%
Specialists	1,020
Administrative	99
Facilities	
Hospitals	34
Pharmacies	176
Locations	
Administrative	1
Primary care	821
Users	
Employer/payer groups	467
Employees & dependents	145,839
Total	162,553
Average hospital stay	4.6 days
Hospital admission/1,000 members	59.8

Operational date: January 1987.
Federally qualified.
Certified in: Texas.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Collin, Dallas, Denton, Ellis, Hood, Johnson, Kaufman, Packer, Rockwall, Somervell and Tarrant counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: William Link, president-group operations; Victor Lazzaro, executive director; Dr. Robert Jacqmin, medical director; Joel Suarez, director-marketing.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

San Antonio Health Care Management

40 N.E. Loop 410, Suite 600, San Antonio, Texas 78216; 210-366-1921; fax: 210-366-8640

Staff	
Physicians	141
Patients/physician	212.1
Board-certified	92%
Specialists	340
Administrative	76
Facilities	
Hospitals	12
Pharmacies	79
Locations	
Administrative	1
Users	
Employer/payer groups	268
Single coverage	7,326
Family coverage	6,927
Employees & dependents	29,901
Total	29,901
Average hospital stay	3.8 days
Hospital admission/1,000 members	70

Operational date: November 1984.
Certified in: Texas.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Bexar, Comal, Guadalupe, Wilson and portions of portions of Atascosa, Bandera, Frio, Karnes, Kendall and Medina counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating.
Point-of-service contracts: 56% of members are enrolled.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Rollin L. Lacy, president; Robert L. Smith Jr., executive director; Dr. William Metcalf, medical director; Hal R. Carmichael Jr., marketing director; Diane Williams, nurse; Teresa McCarthy, member services; Alice Tejada, provider relations.
Contact: Hal Carmichael, 210-366-8631.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

San Antonio Health Care Management (Point-of-Service)

40 N.E. Loop 410, Suite 600, San Antonio, Texas 78216; 210-366-1921; fax: 210-366-8640

Staff	
Physicians	180
Patients/physician	226.12
Board-certified	92.2%
Administrative	76
Facilities	
Hospitals	13
Pharmacies	48
Locations	
Administrative	1
Primary care	137
Users	
Single coverage	616
Family coverage	261
Employees & dependents	39,076
Total	40,702
Average hospital stay	4.4 days
Hospital admission/1,000 members	66

Operational date: January 1987.
Certified in: Texas.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Bexar, Comal, Guadalupe, Wilson and portions of Atascosa, Bandera, Frio, Karnes, Kendall and Medina counties.
Services: Standard package. Other services include substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions, chiropractic, vision, dental and podiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Rollin L. Lacy, president; Robert L. Smith Jr., executive director; Dr. William Metcalf, medical director; Hal K. Carmichael Jr., marketing director; Diane Williams, nurse; Teresa McCarthy, member services; Alice Tejada, provider relations.
Contact: Hal Carmichael, 210-366-8631.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Sanus/New York Life Health Plan Inc.

3800 Buffalo Speedway, Suite 200, Houston, Texas 77098; 713-624-5000; fax: 713-622-2480

Staff	
Physicians	471
Patients/physician	452
Board-certified	85%
Specialists	1,471
Facilities	
Hospitals	47
Pharmacies	167
Users	
Employer/payer groups	585
Employees & dependents	98,729
Total	206,785
Average hospital stay	4.16 days
Hospital admission/1,000 members	78.53
Revenues	
1992	$282,123,485
1991	$263,862,300

Federally qualified.
Certified in: Texas.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: New York Life.
Service area: Texas: Austin, Brazoria, Chambers, Colorado, Fort Bend, Galveston, Grimes, Harris, Jackson, Lavaca, Liberty, Matagorda, Montgomery, San Jacinto, Walker, Waller, Washington and Wharton counties.
Services: Standard package. Other services include substance abuse, psychiatry (outpatient), podiatry and OB/Gyn. Options include prescriptions, vision, dental, durable medical equipment, prosthetics, blood and inpatient psychiatry. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 22% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Thomas S. Lucksinger, president; Michael Mirt, vp/COO. Dr. Don Huge, medical director; Bill Nelson, marketing director; Michael Stock, CFO.
See Sanus Corp. Health Systems consolidated listing under New Jersey.

Sanus Texas Health Plan Inc.

4500 Fuller Drive, Irving, Texas 75038-6597; 214-650-5500; fax: 214-650-5700

Staff	
Physicians	329
Patients/physician	370
Board-certified	85%
Specialists	1,055
Administrative	206
Facilities	
Hospitals	41
Pharmacies	231
Locations	
Administrative	1
Users	
Employer/payer groups	448
Single coverage	31,267
Family coverage	27,998
Employees & dependents	121,604
Total	122,221
Average hospital stay	3.88 days
Hospital admission/1,000 members	27.88
Revenues	
1992	$132,592,716
1991	$146,133,131

Operational date: August 1983.
Federally qualified.
Certified in: Texas.
NCQA qualification pending.
Model type: IPA.
For profit.
Ownership: New York Life.
Service area: Texas: 26 northern counties, including Dallas and Tarrant counties. Contracts with HMO National Network, UltraLink.
Services: Standard package. Other services include substance abuse, psychiatry (outpatient), podiatry, OB/Gyn and utilization review. Options include prescriptions, vision, dental, psychiatry (inpatient) and durable medical equipment. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $120.76 single, $368.33 family; community rating by class; adjusted community rating.
Point-of-service contracts: 16.26% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: Joseph T. Lynaugh, president; Steve Yerxa, executive director; Dr. Joseph Cheek, medical director; Charles Page, marketing director; Theodora Waltman, secretary/treasurer.
See Sanus Corp. Health Systems consolidated listing under New Jersey.

SOUTHWEST-an Aetna Health Plan

2350 Lakeside Blvd., Suite 500, Richardson, Texas 75082; 214-470-7609; fax: 214-680-3416

Staff	
Physicians	374
Patients/physician	107
Board-certified	72.8%
Specialists	926
Facilities	
Hospitals	25
Pharmacies	672
Users	
Employer/payer groups	169
Employees & dependents	40,332

Operational date: August 1985.
Federally qualified.
Certified in: Texas.
NCQA qualification pending.
Service area: Texas: Collin, Dallas, Denton, Ellis, Hunt, Rockwall, Tarrant and portions of Delta, Fannin, Hopkins, Kaufman, Johnson and Rains counties.
Officers: James McLane, president; Dr. Michael Cryer, medical director; Mark Bailey, marketing director.
Contact: Jay Farabee.
See Aetna Health Plans consolidated listing under Connecticut.

Travelers Health Network of Texas Inc.

2250 Lakeside Blvd., Suite 330, Richardson, Texas 75082; 214-437-3074; fax: 214-470-5855

Staff	
Physicians	1,249
Board-certified	70%
Specialists	3,978
Administrative	70
Facilities	
Hospitals	69
Pharmacies	828
Locations	
Administrative	3
Users	
Employees & dependents	55,793
Total	55,793
Average hospital stay	4 days
Hospital admission/1,000 members	73

Operational date: August 1984.
Federally qualified (in some areas).
Certified in: Texas.
Model type: IPA.
For profit.
Ownership: Travelers Health Network Inc.
Service area: Texas: 19 counties in the Austin/San Antonio area and 12 counties in the Dallas area.
Services: Standard package. Other services include chiropractic, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn and artificial aids. Options include prescriptions, vision and family planning (surgical). Diagnostic testing by independent labs.
Rating options: Community rating; community rating by class; adjusted community rating.
Point-of-service contracts.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: E. Harry Creasey, president; Laura Kabay, executive director-Austin/San Antonio; Dave Barker, executive director-Dallas; Denise Palmer, executive director-Houston; Terry Sutton, medical director-Austin/San Antonio; Sandy Reich, medical director-Dallas; Vicki McDonald, marketing director; Jodi Richardson, director-operations (Austin/San Antonio); Bill Marcellus, director-operations (Dallas); Saundra Brown, director-operations (Houston).

UTAH

Aetna Health Plans (Point-of-Service)

7979 E. Tufts Ave., Suite 1000, Denver, Colo. 80237; 303-793-2580; fax: 303-793-2510

Staff	
Physicians	470
Patients/physician	3
Specialists	1,065
Facilities	
Hospitals	21
Pharmacies	210
Users	
Employer/payer groups	21
Employees & dependents	1,722
Total	1,722

Service area: Utah: 21 counties; Wyoming: portions of Lincoln and Uintah counties.
Officers: James McLane, president; Cindy Freundlich, medical director; Jerry Banks, marketing director.
Contact: Cindy Aguilar.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of Utah Inc.

5295 S. 320 W., Suite 280, Salt Lake City, Utah 84107; 801-265-2777; fax: 801-261-5349

Staff	
Physicians	262
Specialists	787
Facilities	
Hospitals	17
Users	
Total	24,110

Operational date: January 1985.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Utah: Box Elder, Cache, Davis, Morgan, Salt Lake, Summit, Tooele, Utah and Weber counties.
Officers: Martha Spoor, director-provider services/member services/customer satisfaction manager; Robert A. Immitt, executive director; Dr. Taylor A. Jeppson, medical director; Shanna Jensen, director-medical services/quality assurance; Brad C. Arms, senior vp-western managed care operations.
See CIGNA Corp. consolidated listing under Connecticut.

Healthwise

2455 Parley's Way, Salt Lake City, Utah 84109; 801-481-6441; fax: 801-481-6994

Staff	
Physicians	612
Patients/physician	39
Board-certified	90%
Specialists	1,150
Administrative	10
Facilities	
Hospitals	21
Pharmacies	263
Locations	
Administrative	1
Primary care	1,500
Users	
Employer/payer groups	130
Single coverage	2,041
Family coverage	4,753
Employees & dependents	20,279
Total	23,755
Average hospital stay	3.32 days
Hospital admission/1,000 members	61
Revenues	
1992	$29,405,935
1991	$31,358,604

Operational date: September 1982.
Federally qualified.
Certified in: Utah.
Model type: Network.
For profit.
Ownership: Blue Cross & Blue Shield of Utah.
Service area: Utah: Davis, Morgan, Tooele, Utah and Weber counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include prescriptions, chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Offers non-federally qualified programs.
Management reports: Provided monthly, quarterly, annually or upon request.
Officers: Jed H. Pitcher, president; Michael E. Tobin, executive director; Dr. W. Know Fitzpatrick, medical director; Neal A. Spero, marketing director; Francis X. Leonard, CFO; Jean N. Duke, assistant vp/assistant to the president.
Contact: Francis X. Leonard.

United HealthCare of Utah

7910 S. 3500 E., Salt Lake City, Utah 84121; 801-942-6200; fax: 801-942-0415

Staff	
Physicians	492
Patients/physician	114
Board-certified	83%
Specialists	607
Administrative	34

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Facilities

Hospitals	12
Pharmacies	101

Locations

Administrative	1
Primary care	1,500

Users

Employer/payer groups	500
Single coverage	7,430
Family coverage	12,622
Employees & dependents	55,949
Total	55,949
Average hospital stay	3.6 days
Hospital admission/1,000 members	200

Revenues

1992	$46,867,622
1991	$5,116,105

Operational date: October 1984.
Model type: IPA.
For profit.
Ownership: United HealthCare Corp.
Service area: Utah: Box Elder, Davis, Salt Lake, Tooele, Utah and Weber counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 32% of members are enrolled.
Management reports: Provided upon request.
Officers: Colin Gardner, president; Leonard Grover, vp-marketing; Sandra Watrous, vp-operations.
See United HealthCare Corp. consolidated listing under Minnesota.

VERMONT

Community Health Plan: Vermont Region

7 Park Ave., Williston, Vt. 05495; 802-878-2334; fax: 802-878-7836

Staff

Physicians	148
Patients/physician	1,700
Board-certified	93%
Specialists	147

Facilities

Hospitals	8
Pharmacies	90

Locations

Administrative	1
Primary care	76

Users

Single coverage	12,040
Family coverage	12,157
Employees & dependents	61,940
Total	62,701

Service area: New Hampshire: Cheshire County; Vermont: Addison, Bennington, Chittenden, Franklin, Grand Isle, Lamoille, Orange, Rutland, Washington, Windham and Windsor counties. Contracts with The HMO Group.
Officers: Paul Jarris, regional medical director; Allen Nassif, regional marketing manager; Bill Little, regional administrator.
See Community Health Plan Inc. consolidated listing under New York.

MVP Health Plan

111 Liberty St., Schenectady, N.Y. 12305; 518-370-4793; fax: 518-370-0830

Staff

Physicians	15
Patients/physician	15
Board-certified	71%
Specialists	38

Facilities

Hospitals	1
Pharmacies	75

Users

Employer/payer groups	12
Single coverage	20
Family coverage	49
Employees & dependents	177
Total	177
Average hospital stay	4 days
Hospital admission/1,000 members*	11

** Admissions includes newborns.*

Service area: Vermont. Contracts with National Managed Care Inc.
See MVP Health Plan consolidated listing under New York.

VIRGINIA

Aetna Health Plans-Hampton Roads (Point-of-Service)

5040 Corporate Woods Drive, Virginia Beach, Va. 23462; 804-671-2734; fax: 804-671-2730

Staff

Physicians	255
Patients/physician	4
Board-certified	85.5%
Specialists	815

Facilities

Hospitals	14
Pharmacies	212

Users

Employer/payer groups	23
Employees & dependents	1,092
Total	1,092

Service area: Virginia: Chesapeake, Hampton, Lancaster, Newport News, Norfolk, Portsmouth, Virginia Beach and York counties and the city of Williamsburg.
Officers: James McLane, president; Ellen Kinsler, executive director; Dr. David Litchfield, medical director; Joe Burns, marketing director.
Contact: K.C. Mercer.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Richmond (Point-of-Service)

5040 Corporate Woods Drive, Virginia Beach, Va. 23462; 804-330-8480; fax; 804-671-2730

Staff

Physicians	320
Patients/physician	3
Board-certified	84.4%
Specialists	753

Facilities

Hospitals	9
Pharmacies	185

Users

Employer/payer groups	21
Employees & dependents	1,364
Total	1,364

Service area: Virginia: Amelia, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, New Kent, Nottoway, Powhatan and Prince George counties; cities of Hopewell, Petersburg and Richmond.
Officers: James McLane, president; Ellen Kinsler, executive director; Dr. David Litchfield, medical director; Joe Burns, marketing director.
Contact: Barbara Hammer.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Capital Care

1921 Gallows Road, Ninth Floor, Vienna, Va. 22182; 703-761-5400; fax: 703-76[illegible]-5413

Staff

Physicians	811
Patients/physician	144
Board-certified	67%
Specialists	2,563
Administrative	250

Facilities

Hospitals	30
Pharmacies	150

Locations

Administrative	2

Users

Employer/payer groups	1,200
Single coverage	40,343
Family coverage	23,917
Employees & dependents	117,608

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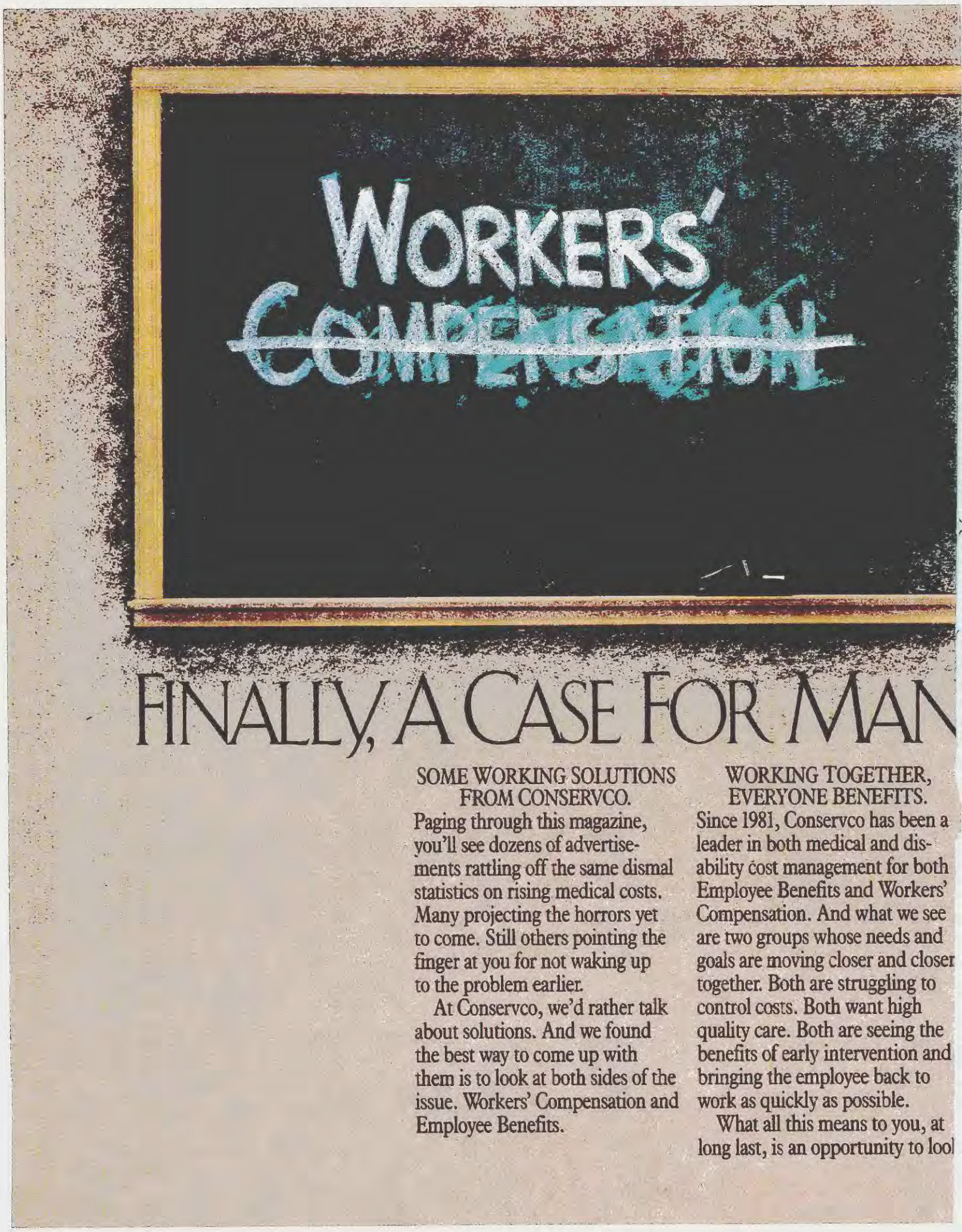

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Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits.

Officers: Pam Parker, marketing manager; Dave Grapko, assistant vp-managed care.

The Healthcare Initiative

600 Grant St., Suite 200, Denver, Colo. 80203; 303-860-8602 ext. 53; fax: 303-860-8614

Staff	
Physicians	1,000
Board-certified	90%
Specialists	1,800
Administrative	12
Facilities	
Hospitals	18
Users: Group Health	
Employer/payer groups	17
Employees & dependents	107,000
Total users	**107,000**

Operational date: January 1988.
For profit.
Ownership: Physician/hospital venture.
Service area: Colorado: Boulder, Colorado Springs, Denver metropolitan area, Fort Collins, Grand Junction, Greeley and Pueblo areas.

Contracts with Admar Corp., ProAmerica Managed Care Network and The Mutual Group nationwide.

Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by providers.

Officers: Timothy J. O'Donnell, president; John M. Leavitt, vp-marketing/operations.

Contact: John M. Leavitt.

MedView Services Inc.

1850 Woodmoor Drive, Suite 206-208, Monument, Colo. 80132; 800-776-8721

Staff	
Physicians	941
Board-certified	90%
Specialists	4,280
Administrative	14
Facilities	
Hospitals	51
Users: Group Health	
Employer/payer groups	8
Employees & dependents	31,000
Users: Workers Compensation	
Employer/payer groups	12
Single coverage	132,000
Total users	**163,000**

Service area: Colorado.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Colorado

1512 Larimer St., Denver, Colo. 80202; 303-899-4110

Staff	
Physicians & specialists	2,498
Board-certified	90%
Facilities	
Hospitals	26
Users: Group Health	
Employees & dependents	11,759
Total users	**11,759**

Operational date: December 1986.
Service area: Colorado: Denver area.
See Met-Elect Network consolidated listing under Connecticut.

Mountain Medical Affiliates Inc.

1385 S. Colorado Blvd., Suite 620, Denver, Colo. 80222; 303-782-9696; fax: 303-782-9009

Staff	
Physicians	1,250
Board-certified	95%
Specialists	3,250
Administrative	24
Facilities	
Hospitals	35
Users: Group Health	
Employer/payer groups	72
Employees & dependents	210,000
Total users	**210,000**

Operational date: October 1980.
For profit.
Ownership: Group of doctors.
Service area: Colorado: 28 counties.

Contracts nationwide with American Healthcare Alliance, Beech Street of California, Benefit Claim Payors, Central Benefits, Central Reserve Life, Chubb LifeAmerica, Community Care Network, Corporate Benefit Service of America, Employee Benefit Specialists, Home Life, Metropolitan Life, Mutual of Omaha, National Target Group and PruNet.

Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn., surgical centers, ambulatory care, orthotics/prosthetics, home nursing, infusion therapy, respiratory therapy, hospice, rehabilitation, laboratory, MRI, mammography and lithotripsy. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures including prenatal registry, chiropractic review and long-term rehabilitation. UR provided by the PPO.

Officers: Dr. M.D. Barton, president; Barbara Brett, executive director; Dr. John Q. Gallagher, medical director; Rochelle Hass, marketing director; Joanie Holden, controller.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	82
Board-certified	68%
Specialists	33
Facilities	
Hospitals	29
Users: Group Health	
Employer/payer groups	42
Employees & dependents	9,100

Service area: Colorado.
See MultiPlan Inc. consolidated listing under New York.

The New England Care

8505 E. Orchard Road, Englewood, Colo. 80111; 303-689-3000

Operational date: September 1984.
For profit.
Ownership: Great-West Life & Annuity Insurance Co.
Service area: Contracts with ETHIX in Alaska, Michigan, North Carolina, South Carolina, Washington; HealthPlus in New Mexico; Managed Healthcare Northwest Inc. in Oregon; MedSelect in West Virginia; Mid-Florida Preferred in Florida; Preferred Health Partnership in Tennessee; Preferred HealthCare Network Inc. in Nevada; PreferredOne in Minnesota; Premier Medical Network in Utah; Private Healthcare Systems Inc. in Alabama, Arizona, California, Colorado, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia, Washington, Wisconsin; TM Care Health Network in Arizona; TakeCare in Nebraska; Wisconsin Preferred Provider Network in Wisconsin;

Services: Standard package excluding prescriptions. Other services include podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: Pam Parker, marketing manager; Dave Grapko, assistant vp-managed care.

NorthCare

1801 16th St., Greeley, Colo. 80631; 303-395-2650; fax: 303-395-2651

Staff	
Physicians	260
Board-certified	75%
Facilities	
Hospitals	11
Users: Group Health	
Employer/payer groups	173
Employees & dependents	40,000

Operational date: January 1988.
For profit.
Ownership: North Colorado Medical Center.
Service area: Colorado: Larimer, Logan, Morgan, Phillips, Weld and Yuma counties.

Contracts with ETHIX/Sloans Lake, The Healthcare Initiative, Mountain Medical Affiliates and Par 3 in Northern Colorado.

Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers; charges flat fee per employee, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.

UR: Preadmission review, precertification, concurrent review, length of stay determination and case management. UR provided by the PPO.

Officers: Roberta Miller, executive director; Dr. Craig Wilson, medical director; Dr. Ken Olds, associate director; Daryl Bohlender, marketing director; Rita Johnson, operations; Lynn Reynolds, health resources.

Prime Health Plan

700 Broadway, Denver, Colo. 80273; 303-831-2131; fax: 303-839-9411

Staff	
Physicians	2,387
Patients/physician	90
Board-certified	65%
Specialists	6,500
Administrative	115
Facilities	
Hospitals	38
Users: Group Health	
Employer/payer groups	1,300
Employees & dependents	146,600
Total users	**146,600**

Operational date: September 1984.
Not for profit.
Ownership: Blue Cross & Blue Shield of Colorado.
Service area: Colorado.
Services: Standard package excluding prescriptions. Other services include podiatry, OB/Gyn., home health hospice, ambulatory surgery center, birth center, dialysis center, community clinic and emergency center. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: C. David K. Kumoto, CEO; Dr. George Kandel, medical director; Cathy Sparkman, general counsel; John Chenier, vp-sales.
Contact: Penny Bacon, 303-831-2049.

Principal Health Care Inc.-PPO Colorado Springs

1755 Telstar Drive, Suite 302, Colorado Springs, Colo. 80920; 719-548-0494; fax: 719-548-9107

Staff	
Physicians	85
Board-certified	90%
Specialists	198
Facilities	
Hospitals	3
Users: Group Health	
Employer/payer groups	8
Employees & dependents	6,778
Total users	**6,778**

Service area: Colorado: El Paso and Teller counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

650 S. Cherry St., Suite 1050, Denver, Colo. 80222; 303-399-1903

Staff	
Physicians	1,145
Specialists	1,763
Administrative	5
Facilities	
Hospitals	22
Users: Group Health	
Employer/payer groups	2,401
Employees & dependents	96,665
Total users	**96,665**

Service area: Colorado: Boulder/Longmont, Colorado Springs, Denver, Fort Collins/Loveland, Greeley and Pueblo metropolitan areas.
Contact: Mike Hanson, senior vp-operations, 714-757-7430.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	849
Board-certified	95%
Specialists	1,356
Facilities	
Hospitals	81

Service area: Colorado.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Staff	
Physicians	305
Specialists	311
Facilities	
Hospitals	13

Service area: Colorado: statewide.
Contact: Jean Barr.
See Provider Networks of America Inc. consolidated listing under Texas.

PruNetwork of Colorado

4643 S. Ulstar St., Suite 1000, Denver, Colo. 80237; 303-796-6100

Staff	
Physicians	656
Board-certified	83%
Specialists	1,350
Administrative	14
Facilities	
Hospitals	12
Pharmacies	71

Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Colorado: Adams, Arapahoe, Boulder, Clear Lake, Denver, Douglas, Gilpin and Jefferson counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures including maternity and psychiatric. UR provided by the PPO.
Officers: George Becker, president; Mark Donahue, executive director; Dr. Elizabeth S. Kraft; Robert Tazioli, marketing director.
Contact: Mark Donahue.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

TakeCare Preferred

12100 E. Iliff Ave., Suite 200, Aurora, Colo. 80044; 303-695-6685; fax: 303-751-4432

Staff	
Physicians	660
Patients/physician	38
Board-certified	84%
Specialists	2,624
Administrative	475
Facilities	
Hospitals	27
Pharmacies	75
Users: Group Health	
Employer/payer groups	81
Employees & dependents	24,906
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	14,000
Total users	**38,906**

Operational date: 1989.
Service area: Colorado: Adams, Arapahoe, Boulder, Crowley, Denver, Douglas, El Paso, Fremont, Huerfano, Jefferson, Larimer, Otero, Pueblo, Teller and Weld counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges experience rated premiums.
UR: Standard procedures excluding precertification and hospital bill audits. UR provided by the PPO.
Officers: Eric Sipf, president; Steve O'Dell, executive director; Dr. Val Dean, medical director; Ken Prewitt-Wood, marketing director.
See TakeCare Preferred Network consolidated listing under California.

Travelers Managed Care System-Colorado

7600 E. Orchard Road, Englewood, Colo. 80111; 303-740-2055

Staff	
Physicians	1,428
Facilities	
Hospitals	14
Users: Group Health	
Employer/payer groups	197
Single & family coverage	25,378

Operational date: December 1986.
Service area: Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Elbert, Jefferson, Larimer, Pueblo and Weld counties.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. UR provided by the PPO.
Officers: Larry Dobson, executive director; John French, sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

University Park Healthcare Network Inc.

1919 S. University Blvd., Denver, Colo. 80210; 303-744-2701; fax: 303-744-2570

Staff	
Physicians	31
Patients/physician	200
Board-certified	95%
Specialists	189
Administrative	0.25
Facilities	
Hospitals	2
Pharmacies	8
Users: Group Health	
Employer/payer groups	21

Operational date: March 1986.
For profit.
Service area: Colorado: Eight counties in the metropolitan Denver area.
Services: Standard package including podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by providers; charges annual physician membership fee.
UR: Standard procedures excluding hospital bill audits, outpatient service predetermination and case management. UR provided by the PPO and various insurance companies.
Officers: Dr. Gordon H. Ehlers, president/medical director; John R. Strehlow, executive director.

Continued on next page

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Travelers Managed Care System-Southern California

145 S. State College Blvd., Suite 200, Brea, Calif. 92621-5897; 714-671-8632

Staff	
Physicians	7,044
Facilities	
Hospitals	54
Users: Group Health	
Employer/payer groups	505
Single & family coverage	119,059

Operational date: June 1987.
Service area: California: Kern, Los Angeles, Orange, Riverside, San Bernardino, Santa Barbara and Ventura counties.
Officers: Noel Hecht, director-operations; Reid S. Dienhart, sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

COLORADO

Aetna Health Plans-Denver

7979 E. Tufts Ave., Suite 100, Denver, Colo. 80237; 303-793-2580; fax: 303-793-2510

Staff	
Physicians	689
Patients/physician	36
Board-certified	70%
Specialists	1,637
Facilities	
Hospitals	16
Pharmacies	343
Users: Group Health	
Employer/payer groups	197
Employees & dependents	24,924
Total users	**24,924**

Operational date: July 1987.
Service area: Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Gilpin, Jefferson, Larimer, Pueblo and Weld counties and portions of Elbert and Teller counties.
Officers: James McLane, president; Cindy Freudlich, executive director; Jerry Banks, marketing director.
Contact: Cindy Aguilar.
See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	16
Board-certified	100%
Users: Group Health	
Employees & dependents	2,000
Total users	**2,000**

Service area: Colorado: Adams, Arapahoe, Boulder, Denver, El Paso, Jefferson, Larimer and Routt counties.
Contact: Andrew Aho, marketing director.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	4

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 4500 Cherry Creek Drive S., Denver, Colo. 80222; 303-759-7180

Staff	
Physicians & specialists	2,908
Board-certified	79.8%
Facilities	
Hospitals	22
Users: Group Health	
Single & family coverage	6,821

Service area: Colorado: Boulder, Colorado Springs, Denver, Fort Collins, Greeley, Longmont, Loveland and Pueblo.
Contact: Dennis Lory, manager-major group sales, 303-759-7180 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	3,942
Facilities	
Hospitals	52

Service area: Colorado: Boulder, Colorado Springs, Denver, Fort Colins, Greeley, Loveland and Pueblo areas.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Colorado

3900 E. Mexico Ave., Suite 110, Denver, Colo. 80210; 303-782-1500; fax: 303-782-1577

Staff	
Physicians & specialists	2,965
Administrative	35
Facilities	
Hospitals	18
Total users	**10,061**

Operational date: May 1991.
Service area: Colorado: Denver area.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Nanci Robertson, 303-782-1504.
See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Facilities	
Hospitals	3

Service area: Colorado: Boulder, Colorado Springs, Denver, Littleton, Westminster and Wheat Ridge areas.
See CORPHEALTH, Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	11
Total users	**4,752**

See Davis Vision consolidated listing under New York.

ETHIX Sloans Lake

1355 S. Colorado Blvd., Suite 902, Denver, Colo. 80002; 303-691-2200; fax: 303-691-0460

Staff	
Physicians	1,500
Patients/physician	233
Board-certified	85%
Specialists	2,400
Facilities	
Hospitals	57
Users: Group Health	
Employer/payer groups	208
Employees & dependents	352,000
Total users	**352,000**

Operational date: September 1978.
For profit.
Accredited by AAPL
Service area: Colorado.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee, by percent of services by doctors/hospitals.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Dr. Henry C. Cleveland, president/executive director; Dr. Dean Sadler, medical director; Don Marik, marketing director; Gail Leavines, COO.
Contact: Don Marik.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	13
Single & family coverage	90,190

Service area: Colorado: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

1200 E. Copeland, Suite 400, Arlington, Texas 76011; 817-261-8669

Specialty PPO providing workers comp services only	
Staff	
Physicians	1
Board-certified	50%
Specialists	79
Facilities	
Hospitals	12
Users: Workers Compensation	
Employer/payer groups	5
Single coverage	145,623
Total users	**145,623**

Operational date: September 1990.
Service area: Colorado: Adams, Arapahoe, Denver and El Paso counties.
Compensation: Negotiates hospital charges by state mandated fee schedule; is compensated by employers/payors, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Great-West Care

8505 E. Orchard Road, Englewood, Colo. 80111; 303-689-3000

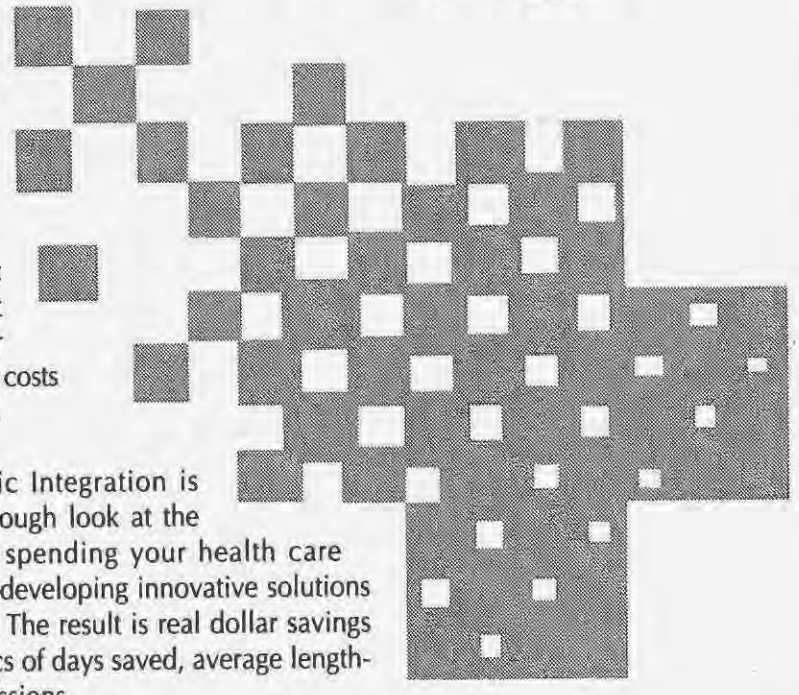
Operational date: September 1984.
For profit.
Ownership: Great-West Life & Annuity Insurance Co.
Service area: Contracts with ETHIX in Alaska, Michigan, Washington; Healthplus in New Mexico; Managed Healthcare Northwest Inc. in Oregon; MedSelect in West Virginia; Mid-Florida Preferred in Florida; Preferred Health Partnership in Tennessee; Preferred Health-Care Network Inc. in Nevada; Preferred-One in Minnesota; Premier Medical Network in Utah; Private Healthcare Systems Inc. in Alabama, Arizona, California, Colorado, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia, Washington, Wisconsin; TM Care Health Network in Arizona; TakeCare Preferred Network Inc. in Nebraska; Wisconsin Preferred Provider Network in Wisconsin.
Services: Standard package excluding prescriptions. Other services include podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Continued on next page

• How are you measuring the effectiveness of your utilization review company?

• Do you experience real savings or just statistical savings?

• Can you control health care costs if you don't see real change?



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Continued from previous page

Service area: California: Anaheim/Santa Ana, Bakersfield, Chico, Fresno, Los Angeles/Long Beach, Merced, Modesto, Oakland, Oxnard/Ventura, Redding, Riverside/San Bernardino, Sacramento/Woodland/Yuba City, Salinas/Seaside/Monterey, San Diego, San Francisco, San Jose, Santa Barbara/Santa Maria/Lompoc, Santa Cruz, Santa Rosa/Petaluma, Stockton, Vallejo/Fairfield and Visalia/Tulare metropolitan areas.

Contact: Mike Hanson, senior vp-operations, 714-757-7430.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	6,844
Board-certified	95%
Specialists	8,724
Facilities	
Hospitals	277

Service area: California.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Prudent Buyer Plan-Blue Cross of California

21555 Oxnard St., Woodland Hills, Calif. 91367; 818-703-2125

Staff	
Physicians	12,792
Patients/physician	143
Board-certified	75%
Specialists	21,494
Administrative	44
Facilities	
Hospitals	310
Pharmacies	3,579
Claims paid	
1992	$8,521,201
1991	$7,574,346

Operational date: 1982.
For profit.
Ownership: Blue Cross of California.
Service area: California: statewide excluding Alpine and Sierra counties.
Services: Standard package including chiropractors, vision, dental, podiatry, OB/Gyn, physical therapy, infusion therapy, clinical labs network and wellness network. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee, by "Cost Plus" administrative arrangement. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Faye Donley, executive director; Dr. Charles Payton, medical director; David Pincus, marketing director.

PruNetwork-California

5800 Canoga Ave., Woodland Hills, Calif. 91367; 818-992-2093; fax: 818-992-2422

Staff	
Physicians	9,939
Patients/physician	3.25
Board-certified	85%
Specialists	24,068
Administrative	836
Facilities	
Hospitals	469
Pharmacies	1,437
Users: Group Health	
Employer/payer groups*	123
Single coverage	35,108
Family coverage	24,572
Employees & dependents*	474,485
Total users*	474,485
Claims paid	
1992	$263,574,208
1991	$244,372,809

** Figures are a combined total from PruCare of California's two PPO products, PruNetwork and PruNet. PruNet is not accepting new users but is maintained for current users.*

Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Arizona: Cochise, Coconino, Gila, Graham, Maricopa, Mohave, Pima, Pinal and Yuma counties; California: 24 northern counties, eight southern counties and San Diego county; New Mexico: statewide, excluding Chavez, Eddy, Lea, Lincoln and Union counties; Utah: 21 counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: Kathleen S. Swenson, president; Richard Badger, executive director; Dr. Ivan J. Kamil, medical director; Patricia C. Egan, marketing director.
Contact: Susan Odom-Houze, public relations coordinator.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Radnet Management Inc.

1516 Cotner Ave., Los Angeles, Calif. 90025; 310-479-0399; fax: 310-478-5810

Specialty PPO providing diagnostic radiology/imaging services only

Operational date: July 1987.
For profit.
Service area: California: statewide.
Contracts with Admar Corp., Aetna Health Plans, BPS Inc., Blue Cross/Blue Shield, CAPP CARE Inc., CCN Inc., CIGNA, Dual Plus, FHP, Healthcare Compare, PPO Alliance, PRU-Net, Preferred Health Network and TakeCare in California.
Services: Outpatient diagnostic imaging. Services available unbundled. May be customized to meet employer specifications.
Compensation: Charges flat fee per employee, by negotiated fee schedule, by case rates.
Officers: Dr. Howard G. Berger, president; Francine Moskowitz, executive vp/general manager; Dr. Michael Krane, medical director; Richard Shapiro, CFO.
Contact: Francine Moskowitz.

San Diego Foundation for Medical Care

9555 Chesapeake Drive, San Diego, Calif. 92123; 619-268-7500; fax: 619-467-0102

Staff	
Physicians	920
Board-certified	80%
Specialists	1,938
Administrative	48
Facilities	
Hospitals	28
Pharmacies	33
Users: Group Health	
Employer/payer groups	85
Employees & dependents	360,000
Users: Workers Compensation	
Employer/payer groups	15
Single coverage	75,000

Operational date: January 1959.
Not for profit.
Service area: California: Imperial and San Diego counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, fixed rate contracts for outpatient services/surgery; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Dr. Michael Busch, president; Robert F. Thurner, executive director; Dr. William A. Pitt, medical director; Clinton B. Mayers, regional vp-marketing.
Contact: Clinton B. Mayers.

San Joaquin FMC

P.O. Box 210002, Stockton, Calif. 95210; 209-951-4560; fax: 209-951-0601

Staff	
Physicians	242
Specialists	234
Administrative	28
Facilities	
Hospitals	8
Pharmacies	1,850
Users: Group Health	
Employer/payer groups	6
Employees & dependents	32,000
Users: Workers Compensation	
Employer/payer groups	6
Total users	32,000
Claims paid	
1992	$3,000,000
1991	$2,500,000

Operational date: March 1954.
Not for profit.
Service area: California: Alpine, Amador, Calaveras, San Joaquin and Tuolumne counties.
Services: Standard package excluding substance abuse. Other services include chiropractors, durable medical equipment and podiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by the PPO.
Officers: Dr. Patricia A. Hatton, president; Thomas J. Vander Wal, executive director; Dr. Thomas A. Thomas, medical director.

Sonoma Foundation Preferred Provider Organization

3033 Cleveland Ave., Santa Rosa, Calif. 95403; 707-544-2010; fax: 707-544-0312

Staff	
Physicians	306
Patients/physician	82
Board-certified	80%
Specialists	614
Administrative	50
Facilities	
Hospitals	10
Users: Group Health	
Employer/payer groups	35
Employees & dependents	25,000
Total users	25,000

Operational date: 1983.
Not for profit.
Ownership: Sonoma Foundation for Medical Care.
Service area: California: Napa and Sonoma counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, podiatry, OB/Gyn, laboratories and physical therapy. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee.
UR: Standard procedures excluding length of stay determination and discharge planning. Also performs chemical dependency/substance abuse, skilled nursing and rehabilitation review. UR provided by the PPO.
Officers: Dr. L. Wayne Keiser, president; Thomas F. Wagner, executive director; Dr. Bradford Lundborg, medical director; Bruce Brashares, marketing coordinator.
Contact: Bruce Brashares.

Superior California PPO

P.O. Box 2267, 389 Connors Court, Chico, Calif. 95927; 916-896-2100; fax: 916-896-2130

Staff	
Physicians	207
Board-certified	90%
Specialists	188
Administrative	15
Facilities	
Hospitals	29
Pharmacies	38
Users: Group Health	
Employer/payer groups	100
Employees & dependents	36,000
Total users	36,000

Operational date: April 1984.
Not for profit.
Service area: California: Butte, Colusa, Glenn, Lassen, Modoc, Plumas, Tehama, Shasta, Sierra, Siskiyou, Sutter, Trinity and Yuba counties.
Contracts with California Foundation for Medical Care in California.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee.
UR: Preadmission review, precertification, concurrent review, retrospective review, outpatient service predetermination. UR provided by the PPO.
Officers: Shirley J. Craft, president/marketing director; Dr. Jack Hagewood, medical director; Rose Krepelka, CFO.
Contact: Shirley J. Craft.

TakeCare Preferred Network*

2300 Clayton Road, Suite 1000, Concord, Calif. 94520; 510-246-1300; fax: 510-246-1490

Staff	
Physicians	5,633
Patients/physician	20
Board-certified	87%
Specialists	18,081
Administrative	775
Facilities	
Hospitals	391
Pharmacies	4,390
Users: Group Health	
Employer/payer groups	332
Employees & dependents	74,825
Total users	74,825

Operational date: April 1986.
For profit.
Ownership: TakeCare Administrative Services.
Service area: California, Colorado, Illinois, Kentucky and Ohio.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, case rates; is compensated by employers/payers; charges flat fee per employee, by discounted fee schedule, experience rated premium.
UR: Standard procedures. UR provided by the PPO.
Officers: R. Judd Jessup, president.
Contact: Davie Briere, director-market development/communications.

** Figures are consolidated, including all PPOs in this organization.*

TakeCare Preferred Network

2300 Clayton Road, Suite 1000, Concord, Calif. 94520; 510-246-1300; fax: 510-246-1490

Staff	
Physicians	4,107
Patients/physician	10
Board-certified	90%
Specialists	12,323
Administrative	75
Facilities	
Hospitals	279
Pharmacies	3,300
Users: Group Health	
Employer/payer groups	120
Employees & dependents	11,678
Total users	11,678
Claims paid	
1992*	$20,388,413

** Figure represents May-December 1992 only.*

Operational date: May 1992.
Service area: California: 31 counties.
UR: Standard procedures excluding outpatient service predetermination.
Officers: R. Judd Jessup, president; Dr. Gerard Sarnat, vp-medical affairs; Dave Briere, director-market development/communications; Robert Fahlman, vp-marketing; Dennis Gaites, vp-finance; Karen Hoyer, vp-operations; Curtis Terry, vp-provider services.

See TakeCare Preferred Network consolidated listing under California.

Therapeutic Associates

4827 N. Sepulveda Blvd., Suite 440, Sherman Oaks, Calif. 91403; 818-377-2588; fax: 818-377-2595

Specialty PPO providing physical rehabilitation services only

Users: Group Health	
Employer/payer groups	60
Single coverage	10,000
Family coverage	30,000
Employees & dependents	40,000
Users: Workers Compensation	
Employer/payer groups	50
Single coverage	10,000
Total users	50,000
Claims paid	
1992	$2,000,000
1991	$750,000

Operational date: January 1991.
For profit.
Service area: Arizona, California, Montana, Oregon and Washington.
Services: Physical therapy, occupational therapy, speech therapy and rehabilitation. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Retrospective review, case management and outcome measurements. UR provided by the PPO.
Officers: Warner B. Owens, president; Royce E. Siggard, executive director/COO; Richard Katz, marketing director.
Contact: Royce E. Siggard.

Travelers Managed Care System-Fresno

1320 E. Shaw Ave., Suite 150, Fresno, Calif. 93755; 209-225-6667

Staff	
Physicians	797
Facilities	
Hospitals	16
Users: Group Health	
Employer/payer groups	31
Single & family coverage	9,776

Operational date: March 1986.
Service area: California: Fresno, Kings, Madera and Tulare counties.
Compensation: Negotiates hospital charges by per diem, discount off customary rates.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. Other services include VHS/MRS. UR provided by the PPO.
Officers: Ann Carder, executive director; Emery Dameron, sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Northern California

185 Lennon Lane, Walnut Creek, Calif. 94598; 510-945-4171

Staff	
Physicians	5,495
Facilities	
Hospitals	38
Users: Group Health	
Employer/payer groups	684
Single & family coverage	72,645

Operational date: July 1986.
Service area: California: Alameda, Contra Costa, Lake, Marin, Mendocino, Napa, San Francisco, San Mateo, Santa Clara, Solano and Sonoma counties.
Officers: Gail Ptacek, director-operations; Emery Dameron, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Sacramento

2729 Prospect Park Drive, Rancho Cordova, Calif. 95670; 916-631-3872

Staff	
Physicians	1,419
Facilities	
Hospitals	21
Users: Group Health	
Employer/payer groups	82
Single & family coverage	15,078

Operational date: March 1986.
Service area: California: El Dorado, Placer, Sacramento and Yolo counties and portions of Nevada City.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. Other services include VHS/MRS. UR provided by the PPO.
Officers: Arn Carder, executive director; Emery Dameron, sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

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Operational date: February 1987.
For profit.
Service area: Canada, Puerto Rico, United States.
Services: Substance abuse and psychiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion and full patient utilization management. Also performs full outpatient utilization management. UR provided by the PPO.
Officers: Ron Moreland, president/CEO; Gary Velasquez, CFO; Dr. H.G. Whittington, medical director; Nelson Kahn, marketing director.
Contact: Nelson Kahn.

MedView Services Inc.

3070 Bristol St., Suite 610, Costa Mesa, Calif. 92626; 714-434-3695; fax: 714-434-3698

Staff	
Physicians	4,353
Board-certified	90%
Specialists	14,817
Administrative	3
Facilities	
Hospitals	510
Users: Workers Compensation	
Employer/payer groups	15
Single coverage	755,000
Total users	**755,000**

Service area: California.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Northern California

425 Market St., San Francisco, Calif. 94105; 415-957-4101

Staff	
Physicians & specialists	4,774
Board-certified	90%
Facilities	
Hospitals	66
Users: Group Health	
Employees & dependents	44,693
Total users	**44,693**

Operational date: July 1985.
Service area: Northern California.
See Met-Elect Network consolidated listing under Connecticut.

Met-Elect Network of Southern California

One City Blvd. W., Suite 700, Orange, Calif. 92668; 714-978-1991

Staff	
Physicians & specialists	10,677
Board-certified	90%
Facilities	
Hospitals	105
Users: Group Health	
Employees & dependents	115,103
Total users	**115,103**

Operational date: January 1985.
Service area: California: Los Angeles, Palm Springs and southern California.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	5,940
Board-certified	88%
Specialists	2,412
Facilities	
Hospitals	361
Users: Group Health	
Employer/payer groups	2,970
Employees & dependents	598,000
Users: Workers Compensation	
Employer/payer groups	120
Single coverage	25,000
Total users	**618,000**

Service area: California.
See MultiPlan Inc. consolidated listing under New York.

Newport Dental Plan

1401 Dove St., Suite 290, Newport Beach, Calif. 92708; 714-752-8522; fax: 714-833-9172

Specialty PPO providing dental services only	
Staff	
Dentists	150
Specialists	75
Users: Group Health	
Total users	**35,000**

Operational date: June 1985.
Ownership: Doctors.
For profit.
Service area: California: Los Angeles, Orange and Riverside counties.
Services: Dental. Individual enrollment is allowed.
Compensation: Is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, fee for service.
Officers: Stephen R. Casey, president; Dennis Fratt, D.D.S., chairman; Deborah McCarthy, marketing director.
Contact: Deborah McCarthy.

PM Group's PPO

17360 Brookhurst St., Fountain Valley, Calif. 90740; 714-640-3011; fax: 714-721-5198

Service area: Contracts with CAPP Care nationwide; Health Care Savings in North Carolina, South Carolina; Private Healthcare Systems Inc. nationwide; WPPA in Kansas.
Contact: James W. Burke, assistant vp, 714-760-4022.

PPO Alliance

21800 Oxnard St., Suite 550, Woodland Hills, Calif. 91367; 818-710-7762; fax: 818-710-7835

Staff	
Physicians	6,800
Patients/physician	76
Board-certified	85%
Specialists	10,200
Administrative	65
Facilities	
Hospitals	232
Users: Group Health	
Employer/payer groups	900
Employees & dependents	513,000
Users: Workers Compensation	
Employer/payer groups	30
Single coverage	326,500
Total users	**839,500**

Operational date: April 1984.
For profit.
Ownership: UniHealth America, Adventist Health System/West.
Service area: California.
Services: Standard package including chiropractors, vision and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, case rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by ETHIX and other outside contractors.
Officers: John C. Funk, president; Mark Tucker, vp-sales/marketing.
Contact: Diane Geiser, marketing manager, 818-710-7762 ext. 2959.

PPO of Ventura County

625 E. Santa Clara St., Ventura, Calif. 93001; 805-656-1113; fax: 805-643-5337

Staff	
Physicians	250
Patients/physician	15
Board-certified	75%
Specialists	470
Administrative	74
Facilities	
Hospitals	11
Pharmacies	11
Users: Group Health	
Employer/payer groups	291
Total users	**54,445**
Claims paid	
1992	$8,000,000
1991	$6,000,000

Operational date: 1984.
Not for profit.
Service area: Arizona, California, Illinois and New Jersey.

Contracts with California Foundation for medical care in California.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Dr. W. Cloyce Huff, president; R. McWilliams, executive director; Dr. Richard Loft, medical director; Richard E. Michel, marketing director.
Contact: Richard E. Michel.

Pacific Health Alliance

1350 Old Bayshore Highway, Suite 560, Burlingame, Calif. 94010; 415-375-5800; fax: 415-375-5820

Staff	
Physicians	5,816
Board-certified	86%
Specialists	7,810
Administrative	12
Facilities	
Hospitals	185
Users: Group Health	
Employees & dependents	310,000
Users: Workers Compensation	
Employer/payer groups	24
Single coverage	28,410
Total users	**338,410**

Operational date: July 1986.
Not for profit.
Ownership: Hospitals.
Service area: California.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Dr. Lawrence Cappel, president; Robert Mackler, executive director; Dr. Joseph Spracher, medical director; Tina Outzen, marketing director.
Contact: Dr. Lawrence Cappel.

Physical Therapy Provider Network Inc.*

21243 Ventura Blvd., Suite 241, Woodland Hills, Calif. 91364; 818-883-7876; fax: 818-883-6297

Specialty PPO providing physical therapy services only	
Staff	
Physical therapists	1,250
Facilities	
Locations	377
Users: Group Health	
Contracting organizations	113
Total users	**13,000,000**
Claims paid	
1992	$13,400,000
1991	$10,300,000

Operational date: May 1985.
For profit.
Service area: California, Connecticut, Florida, Louisiana, Massachusetts, Michigan.
Services: Physical therapy. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Is compensated by providers; charges annual provider dues.
UR: Retrospective review, case management. UR provided by the PPO.
Officers: Michael Weinper, president; Fred Rothenberg, executive director; Elise Latawiec, medical director; Janis Peterson, marketing director; Nancy Rothenberg, administrator.
Contact: Janis Peterson.
** Figures are consolidated, including all PPOs in this organization.*

Physical Therapy Provider Network Inc.

21243 Ventura Blvd., Suite 241, Woodland Hills, Calif. 91364; 818-883-7876; fax: 818-883-6297

Specialty PPO providing physical therapy services only	
Staff	
Physical therapists	700
Administrative	9
Facilities	
Locations	236
Users: Group Health	
Contracting organizations	65
Total users	**6,000,000**
Claims paid	
1992	$9,000,000
1991	$6,500,000

Operational date: May 1985.
Service area: California.
Contact: Janis Peterson, marketing director.
See Physical Therapy Provider Network Inc. consolidated listing under California.

Preferred Health Network

301 E. Ocean Blvd., Suite 900, Long Beach, Calif. 90802; 310-983-1616; fax: 310-983-1424

Staff	
Physicians	6,981
Patients/physician	90
Board-certified	85%
Specialists	32,682
Administrative	130
Facilities	
Hospitals	657
Users: Group Health	
Employer/payer groups	32,140
Single & family coverage	1,820,000
Employees & dependents	5,133,000
Users: Workers Compensation	
Employer/payer groups	60
Single coverage	858,000
Total users	**6,599,000**
Claims paid	
1992	$218,000,000
1991	$202,000,000

Operational date: December 1982.
For profit.
Ownership: Qualmed Inc.
Service area: California: 48 counties; Texas: 27 counties.
Contracts with Medview Services Inc. in Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Wisconsin.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn, physical therapy and ambulatory surgery centers. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Richard Mastaler, CEO; Dr. Kenneth Epstein, vp-medical affairs; Joseph Manheim, vp-network operations; Ron Seibel, senior vp/COO; John VanHaaster, vp-finance; Richard Hersey, vp-sales, Teresa Cornethan, vp-MIS.

Preferred PPO

1005 W. Orangeburg Ave., Suite B, Modesto, Calif. 95350; 209-527-3350; fax: 209-527-6773

Staff	
Physicians	351
Board-certified	80%
Specialists	829
Facilities	
Hospitals	16
Pharmacies	102
Total users	**22,945**

Operational date: 1982.
For profit.
Ownership: NME Inc.
Service area: California: Fresno, Merced, San Joaquin and Stanislaus counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, TPAs; charges flat fee per employee.
UR: Standard procedures including chronic pain management and prenatal utilization review. UR provided by the PPO.
Officers: Jeffrey C. Barbakow, president; Clive Riddle, senior vp/CEO; Dr. Eric Ostrom, medical director; Paul Vogelzang, marketing director; Karen Hutcheson, COO; Jeff Klein, chief administration officer.

Premier Health Resources

10790 Civic Center Drive, Suite 201, Rancho Cucamonga, Calif. 91730; 909-941-2270; fax: 909-941-2282

Specialty PPO providing workers comp services only	
Staff	
Physicians	100
Board-certified	60%
Specialists	750
Facilities	
Hospitals	237
Users: Workers Compensation	
Employer/payer groups	50

Operational date: March 1992.
For profit.
Service area: California; Texas: Dallas metropolitan area.
Contracts with Interplan in California
Services: Standard package excluding substance abuse. Other services include chiropractors, vision, dental, durable medical equipment and podiatry. Services available unbundled. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, diagnostic-based surgical case rates; is compensated by employers/payers, insurers, TPAs; charges by percent of savings, per line charges for non-PPO. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Aaron Brown, president; Dr. Melvin Stoltz, medical director; Jeff Lampman, vp-operations.
Contact: Aaron Brown.

Principal Health Care Inc.-PPO S. California

325 Rolling Oaks Drive, Suite 110, Thousand Oaks, Calif. 91361; 805-373-7330; fax: 805-373-5528

Staff	
Physicians	2,797
Board-certified	85%
Specialists	5,429
Facilities	
Hospitals	65
Users: Group Health	
Employer/payer groups	1
Employees & dependents	6,036
Total users	**6,036**

Service area: California: Los Angeles and Orange counties and the cities of Riverside, San Bernadino, San Diego, Ventura and portions of Santa Barbara.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

3345 Michelson Ave., Suite 200, Irvine, Calif. 92715; 714-476-9816

Staff	
Physicians	8,277
Specialists	12,060
Administrative	14
Facilities	
Hospitals	184
Users: Group Health	
Employer/payer groups	3,394
Employees & dependents	422,323
Total users	**422,323**

Continued on next page

PPO standard services include: physicians, hospitalization, prescriptions, substance abuse and psychiatry.

Continued from previous page

Facilities

Hospitals	27

Service area: California: 126 cities.

See CORPHEALTH, Inc. consolidated listing under Texas.

Cost Care Physician Managed Networks*

660 Newport Center Drive, Suite 600, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Staff

Physicians	5,831
Board-certified	90%
Specialists	12,007
Administrative	72

Facilities

Hospitals	227

Users: Group Health

Employer/payer groups	191
Employees & dependents	164,545
Total users	**164,545**

Operational date: 1985.
For profit.
Ownership: Utilization management organization.
Service area: California, Florida, Georgia, Louisiana, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island and Texas.

Contracts with Admar in Missouri (St. Louis); Alternet in northern and southern Nevada; Associates for Health Care in Wisconsin (Milwaukee); Carolina Preferred in North Carolina (excluding Charlotte and Raleigh) and South Carolina; Health Advantage in Florida (Orlando); Health Choice in Connecticut and Tennessee (Memphis); Health Net in Tennessee (Nashville); Health Partnership in Tennessee (Knoxville); Health Preferred of Mid-America in Illinois (Chicago); Healthmark in North Carolina (Charlotte and Raleigh); Intergroup in northern and southern New Jersey (Philadelphia and Pittsburgh); Managed Healthcare in Oregon (Portland); Med Net in Maine; National Capitol PPO in District of Columbia, Maryland (Baltimore); Ohio Health Choice Plan in Ohio; Preferred Health Network in northern and southern California (Los Angeles, San Diego and San Francisco); Principal Health Care in Louisiana (New Orleans); Sagamore Health Network in Indiana (Indianapolis); Samaritan Physician Network in Arizona (Phoenix); Sloans Lake Managed Care in Colorado (Denver); Sound Health Network in Alaska (Anchorage), Washington; Transcentury in Texas (Austin); Virginia Health Network in Virginia (Richmond).

Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry, OB/Gyn, diagnostic testing and outpatient surgery. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures including maternity high risk program, patient assist line, home health care and specialty referral. UR provided by the PPO.

Officers: Larry Goelman, CEO; Patty Batt, vp-network management; Dr. Alan Greenfield, vp-medical services; Ray Foose, vp-marketing; Virginia Cirica, COO; David Ackley, CFO; Vicki Schweitzer vp-quality management; Joe Briand, vp-payer-affiliated services.

Contact: Ray Foose.

** Figures are consolidated, including all PPOs in this organization. Cost Care Physician Managed Networks' services are marketed under the names of Cost Care Physician Managed Networks as well as John Hancock Preferred Physician Managed Networks. This listing contains totals from both plans.*

Cost Care Physician Managed Networks

660 Newport Center Drive, Suite 600, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Staff

Physicians	383
Board-certified	92%
Specialists	366
Administrative	17

Facilities

Hospitals	7

Service area: California: Monterey.

Contracts with Preferred Health Network in northern and southern California (Los Angeles, San Diego and San Francisco metropolitan area).

Contact: Ray Foose, vp-marketing.

See Cost Care Physician Managed Networks consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists	1,000
Total users	**244,615**

See Davis Vision consolidated listing under New York.

Delta Preferred Option

P.O. Box 7736, San Francisco, Calif. 94120; 415-972-8300; fax: 415-972-8466

Specialty PPO providing dental services only

Staff

Dentists	1,854
Patients/dentist	201
Specialists	393

Users: Group Health

Employer/payer groups	144
Single coverage	35,725
Family coverage	107,175
Employees & dependents	392,975
Total users	**392,975**

Claims paid

1992	$8,220,000
1991	$7,450,000

Operational date: June 1987.
Not for profit.
Ownership: Delta Dental Plan of California.

Service area: California.
Services: Dental. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates dental charges by approved rates, fee schedules; is compensated by employers/payers; charges flat fee per employee.

UR: Retrospective review, computer practice profiles, dentist consultant treatment review, patient computer cross-check, service review. UR provided by the PPO.

Officers: William T. Ward, president; John F. Field, D.D.S., dental director; Don B. Conkling, marketing director; Joseph C. Jaeger, CFO; Fred G. Mylius, government programs; Jerry R. Holcombe, corporate services.

Contact: Jeff Album.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	47
Single & family coverage	517,981

Service area: California: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

7101 Executive Center Drive, Suite 375, Brentwood, Tenn. 37027; 615-377-9936

Specialty PPO providing workers comp services only

Staff

Physicians	1,594
Board-certified	50%
Specialists	6,390

Facilities

Hospitals	370

Users: Workers Compensation

Employer/payer groups	1
Single coverage	400,000
Total users	**400,000**

Operational date: December 1990.
Service area: California: 35 counties.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employer/payers, insurers, TPAs.
Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Foundation for Medical Care of Santa Clara County

1101 S. Winchester Blvd., Suite F-164, San Jose, Calif. 95128; 408-248-9400; fax: 408-248-0334

Staff

Physicians	1,316
Patients/physician	63
Board-certified	75%
Specialists	1,484
Administrative	4

Facilities

Hospitals	11

Users: Group Health

Family coverage	32,996
Employees & dependents	82,490
Total users	**82,490**

Operational date: January 1960.
Not for profit.
Service area: California: Santa Clara County. Contracts with the California Foundation for Medical Care in California.
Services: Standard package excluding prescriptions. Other services include chiropractors, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee.
UR: Preadmission hospital review, precertification, retrospective review, outpatient service predetermination and case management. UR provided by Review Services Inc. and others.
Officers: Dr. James R. Dickson, president; Charles W. Maschal, executive director; Dr. Donald L. Allari, vp; Dr. Allan S. Vishoot, secretary; John Working, treasurer.
Contact: Marilyn Credi, provider relations.

Golden West Dental & Vision Plan

888 W. Ventura Blvd., Camarillo, Calif. 93010; 805-987-8941; fax: 805-987-6110

Specialty PPO providing dental and vision services only

Staff

Physicians	1,150
Patients/physician	150
Board-certified	100%
Specialists	735
Administrative	30

Facilities

Dental locations	1,885

Users: Group Health

Employer/payer groups	838
Employees & dependents	90,000
Total users	**90,000**

Operational date: November 1974.
For profit.
Service area: California.
Services: Vision and dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Concurrent review. UR provided by the PPO.
Officers: Troy Becker, president; Karl H. Lehman, executive director; Dr. William Spellman, medical director; James D. Fuhrman, marketing director; Daphne Becker, vp.

John Hancock Preferred Physician Managed Networks

John Hancock Financial Services, P.O. Box 111, Boston, Mass. 02117; 617-572-6000; fax: 617-572-7138

See Cost Care Physician Managed Networks consolidated listing-California.

Health Net

21600 Oxnard St., Suite 1700, Woodland Hills, Calif. 91367; 818-719-6775; fax: 818-719-6933

Staff

Physicians	4,157
Patients/physician	3.1
Board-certified	71%
Specialists	10,174
Administrative	1,259
Facilities	
Hospitals	245
Pharmacies	1,832
Users: Group Health	
Employer/payer groups	33
Single coverage	2,717
Family coverage	3,320
Employees & dependents	12,919
Total users	**12,919**
Claims paid	
1992	$292,151

Operational date: January 1979.
For profit.
Ownership: Health Net Management Holdings Inc., The California Wellness Foundation.
Service area: California: 43 counties statewide.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, global rates; is compensated by employers/payers, insurers; charges flat fee per employee.
UR: Standard procedures. UR provided by Cost Care Inc.
Officers: Roger Greaves, chairman/president/CEO; Gerald Cooper, executive vp/CFO; Dr. Sam Ho, vp/medical director; Rita Duarte, senior vp-sales/marketing; Stephen Vogt, vice chairman/executive vp/chief legal officer; Mary Pat Yatsko, senior vp-health/provider services; Henry Loubet, senior vp/executive director-Northern California.

Healthcare Foundation of Golden Valley

P.O. Box 210002, Stockton, Calif. 95210; 209-951-4560; fax: 209-951-0601

Staff

Physicians	435
Specialists	376
Administrative	28

Facilities

Hospitals	15

Users: Group Health

Employees & dependents	40,000
Total users	**40,000**

Operational date: February 1993.
For profit.
Ownership: San Joaquin FMC.
Service area: California: El Dorado, Nevada, Placer, Sacramento and Yolo counties.
Services: Standard package excluding prescriptions and substance abuse. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by insurers, TPAs; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: Thomas J. Vander Wal, executive director.

Interplan Corp.*

2575 Grand Canal Blvd., Suite 200, Stockton, Calif. 95207; 209-473-0811; fax: 209-473-0863

Staff

Physicians	8,740
Patients/physician	76
Board-certified	94%
Specialists	10,260
Administrative	60

Facilities

Hospitals	280
Pharmacies	3,250

Users: Group Health

Employer/payer groups	210
Single coverage	264,500
Family coverage	264,500
Employees & dependents	608,350

Users: Workers Compensation

Employer/payer groups	28
Single coverage	175,000
Total users	**665,000**

Operational date: August 1984.
For profit.
Service area: California and Nevada.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry, OB/Gyn, laboratory, MRI and tertiary care centers. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings (workers comp). The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including gatekeeper review for EPO. UR provided by the PPO.
Officers: Daniel P. Sheehy, president; Phoebe J. Brown, executive director.

** Figures are consolidated, including all PPOs in this organization.*

Interplan Corp.

2575 Grand Canal Blvd., Suite 200, Stockton, Calif. 95207; 209-473-0811; fax: 209-473-0863

Staff

Physicians	8,652
Patients/physician	76
Board-certified	94%
Specialists	10,090
Administrative	60

Facilities

Hospitals	273
Pharmacies	3,150

Users: Group Health

Employer/payer groups	202
Single coverage	257,000
Family coverage	257,000
Employees & dependents	592,250

Users: Workers Compensation

Employer/payer groups	28
Single coverage	175,000
Total users	**648,900**

Service area: California.

See Interplan Corp. consolidated listing under California.

Los Angeles Foundation for Medical Care

1925 Wilshire Blvd., Suite 310, Los Angeles, Calif. 90057; 800-232-9043; fax: 619-467-0102

Staff

Physicians	1,675
Board-certified	75%
Specialists	3,675
Administrative	48

Facilities

Hospitals	61

Users: Group Health

Employer/payer groups	63
Employees & dependents	153,000
Total users	**153,000**

Operational date: 1982.
Not for profit.
Service area: California: Los Angeles County.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, fixed rate contracts for outpatient services/surgery; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Dr. David Hartenbower, president; Robert F. Thurner, executive director; Dr. William A. Pitt, medical director; Clinton B. Mayers, regional vp-marketing.
Contact: Clinton B. Mayers.

Managed Health Network

5100 W. Goldleaf Circle, Suite 300, Los Angeles, Calif. 90056; 213-299-0999; fax: 213-298-2777

Specialty PPO providing mental health services only

Staff

Physicians	5,700
Administrative	293

Facilities

Hospitals	400

Users: Group Health

Employer/payer groups	315
Employees & dependents	1,380,000
Total users	**1,380,000**

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Officers: Bradley S. Karro, president; John K. Mills, executive vp; Dr. Lester Sacks, medical director; George J. Bregante, vp-marketing.

** Figures are consolidated, including all PPOs in this organization.*

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	26,059
Facilities	
Hospitals	355

See Beech Street of California Inc. consolidated listing under California.

Benefit Panel Services

888 S. Figueroa St., Suite 1400, Los Angeles, Calif. 90017; 213-489-2694; fax: 213-627-3043

Staff	
Physicians	5,141
Patients/physician	50
Board-certified	87.5%
Specialists	7,131
Administrative	225
Facilities	
Hospitals	177
Users: Group Health	
Employer/payer groups	1,630
Employees & dependents	285,000
Users: Workers Compensation	
Employer/payer groups	4
Single coverage	3,000
Total users	**288,000**

Operational date: May 1983.
For profit.
Accredited by AAPI.
Service area: California: 23 counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, podiatry, OB/Gyn. and workers comp. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.
Officers: W. Mark Jasper, president; Dr. Robert Blackman, Dr. Alan Rosentein, regional medical directors; Guy Shields, vp-sales/marketing; Dr. Marshall Bernes, chairman; Daniel Seargeant, CFO; Ann Kuklierus, senior vp.
Contact: Guy Shields.

Blue Shield of California-The Blue Shield Preferred Plan

P.O. Box 7168, San Francisco, Calif. 94120-7168; 415-445-5000; fax: 415-445-3563

Staff	
Physicians	15,904
Patients/physician	60
Board-certified	79%
Specialists	28,852
Administrative	4,040
Facilities	
Hospitals	277
Pharmacies	4,400
Users: Group Health	
Employer/payer groups	2,479
Single & family coverage	341,480
Employees & dependents	682,882
Total users	**682,882**
Claims paid	
1991	$1,100,795,000

Operational date: May 1984.
Not for profit.
Service area: California.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn., hospice, acupuncture, short-term rehabilitation and home health care. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.
Officers: Wayne R. Moon, president/CEO; Thomas C. Paton, chairman; Dr. Wade Aubry, medical director; Joseph Tyszkiewicz, senior vp-marketing.
Contact: Robert Quellmalz, large group sales, 415-445-5001 or Donna Bjorn, national accounts, 415-445-5738.

CNA Managed Care PPO-Central California

CNA Insurance Cos., 3530 Wilshire Blvd., Seventh Floor, Los Angeles, Calif. 90010; 213-252-7132

Staff	
Physicians & specialists	11,211
Board-certified	73%
Facilities	
Hospitals	103
Users: Group Health	
Single & family coverage	13,644

Service area: California: Anaheim, Bakersfield, Fresno, Lompoc, Long Beach, Los Angeles, Merced, Monterey, Oxnard, Petaluma, Riverside, Salinas, San Bernardino, Santa Ana, Santa Barbara, Seaside, St. Maria, Tulane, Vallejo, Ventura and Visalia.
Contact: Tim Closson, manager-major group sales 213-252-7132 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CNA Managed Care PPO-Northern California

CNA Insurance Cos., 50 Fremont St., San Francisco, Calif. 94105; 415-243-4982

Staff	
Physicians & specialists	9,126
Board-certified	74%
Facilities	
Hospitals	81
Users: Group Health	
Single & family coverage	8,471

Service area: California: Chico, Fairfield, Modesto, Oakland, Redding, Sacramento, San Diego, San Francisco, San Jose, Santa Cruz, Santa Rosa-Petaluma, Stockton, Vallejo and portions of Woodland and Yuba City.
Contact: Robert Shaffer, manager-major group sales 415-243-4982 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CPC Managed Care Services

6101 W. Centinella, Culver City, Calif. 90230; 800-272-1212; fax: 310-216-7913

Specialty PPO providing mental health services only	
Staff	
Specialists	3,000
Administrative	30
Facilities	
Hospitals	48
Users: Group Health	
Employer/payer groups	12,000,000
Users: Workers Compensation	
Employer/payer groups	2,000,000
Total users	**13,000,000**

Operational date: January 1990.
For profit.
Ownership: Community Psychiatric Centers.
Service area: Arkansas: Pulaski County; California; Florida: Brevard, Broward and Duval counties; Georgia: De Kalb County; Idaho: Ada County; Illinois: Cook County; Indiana: Johnson County; Kansas: Johnson County; Louisiana: Caddo, East Baton Rouge and Orleans parishes; Mississippi: Harrison County; Missouri: St. Charles County; North Carolina: Mecklenburg County; Oklahoma: Cleveland County; Texas: Bexar, Harris, Tarrant and Williamson counties; Utah: Salt Lake City County; Washington: King County; Wisconsin: Milwaukee County.
Services: Substance abuse and psychiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion and hospital bill audits. UR provided by the PPO.
Officers: Geoffrey Deutsch, president; Joe Arnold, vp-operations; Dr. Tony Rosenthal, medical director; John Vidaurri, senior vp-western division; Richard Wright, vp-eastern division.
Contact: John Vidaurri.

CAPP CARE Inc.*

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians	31,595
Board-certified	66.03%
Specialists	49,555
Facilities	
Hospitals	1,800
Users: Group Health	
Employer/payer groups	150
Employees & families	1,304,348
Employees & dependents	3,000,000
Total users	**3,000,000**

Operational date: 1982.
For profit.
Accredited by AAPI.
Service area: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Delaware, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, Wisconsin and Wyoming.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.
Officers: Dr. Edward Zaha, chairman/CEO; Michael Henry, president; John T. Unipen, executive vp; Dr. Harvey Eicher, medical director; Greg Hamblin, CFO.

** Figures are consolidated, including all PPOs in this organization.*

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	25,038
Facilities	
Hospitals	570

Service area: California: central California, Imperial County, Los Angeles metropolitan area, northern California and San Diego.

See CAPP CARE Inc. consolidated listing under California.

CareAmerica Life Insurance Co.

20500 Nordhoff St., Chatsworth, Calif. 91311-6191; 818-407-2222; fax: 818-407-2359

Staff	
Physicians & specialists	16,626
Board-certified	95%
Administrative	30
Facilities	
Hospitals*	266
Users: Group Health	
Employer/payer groups	589
Single coverage	2,534
Family coverage	2,038
Employees & dependents	9,175
Claims paid	
1992	$16,694,632
1991	$12,515,559

** Figure is from 8/30/93.*

Operational date: January 1988.
For profit.
Ownership: CareAmerica.
Service area: California: statewide.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges by administrative load with each dollar of premium.
UR: Standard procedures excluding preadmission review, length of stay determination, second surgical opinion and outpatient service predetermination. UR provided by the PPO.
Officers: Dr. Arthur M. Southam, president/CEO; Jerry A. Torgerson, executive vp; Dr. James Reilly, Dr. Ed Regal, medical directors; Nels Johnson, group sales/marketing vp; Paul Kimmins, vp/CFO.

CIGNA PPO Network of California

505 N. Brand Blvd., Suite 500, Glendale, Calif. 91203; 818-500-6798; fax: 818-500-6343

Staff	
Physicians & specialists	18,214
Administrative	35
Facilities	
Hospitals	236
Total users	**141,900**

Operational date: November 1985.
Service area: California: statewide.
Compensation: Negotiates hospital charges by per diem.
Contact: Tucker Edgerton, 818-500-6208.

See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.*

5251 Viewridge Court, San Diego, Calif. 92123; 800-247-2898; fax: 619-278-8621

Staff	
Physicians	19,878
Patients/physician	58
Board-certified	65.1%
Specialists	62,990
Facilities	
Hospitals	921
Users: Group Health	
Employer/payer groups	2,108
Employees & dependents	1,149,705
Users: Workers Compensation	
Employer/payer groups	370
Single coverage	13,000,000
Total users	**14,149,705**
Claims paid	
1992	$1,065,117,095
1991	$837,920,871

Operational date: 1984.
For profit.
Service area: Arizona, California, District of Columbia, Hawaii, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Missouri, Nebraska, New Mexico, Virginia, Wisconsin.
Contracts with Alpha in Pennsylvania (29 counties); CompMed in Oklahoma (77 counties); ETHIX Great Lakes in Michigan (84 counties); Health Access in Florida (67 counties); Health Choice in Alabama (Franklin and Marion counties), Arkansas (Craighead County), Mississippi (Hancock, Hinds, Holmes, Marshall and Pearl River counties), Tennessee (22 counties); HealthAccess in Pennsylvania (29 counties); Healthcare Value Management in New Jersey (Burlington, Camden and Gloucester counties), Rhode Island (Bristol, Kent, New London, Newport, Providence and Washington counties); Mountain Medical Affiliates in Colorado (63 counties); National Healthcare Alliance in Texas (254 counties); Sound Health in Alaska (Anchorage County), Idaho (Kootenai County), Montana (Missoula County), Washington (39 counties); VHA East in Delaware (Newcastle County), Pennsylvania (Philadelphia); Vantage Health Services in Oregon (36 counties); Virginia Health Network in Virginia (120 counties); Willse & Associates in Maryland (22 counties).
Services: Standard package excluding prescriptions. Other services include chiropractors, dental, durable medical equipment, podiatry, OB/Gyn., workers compensation and data services. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, case rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding length of stay determination and hospital bill audits. Also performs behavioral health UR and maternity assessment. UR provided by the PPO.
Officers: James Buncher, president/executive director; Dr. Eugene V. Helsel, medical director; Patrick Sullivan, vp-sales/marketing; Sandra Foote, vp-Pacific division; Nancy Plaxico, vp-planning/development; Mike Rode, vp-central/eastern divisions; Doug Reeves, vp-data services; Shannon Johnston, vp-utilization management; Rick Morgan, vp-finance/administration.
Contact: Scott Samuels, marketing services manager.

** Figures are consolidated, including all PPOs in this organization.*

Community Care Network Inc.

5251 Viewridge Court, San Diego, Calif. 92123; 800-247-2898; fax: 619-278-8621

Staff	
Physicians	8,023
Patients/physician	78
Board-certified	73.2%
Specialists	22,720
Facilities	
Hospitals	263
Users: Group Health	
Employer/payer groups	756
Employees & dependents	629,774
Users: Workers Compensation	
Employer/payer groups	164
Claims paid	
1992	$784,857,670
1991	$651,845,185

Service area: California: 58 counties statewide.
Contact: Armando Jackson, director-sales/service, Pacific division.

See Community Care Network Inc. consolidated listing under California.

ConserviCare

7183 Navajo Road, Suite A, San Diego, Calif. 92119; 619-464-1014 or 800-552-8858 (in Calif.) or 800-854-6533 (outside Calif.); fax: 619-464-4054

Staff	
Physicians	8,470
Patients/physician	22
Board-certified	100%
Specialists	9,750
Administrative	3
Facilities	
Hospitals	114
Users: Group Health	
Employer/payer groups	204
Single coverage	134,286
Family coverage	127,684
Employees & dependents	261,920
Users: Workers Compensation	
Employer/payer groups	24
Single coverage	4,076
Total users	**265,996**

Operational date: November 1986.
For profit.
Service area: California: 47 counties.
Contracts with Alternet (MCC) in Nevada; Dimensions in Florida; Health Advantage in Arkansas, Florida, Louisiana, Michigan; Health Care Savings in North Carolina, South Carolina; Maricopa Foundation in Arizona; Medcorp Southwest in Arkansas, Oklahoma, Texas; Preferred Plan in Illinois, Indiana, Wisconsin.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn. and hearing. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals.
UR: Standard procedures excluding retrospective review and hospital bill audits. UR provided by the PPO, Global Medical Management and Intracorp.
Officers: E.L. Raffetto, president/CEO/marketing director; R.A. Gossman, executive director; Dr. Burton H. Smith, medical director.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	253

Continued on next page

Continued from previous page

Facilities

Hospitals	14

Users: Group Health

Employer/payer groups	340
Employees & dependents	67,000

Service area: Arkansas.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians	166
Board-certified	95%
Specialists	223

Facilities

Hospitals	22

Service area: Arkansas.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Little Rock

1701 Centerview Drive, Suite 210, The Redding Building, Little Rock, Ark. 72211; 501-227-7776; fax: 501-227-0581

Staff

Physicians	138
Patients/physician	116
Board-certified	87%
Specialists	235
Administrative	30

Facilities

Hospitals	8
Pharmacies	131

Users: Group Health

Employer/payer groups	4
Single coverage	176
Family coverage	151

Claims paid

1992	$12,132,991
1991	$10,494,801

Operational date: 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Arkansas: Little Rock metropolitan area.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges by fee schedule.
UR: Standard procedures. UR provided by the PPO.
Officers: Robert Winters, chairman/CEO; Norine Yukon, executive director; Dr. Jack Blackshear, medical director; Tracy Baker, marketing director.
Contact: Tracy Baker.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

CALIFORNIA

501 Panel Providers

12722 Riverside Drive, North Hollywood, Calif. 91607; 818-506-2501; fax: 818-506-0309

Staff

Physicians & specialists	7,100

Facilities

Hospitals	114

Users: Group Health

Employer/payer groups	850
Single coverage	12,000
Family coverage	5,400
Employees & dependents	24,000

Operational date: 1975.
For profit.
Ownership: 501 Insurance Marketing Inc.
Service area: California.
Services: Standard package excluding substance abuse and psychiatry. Other services include chiropractors, dental, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized.
UR: Preadmission review, precertification and concurrent review. UR provided by outside contractors.
Officers: Chester Bloome, president; Jefrey Falyn, marketing director.

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors	125

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Admar Corp.*

1551 N. Tustin Ave., Suite 300, Santa Ana, Calif. 92701; 714-953-9600; fax: 714-953-6309

Staff

Physicians	30,374
Patients/physician	15
Board-certified	80%
Specialists	55,081
Administrative	25

Facilities

Hospitals	1,346
Pharmacies	1,628

Users: Group Health

Employer/payer groups	134
Family coverage	3,130,427
Employees & dependents	7,119,527

Users: Workers Compensation

Employer/payer groups	1
Single coverage	2,500,000
Total users	**9,619,527**

Claims paid

1992	$206,764,651
1991	$231,623,379

Operational date: 1978.
For profit.
Ownership: Admar Group Inc.
Service area: Alaska: Anchorage County; Arkansas: Pulaski, Saline, Union and White counties; Arizona: Cochise, Gila, Graham, Greenlee, La Paz, Maricopa, Mohave, Navajo, Pima, Pinal, Yavapai and Yuma counties; California: 58 counties; Colorado: 38 counties; District of Columbia; Delaware: New Castle County; Florida: 49 counties; Georgia: 40 counties; Idaho: Kootenai, Latah, Nez Perce and Shoshone counties; Illinois: 39 northern and central counties; Indiana: 30 counties; Iowa: Black Hawk, Cerro Gordo, Clarke, Polk, Scott and Story counties; Kansas: Johnson, Leavenworth, Miami, Sedgwick, Shawnee and Wyandotte counties; Louisiana: 30 counties; Massachusetts: Bean, Bristol, Charles, Cook, Dukes, Hampden, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties; Maryland: Calvert, Charles, Frederick, Howard, Montgomery, Prince George's and St. Mary's counties; Missouri: 22 counties; Mississippi: Chickasaw, Forrest, Hancock, Harrison, Jones, Lamar, Lauderdale, Lowndes, Marion, Montgomery, Pearl River, Stone and Warren counties; New Hampshire: Rockingham County; New Jersey: 20 counties; New Mexico: 21 counties; Nevada: Carson City, Churchill, Clark, Elko, Humboldt, Mineral, Pershing and Washoe counties; Ohio: 65 counties; Oregon: Clackamas, Clatsop, Columbia, Douglas, Gilliam, Hood River, Jackson, Josephine, Lane, Marion, Multnomah, Tillamook, Umatilla, Wasco, Washington and Yamhill counties; Pennsylvania: 44 counties; Rhode Island: Providence and Washington counties; Texas: 62 counties; Virginia: Alexandria, Arlington, Fairfax, Fauquier, Loudoun, Manassas, Montgomery, North Hampton, Prince William and Stafford counties; Washington: 38 counties; Wisconsin: Kenosha, Lacrosse, Milwaukee, Ozaukee, Racine and Waukesha counties; West Virginia: Cabell, Hancock, Marshall, Ohio and Wood counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, TPAs; charges flat fee per employee, by percent of savings, and a combination of the two. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including point of service negotiations. UR provided by the PPO.
Officers: Richard Toral, CEO; John Gray, president-managed care; Virginia Pascual, executive vp; Dr. Vincent Duda, medical director; Karin Anderson, vp-marketing/sales; Ed Evans, CFO.
Contact: Georgeann Gavelda, marketing assistant.
** Figures are consolidated, including all PPOs in this organization.*

Aetna Health Plans-Central Valley

201 N. Civic Drive, Suite 300, Walnut Creek, Calif. 94596; 415-244-8430; fax: 510-932-7212

Staff

Physicians	328
Patients/physician	11
Specialists	627

Facilities

Hospitals	11
Pharmacies	117

Users: Group Health

Employer/payer groups	53
Employees & dependents	3,612
Total users	**3,612**

Operational date: March 1988.
Service area: California: Fresno, Madera and Stanislaus counties and portions of Merced County.
Officers: James McLane, president.
Contact: Diane Taylor.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Northern California

201 N. Civic Drive, Suite 300, Walnut Creek, Calif. 94596; 415-244-8430; fax; 415-871-0515

Staff

Physicians	2,045
Patients/physician	46
Board-certified	79.2%
Specialists	4,398

Facilities

Hospitals	48
Pharmacies	717

Users: Group Health

Employer/payer groups	798
Employees & dependents	95,044
Total users	**95,044**

Operational date: June 1992.
Service area: California: San Francisco metropolitan area.
Officers: James McLane, president; Paul Swenson, executive director; Dr. Joe Cook, medical director; Tom Taylor, marketing director.
Contact: Diane Taylor.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of San Diego Inc.

7676 Hazard Center Drive, San Diego, Calif. 92108; 619-497-4145; fax: 619-497-4258

Staff

Physicians	499
Patients/physician	29
Board-certified	80%
Specialists	1,332

Facilities

Hospitals	13
Pharmacies	269

Users: Group Health

Employer/payer groups	412
Employees & dependents	14,560
Total users	**14,560**

Operational date: November 1990.
Service area: California: San Diego.
Officers: James McLane, president; Brad Kelley, executive director; William Gregory, marketing director.
Contact: Lisa Luster.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Southern California Inc.-Los Angeles

303 E. Vanderbilt Way, San Bernardino, Calif. 92408; 800-347-4325; fax: 909-396-3404

Staff

Physicians	3,080
Patients/physician	39
Specialists	6,438

Facilities

Hospitals	89
Pharmacies	1,516

Users: Group Health

Employer/payer groups	1,271
Employees & dependents	121,602
Total users	**121,602**

Operational date: June 1988.
Service area: California: Los Angeles, Orange, Riverside, San Bernardino, San Luis Obispo, Santa Barbara and Ventura counties and portions of Kern County.
Officers: James McLane, president; Mittie Soutar, executive director; Dr. Susan Ford, medical director; Holly Wylie, marketing director.
Contact: Greg Stevens, 909-386-3141.
See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff

Physicians	8,557
Board-certified	80%
Specialists	19,965

Facilities

Hospitals	308
Pharmacies	1,960

Service area: California: 48 counties statewide.

See The AFFORDABLE Medical Networks consolidated listing under Illinois.

Allied HealthCare Access

2100 N. Main St., Suite 303, Santa Ana, Calif. 92706; 800-774-2223; fax: 714-550-9427

Specialty PPO providing workers comp services only

Staff

Physicians	130
Board-certified	60%
Specialists	180
Administrative	20

Facilities

Hospitals	204

Users: Workers Compensation

Employer/payer groups	2
Single coverage	15,000
Total users	**15,000**

Operational date: March 1993.
For profit.
Service area: California: Imperial, Kern, Los Angeles, Orange, Riverside, San Bernardino, San Diego, Santa Barbara and Ventura counties.
Services: Standard package excluding substance abuse. Other services include chiropractors, durable medical equipment, podiatry, diagnostic testing, physical therapy, first injury care, occupational rehabilitation, vocational rehabilitation, crisis intervention, workers comp technical support. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges by percent of savings, by fee-for service.
UR: Standard procedures excluding length of stay determination and outpatient service predetermination. Also performs prescriptions/drugs utilization review. UR provided by Conservco and The Travelers Insurance Co.
Officers: Stephen J. Cattolica, COO; Darrell Prescott, vp-marketing.

American Chiropractic Network-Southwest

8989 Rio San Diego Drive, Suite 250, San Diego, Calif. 92108; 619-297-8100; fax: 619-297-8189

Specialty PPO providing chiropractic services only

Staff

Chiropractors	1,450
Board-certified	100%
Administrative	40

Users: Group Health

Employees & dependents	2,400,000
Total users	**2,400,000**

Service area: California: 49 counties.
Compensation: Charges by percent of services by doctors/hospitals, fee per authorization processed.
Officers: George DeVries, president/marketing director; Dan Nusser, D.C., medical director; Thomas Allenburg, D.C., chairman; David Cole, treasurer.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Anthem Health Systems/ American Health Network-California

1860 Howe Ave., Suite 161, Sacramento, Calif. 95825; 916-649-6677; fax: 916-649-1747

Staff

Physicians	20,300
Administrative	57

Facilities

Hospitals	297

Users: Group Health

Employer/payer groups	460
Employees & dependents	228,928

Users: Workers Compensation

Employer/payer groups	5
Single coverage	1,097
Total users	**230,025**

Operational date: 1985.
Service area: California.
Contracts with Arizona Medical Network in Arizona; First Choice in Washington; First Choice/MHN in Oregon; Premier Medical Network in Utah.
Services: Same as consolidated listing, excluding vision.
Compensation: Same as consolidated listing, excluding DRGs. The PPO will not adjust fees based on savings realized or not realized in this region.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Michael O. Bell, president; Linda J. Rossi, regional vp; Dr. Charles French, medical director; Terry McLaughlin (Sacramento), Brad Wessler (Encino), marketing directors.
Contact: Terry McLaughlin, 916-649-6564 or Brad Wessler, 818-382-3326.
See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.*

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff

Physicians & specialists	46,245
Patients/physician	NA
Board-certified	85%
Administrative	14

Facilities

Hospitals	1,007

Users: Group Health

Employer/payer groups	480
Single coverage	700,337
Family coverage	1,050,506
Employees & dependents	4,377,108

Users: Workers Compensation

Employer/payer groups	184
Single coverage	4,026,000
Total users	**8,403,108**

Claims paid

1992**	$439,456,643
1991**	$228,853,448

*** Figures include hospital claims only.*

Operational date: 1984.
For profit.
Service area: Nationwide excluding Hawaii, Maine, Nebraska, North Dakota, Rhode Island, Vermont and Wyoming.
Contracts with America's Health Plan in Maryland; Dimension PPO in Florida; ETHIX in Michigan; First Choice in Washington; Florida Health Choice Plan in Florida; Health Economics in Texas; HealthCare Preferred in Florida; HealthNetwork in Illinois; Managed Healthcare Northwest in Oregon; Mountain Medical Affiliates in Colorado; MultiPlan Inc. in New York; Preferred Plans Inc. in Nevada; Primary Health Services in Ohio; Pro-Net in Texas; Sooner Health in Oklahoma; Southeast Medical Alliance in Louisiana; Universal PPO in Ohio; Virginia Health Network in Virginia.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, rate caps; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of gross billed charges. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including psychiatric/substance abuse. UR provided by the PPO.

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Operational date: June 1985.
For profit.
Ownership: USA Health Network Co. Inc.
Service area: Nationwide including District of Columbia, but excluding North Dakota, Vermont and Wyoming.
Services: Standard package including chiropractic, vision, dental, durable medical equipment, podiatry, transplant centers, skilled nursing facility, rehabilitation centers, home health care agencies and pharmacies. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, cost sharing; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Larry K. Hinson, president; Laura Dickson, executive director; Dr. Millard Nelsen, medical director; Arden Taber, marketing director.
Contact: Arden Taber.

For an explanation of PPO directory terms and methodology see guide on page 68.

ARKANSAS

Aetna Health Plans-Little Rock

8023 E. 63rd Place S., Tulsa, Okla. 74133; 981-250-6114; fax: 981-250-6117

Staff	
Physicians	105
Patients/physician	35
Board-certified	74.5%
Specialists	271
Facilities	
Hospitals	4
Pharmacies	84
Users: Group Health	
Employer/payer groups	15
Employees & dependents	3,717
Total users	**3,717**

Operational date: March 1992.
Service area: Arkansas: Faulkner, Lonoke, Prairie, Pulaski, Saline and portions of Arkansas, Jackson, Jefferson and Monroe counties.
Officers: James McLane, president; Carla Lattimore, executive director; Brian Forbes, marketing director.
Contact: Carolyn Ross.
See Aetna Health Plans consolidated listing under Connecticut.

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Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	6

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	163
Facilities	
Hospitals	19

Service area: Arkansas: Fayetteville, Fort Smith, Jonesboro, Little Rock, northeast Arkansas and White County.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Russellville

850 Ridge Lake Blvd., Suite 210, Memphis, Tenn. 38120; 901-755-7411; fax: 901-755-5137

Staff	
Physicians & specialists	62
Administrative	14
Facilities	
Hospitals	2
Total users	**430**

Operational date: November 1992.
Service area: Arkansas: Russellville County.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Patti Letchworth.
See CIGNA Health Plans consolidated listing under Connecticut.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	6
Total users	**424**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	77,274

Service area: Arkansas: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

7101 Executive Center Drive, Suite 375, Brentwood, Tenn. 37027; 615-377-9936

Specialty PPO providing workers comp services only	
Staff	
Physicians	NA
Board-certified	50%
Specialists	5
Facilities	
Hospitals	12
Users: Workers Compensation	
Employer/payer groups	15
Single coverage	77,578
Total users	**77,578**

Operational date: March 1991.
Service area: Arkansas: Clark, Craighead, Miller, Pulaski and Sebastian counties.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	684
Board-certified	95%
Specialists	274

Continued on next page

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MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,104
Board-certified	77%
Specialists	437
Facilities	
Hospitals	60
Users: Group Health	
Employer/payer groups	548
Employees & dependents	112,600

Service area: Arizona.

See MultiPlan Inc. consolidated listing under New York.

Preferred Plan of Arizona

4515 S. McClintock Drive, Suite 217, Tempe, Ariz. 85282; 602-491-6844; fax: 602-491-6877

Staff	
Physicians	553
Patients/physician	6.97
Board-certified	70%
Specialists	1,558
Facilities	
Hospitals	31
Pharmacies	205
Users: Group Health	
Employer/payer groups	4
Employees & dependents	12,685
Total users	**12,685**

Service area: Arizona: Apache, Cochise, Coconino, Gila, Graham, Greenlee, La Paz, Maricopa, Mohave, Navajo, Pima, Pinal, Santa Cruz, Yavapai and Yuma counties; California: San Barnardino County; Nevada: Clark County.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Principal Health Care Inc.-PPO Arizona

10210 N. 25th Ave., Suite 211, Phoenix, Ariz. 85021; 602-861-0033; fax: 602-861-1887

Staff	
Physicians	455
Board-certified	71%
Specialists	1,710
Facilities	
Hospitals	22
Users: Group Health	
Employer/payer groups	2
Employees & dependents	9,607
Total users	**9,607**

Service area: Arizona: Cochise, Maricopa, Mohave, Pima, Pinal, Santa Cruz and Yuma counties.

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

2525 E. Camelback Road, Suite 755, Phoenix, Ariz. 85015; 602-553-7444

Staff	
Physicians	797
Specialists	1,415
Administrative	6
Facilities	
Hospitals	21
Users: Group Health	
Employer/payer groups	381
Employees & dependents	65,421
Total users	**65,421**

Service area: Arizona: Phoenix and Tucson metropolitan areas.

Contact: Mike Hanson, senior vp-operations, 714-757-7430.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	538
Board-certified	95%
Specialists	706
Facilities	
Hospitals	67

Service area: Arizona.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Travelers Managed Care System-Metro Phoenix

Metro Business Center Park One, 1000 N. 31st Ave., Suite 400, Phoenix, Ariz. 85051; 602-861-8617

Staff	
Physicians	1,586
Facilities	
Hospitals	13
Users: Group Health	
Employer/payer groups	114
Single & family coverage	22,941

Operational date: March 1987.

Service area: Arizona: Maricopa County.

Compensation: Negotiates hospital charges by per diem.

Officers: Brian O'Sullivan, director-operations; Emery Dameron, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Tucson

Metro Business Center Park One, 1000 N. 31st Ave., Suite 400, Phoenix, Ariz. 85051; 602-861-8617

Staff	
Physicians	626
Facilities	
Hospitals	3
Users: Group Health	
Employer/payer groups	2
Single & family coverage	1,549

Operational date: June 1991.

Service area: Arizona: Pima County.

Compensation: Negotiates hospital charges by per diem.

Officers: Brian O'Sullivan, director-operations; Emery Dameron, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

USA Health Network

7301 N. 16th St., Suite 201, Phoenix, Ariz. 85020; 602-371-3860; fax: 602-861-2805

Staff	
Physicians	30,489
Board-certified	85%
Specialists	61,725
Administrative	90
Facilities	
Hospitals	2,400
Users: Group Health	
Employer/payer groups	483
Single coverage	2,007,239
Family coverage	3,996,415
Employees & dependents	10,839,529
Users: Workers Compensation	
Employer/payer groups	512
Single coverage	3,113,508
Total users	**13,861,122**

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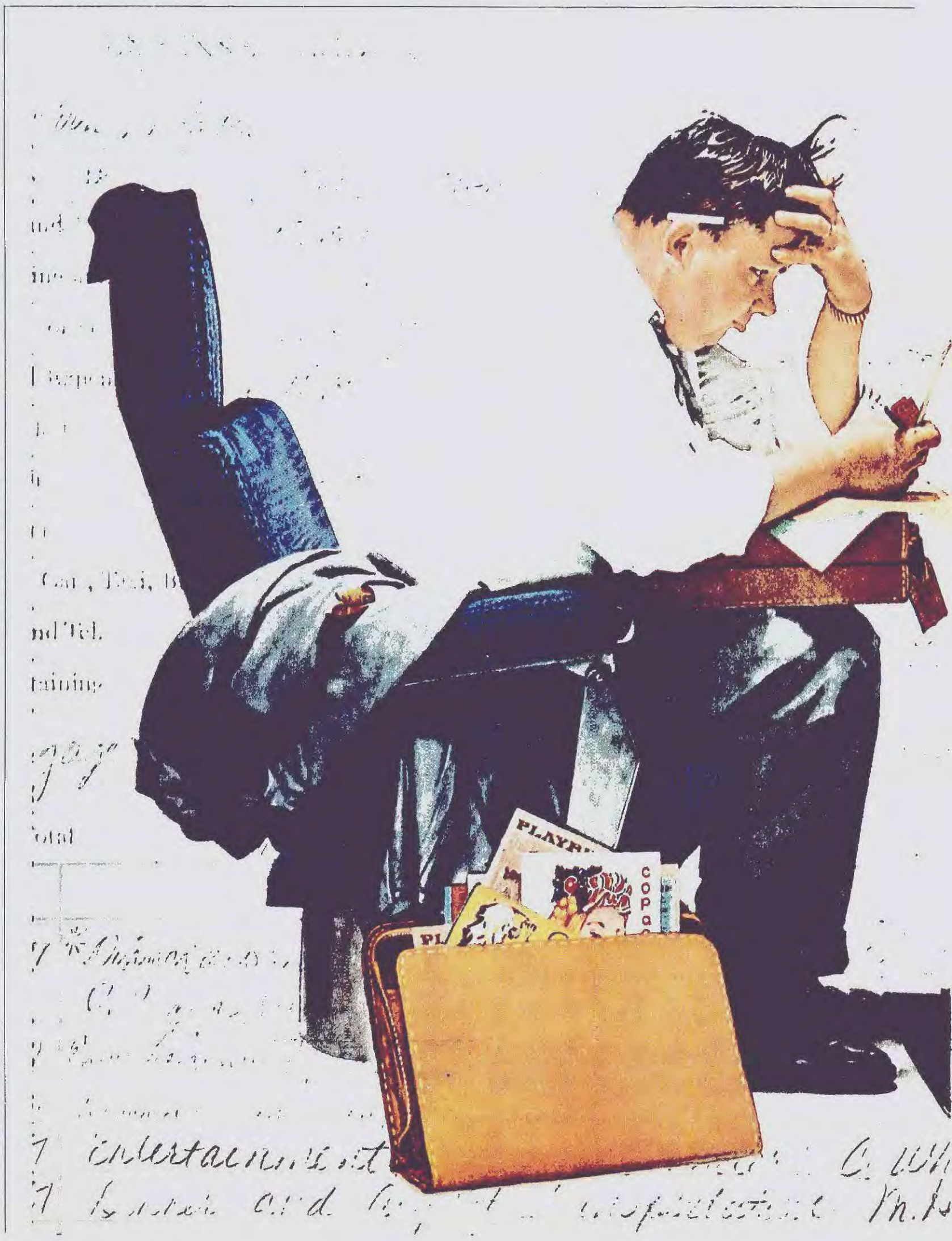

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Administrative	40
Users: Group Health	
Employees & dependents	150,000
Total users	**150,000**

Service area: Arizona: Phoenix and Tucson areas.

Compensation: Charges flat fee per employee, by percent of services by doctors/hospitals, fee per authorization processed.

Officers: George DeVries, president/marketing director; Dan Nusser, D.C., medical director; Thomas Allenburg, D.C., chairman; David Cole, treasurer.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Arizona Healthcare Alliance

1702 E. Highland, Suite 208, Phoenix, Ariz. 85016; 602-230-1800; fax: 602-230-1898

Staff	
Physicians	484
Board-certified	90%
Specialists	938
Administrative	3.5
Facilities	
Hospitals	8
Users: Group Health	
Employer/payer groups	1

Operational date: April 1993.

For profit.

Ownership: Baptist Hospitals & Health Systems, Chandler Regional Hospital, John C. Lincoln Hospital & Health Center, Lutheran Healthcare Network, Phoenix Memorial Hospital/Health Resources Inc., St. Joseph's Hospital & Medical Center,.

Service area: Arizona: Maricopa and northern Pinal counties.

Services: Physician, hospitalization, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem; is compensated by providers.

UR: Standard procedures excluding second surgical opinion and hospital bill audits. UR provided by outside contractors.

Officers: Gary R. Gannaway, president; Doug Lee, marketing director.

Contact: Doug Lee.

Arizona Medical Network/ Rural Arizona Network

1600 W. Broadway, Suite 385, Tempe, Ariz. 85282; 602-921-8941; fax: 602-894-5230

Staff	
Physicians	820
Patients/physician	170
Board-certified	50%
Specialists	1,366
Facilities	
Hospitals	44
Users: Group Health	
Employer/payer groups	23
Employees & dependents	140,000
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	550
Total users	**140,000**

Operational date: June 1983 (AMN), June 1987 (RAN).

For profit (RAN).

Not for profit (AMN).

Service area: Arizona.

Services: Standard package excluding prescriptions. Other services include chiropractic, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.

UR: Standard procedures. UR provided by the PPO and outside contractors.

Officers: Mike Purvis, president (AMN); Dr. Wesley Romberger, president (RAN); Jim Dyer, executive director (Health Management Associates); Dr. Ian Becke, medical director (Health Management Associates); Mark Wade, marketing director.

Contact: Ann Kimura.

See Health Management Associates consolidated listing under Arizona.

Arizona Preferred Provider

6464 E. Grant Road, Tucson, Ariz. 85715; 602-298-5297; fax: 602-296-7948

Staff	
Physicians	175
Patients/physician	30
Board-certified	100%
Specialists	50
Administrative	5
Facilities	
Hospitals	7
Pharmacies	16
Users: Group Health	
Employer/payer groups	7
Single coverage	2,800
Family coverage	1,600
Employees & dependents	3,200
Total users	**7,600**
Claims paid	
1992	$16,000,000

Operational date: April 1984.

Not for profit.

Service area: Arizona: Maricopa and Pima counties.

Services: Standard package excluding substance abuse. Other services include chiropractic, vision, dental and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized.

UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. UR provided by the PPO.

Officers: Dwight Babcock, president; Cynthia Stewart, executive director.

Contact: Cynthia Stewart.

Avesis Inc.

4201 N. 24th St., Phoenix, Ariz. 85016; 602-956-7287; fax: 602-224-5620

Specialty PPO providing dental, vision and hearing services only	
Users: Group Health	
Employer/payer groups	276
Single coverage	568,000
Employees & dependents	568,000

Operational date: June 1986.

For profit.

Service area: Nationwide excluding Alabama, Arkansas, Hawaii, Iowa, Montana, North Carolina, North Dakota, South Dakota and Wyoming.

Services: Vision, dental and hearing. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by fixed fee schedules; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, flat fee for service. The PPO will adjust fees based on savings realized or not realized.

UR: Retrospective review and on-site audits.

Officers: Frank Cappadora, president; Mark Smith, CFO.

Contact: Neal Kempler, director-sales/marketing.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	1,861
Facilities	
Hospitals	23

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 3530 Wilshire Blvd., 7th Floor, Los Angeles, Calif. 90010; 213-252-7132

Staff	
Physicians & specialists	2,212
Board-certified	74.5%
Facilities	
Hospitals	21
Users: Group Health	
Single & family coverage	5,477

Service area: Arizona: Phoenix and Tucson areas.

Contact: Tim Closson, manager-major group sales, 213-252-7132 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	4,195
Facilities	
Hospitals	115

Service area: Arizona: eastern Arizona, Flagstaff, Kingman, Phoenix, Sierra Vista, Tuscon and Yuma.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Phoenix/Tuscon

11001 N. Black Canyon Highway, Suite 400, Phoenix, Ariz. 85029; 602-942-4462; fax: 602-371-2625

Staff	
Physicians & specialists	3,564
Administrative	9
Facilities	
Hospitals	40
Total users	**6,403**

Operational date: July 1986.

Service area: Arizona: Phoenix and Tucson areas.

Compensation: Negotiates hospital charges by discount off customary rates.

Contact: Mary Kastner, 602-371-2497.

See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

3636 N. Central Ave., Suite 950, Phoenix, Ariz. 85012; 800-526-4760; fax: 602-277-8260

Staff	
Physicians	966
Patients/physician	58
Board-certified	47.8%
Specialists	3,117
Facilities	
Hospitals	33
Users: Group Health	
Employer/payer groups	124
Employees & dependents	56,038
Users: Workers Compensation	
Employer/payer groups	35
Claims paid	
1992	$45,431,835
1991	$29,476,941

Service area: Arizona: Apache, Cochise, Coconino, Gila, Graham, Greenlee, La Paz, Maricopa, Mohave, Navajo, Pima, Pinal, Santa Cruz, Yavapai and Yuma counties.

Contact: Mike Williams, executive director.

See Community Care Network Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	22
Facilities	
Hospitals	4

Service area: Arizona: Casa Grande, Chandler, Phoenix, Sedona, Tempe and Tucson areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	31
Total users	**453**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America*

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Staff	
Physicians	6,836
Patients/physician	1,399
Administrative	35
Users: Group Health	
Employer/payer groups	600
Single & family coverage	9,565,841
Employees & dependents	24,000,000
Total users	**24,000,000**

Operational date: October 1981.

For profit.

Service area: Nationwide including Puerto Rico and The Virgin Islands.

Services: Vision. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Is compensated by employers/payers.

UR: Precertification and retrospective review. UR provided by the PPO.

Officers: John A. Ravcraft, president/CEO; Laura J. Arnold, provider relations director; Ralph P. Aufheimer, marketing director.

Contact: Ralph P. Aufheimer.

** Figures are consolidated, including all PPOs in this organization.*

Eye Care Plan of America

1811 S. Alma School Road, Suite 285; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	37
Single & family coverage	107,148

Service area: Arizona: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

Health Management Associates*

1600 W. Broadway, Suite 385, Tempe, Ariz. 85282; 602-921-8941; fax: 602-894-5230

Staff	
Physicians	1,289
Patients/physician	175
Board-certified	50%
Specialists	2,490
Facilities	
Hospitals	65
Users: Group Health	
Employer/payer groups	45
Employees & dependents	225,000
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	550
Total users	**225,000**

Operational date: 1991.

For profit.

Ownership: IM/X, Information Management Solutions Inc.

Service area: Arizona: statewide; Illinois: Moline, Rock Island; Iowa: Bettendorf, Davenport; Mississippi: Gulf area; Nevada: Clark County; New Mexico: Bernalillo, Dona Ana, McKinley and San Juan counties; Utah: Kane County.

Services: Standard package including chiropractic, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.

UR: Standard procedures. UR provided by the PPO and outside contractors.

Officers: Bill Wade, president; Jim Dyer, CEO; Dr. Ian Becke, medical director; Mark Wade, marketing director; Gina Marting, CFO.

Contact: Ann Kimura.

** Figures are consolidated, including all PPOs in this organization.*

Humana Health Care Plans

5055 E. Broadway, Suite C-214, Tucson, Ariz. 85711; 602-750-0107; fax: 602-750-0106

Operational date: September 1993.

Service area: Arizona: Pima County.

Officers: Bill Howard, executive director; Glen Padula, sales manager.

Humana Health Care Plans-Phoenix

Anchor Centre III, 2231 E. Camelback Road, Suite 208, Phoenix, Ariz. 85016; 602-381-4300; fax: 602-381-4381

Total users	**2,551**

Operational date: 1984.

Officers: Bill Howard, executive director; Glen Padula, sales manager.

Independent Chiropractic Physicians Inc.

8229 N. 53rd St., Paradise Valley, Ariz. 85253; 602-991-7131; fax: 602-991-7187

Specialty PPO providing chiropractic services only	
Staff	
Specialists	55
Total users	**201,500**

Operational date: October 1990.

For profit.

Service area: Arizona.

Contracts with Arizona Medical Network, Preferred Health Network, Rural Arizona Network and Union Provider Network in Arizona.

Services: Chiropractic. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Is compensated by providers; charges yearly dues from members.

UR: Retrospective review and outpatient service predetermination. UR provided by the PPO.

Officers: Alan M. Immerman, D.C., president.

Interplus

1010 N. Finance Center Drive, Tucson, Ariz. 85710; 602-721-1122; fax: 602-290-7389

Staff	
Physicians	527
Board-certified	78%
Specialists	1,860
Facilities	
Hospitals	35
Pharmacies	111
Users: Group Health	
Employer/payer groups	6
Single coverage	14
Family coverage	6
Employees & dependents	32
Total users	**32**

Operational date: July 1991.

For profit.

Ownership: Intergroup Healthcare Corp.

Service area: Arizona.

Services: Standard package including chiropractic, durable medical equipment, OB/Gyn, hospice, home health care and skilled nursing facility. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures. UR provided by the PPO.

Officers: Charles F. Barrett, president/CEO (Intergroup Healthcare Corp.); Carwin Y. Peterson, senior vp/CFO/COO (Intergroup Healthcare Corp.); Dr. Philip E. Dew, senior vp-medical affairs (Intergroup Healthcare Corp.).

Contact: Sally Allison.

Met-Elect Network of Arizona

3020 E. Camelback Road, Suite 100, Phoenix, Ariz. 85016; 602-553-1300

Staff	
Physicians & specialists	1,924
Board-certified	98%
Facilities	
Hospitals	39
Users: Group Health	
Employees & dependents	5,097
Total users	**5,097**

Operational date: January 1991.

Service area: Arizona: Phoenix and Tucson areas.

See Met-Elect Network consolidated listing under Connecticut.

Continued on next page

Continued from previous page

Facilities

Hospitals 11

Service area: Alabama: Birmingham, Boaz, Huntsville and Montgomery.

See CAPP CARE Inc. consolidated listing under California.

CIGNA Companies Health Care Network-Alabama

1360 Peachtree St. N.E., P.O. Box 77350, Midtown Plaza II, Suite 1300, Atlanta, Ga. 30309; 800-448-5009; fax: 404-898-4832

Staff

Physicians & specialists 814
Administrative 27

Facilities

Hospitals 6

Total users 242

Operational date: April 1993.
Service area: Alabama: statewide.
Compensation: Negotiates hospital charges by per diem.
Contact: Deandra Crutchfield, 404-898-4716.
See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists 3

Service area: Alabama: Huntsville and Madison areas.
See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 21

Total users 6,422

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups 8
Single & family coverage 134,528

Service area: Alabama: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

100 Union Hill Drive, Suite 100, Birmingham, Ala. 35209; 205-879-2235

Specialty PPO providing workers comp services only

Staff

Physicians 44
Board-certified 50%
Specialists 125

Facilities

Hospitals 19

Users: Workers Compensation

Employer/payer groups 44
Single coverage 1,242,094

Total users 1,242,094

Operational date: January 1987.
Service area: Alabama: Colbert, Cullman, Etowah, Franklin, Jefferson, Lauderdale, Madison, Mobile, Montgomery and Tuscaloosa counties.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Gulf Coast Regional Preferred Provider Organization

P.O. Box 850429, Mobile, Ala. 36685; 205-639-0188; fax: 205-639-0519

Staff

Physicians 121
Board-certified 79%
Specialists 283
Administrative 3

Facilities

Hospitals 4
Pharmacies 1

Users: Group Health

Employer/payer groups 525
Employees & dependents 19,500

Users: Workers Compensation

Employer/payer groups 56
Single coverage 5,500

Total users 25,000

Operational date: February 1985.
Not for profit.
Ownership: Providence Hospital and Gulf Coast Regional Physicians Assn. Corp.
Service area: Alabama: Baldwin and Mobile counties.
Services: Physicians and hospitalization. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by providers.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.
Officers: John Roeder, president; Robert Kurtts, executive director/marketing director; Dr. Nick Nichols, medical director.
Contact: Robert Kurtts.

Health Choice of Alabama

P.O. Box 830605, Birmingham, Ala. 35283-0605; 205-326-9195; fax: 205-322-9333

Staff

Physicians 650
Patients/physician 126
Board-certified 97%
Specialists 750
Administrative 5

Facilities

Hospitals 22
Pharmacies 250

Users: Group Health

Employer/payer groups 856
Single coverage 2,000
Family coverage 38,095
Employees & dependents 82,000

Users: Workers Compensation

Employer/payer groups 322
Single coverage 57,353

Claims paid

1992 ..... $13,462,000
1991 ..... $10,331,000

Operational date: September 1984.
Not for profit.
Ownership: Baptist Health System and St. Vincents.
Service area: Alabama: Bibb, Blount, Cherokee, Chilton, Coosa, Cullman, DeKalb, Jefferson, St. Clair, Talladega, Tallapoosa and Walker counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee.
UR: Precertification, concurrent review, discharge planning, retrospective review and case management. UR provided by the PPO and outside contractors.
Officers: Scott Sheedy, president; Dr. Allan R. Goldstein, medical director.

Healthcare Advantage Inc.

4427 S. Robertson St., New Orleans, La. 70115; 504-899-8686; fax: 504-899-8677

Staff

Physicians 300
Board-certified 89%
Specialists 837

Facilities

Hospitals 21

Users: Group Health

Employer/payer groups 5
Employees & dependents 1,000

Total users 1,000

Claims paid

1992 ..... $800,000

Service area: Alabama: 42 counties statewide.
Services: Standard package including vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
See Healthcare Advantage Inc. consolidated listing under Louisiana.

Humana Health Care Plans-Huntsville

3030 Williams Ave. S.W., Suite 121, Huntsville, Ala. 35801; 205-532-2000; fax: 205-532-2025

Total users 26,748

Operational date: 1984.
Officers: Rene Moret, executive director; Rea Jabour, sales manager.

Humana Health Care Plans-Montgomery

2350 Fairlane Drive, Suite 120, Montgomery, Ala. 36116; 205-270-5544; fax: 205-277-0406

Total users 583

Operational date: 1984.
Officers: Rene Moret, executive director; Rea Jabour, sales manager; Dr. Edgar Givhan, medical director.

Met-Elect Network of Alabama

Five Post Oak Park, Suite 2120, Houston, Texas 77027-3416; 713-961-9944

Staff

Physicians & specialists 154
Board-certified 90%

Facilities

Hospitals 4

Users: Group Health

Employees & dependents 3,179

Total users 3,179

Operational date: May 1986.
Service area: Alabama: Decatur and Huntsville areas.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 828
Board-certified 90%
Specialists 320

Facilities

Hospitals 33

Users: Group Health

Employer/payer groups 410
Employees & dependents 82,300

Service area: Alabama.
See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Alabama

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff

Physicians 3
Specialists 2

Users: Group Health

Employer/payer groups 1
Single coverage 580
Family coverage 2,719
Employees & dependents 5,792

Total users 8,792

Service area: Alabama.
See National Foot Care Program Inc. consolidated listing under Michigan.

Private Healthcare Systems Inc.

1000 Abernathy Road, Suite 940, Atlanta, Ga. 30328; 404-394-1084

Staff

Physicians 288
Specialists 752
Administrative 4

Facilities

Hospitals 7

Users: Group Health

Employer/payer groups 111
Employees & dependents 19,600

Total users 19,600

Service area: Alabama: Anniston, Birmingham and Huntsville metropolitan areas.
Contact: Paul Robinson, regional vp-operations, 617-895-3181.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities

Hospitals 35

Service area: Alabama.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

ALASKA

Aetna Health Plans-Anchorage

1501 Fourth Ave., Century Square Building, Suite 1600, Seattle, Wash. 98101; 206-467-2801; fax: 206-467-2087

Facilities

Hospitals 1
Pharmacies 30

Users: Group Health

Employer/payer groups 37
Employees & dependents 12,110

Total users 12,110

Operational date: April 1986.
Service area: Alaska: Anchorage Borough.
Officers: James McLane, president; Jeanna Holtz, executive director; Dr. John Holder, medical director; James Hickey, marketing director.
Contact: Jeanna Holtz.
See Aetna Health Plans consolidated listing under Connecticut.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities

Hospitals 2

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities

Hospitals 1

Service area: Alaska: Anchorage.
See CAPP CARE Inc. consolidated listing under California.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists 1

Service area: Alaska: Fairbanks area.
See CORPHEALTH Inc. consolidated listing under Texas.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups 3
Single & family coverage 22,846

Service area: Alaska: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 36
Board-certified 81%
Specialists 12

Facilities

Hospitals 4

Users: Group Health

Employer/payer groups 18
Employees & dependents 3,950

Service area: Alaska.
See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities

Hospitals 4

Service area: Alaska.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

ARIZONA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 48

Users: Group Health

Employer/payer groups 1

Users: Workers Compensation

Employer/payer groups 2

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans of Arizona-Phoenix

Pinte Corridor Centre IV, 7878 N. 16th St., Suite 210, Phoenix, Ariz. 85020; 602-395-8812; fax: 602-395-8813

Staff

Physicians 372
Patients/physician 4
Board-certified 75.3%
Specialists 1,212

Facilities

Hospitals 13
Pharmacies 343

Users: Group Health

Employer/payer groups 24
Employees & dependents 1,500

Total users 1,500

Operational date: April 1988.
Service area: Arizona: Maricopa County and portions of Pinal County.
Officers: James McLane, president; Valerie Olson, executive director; Eileen Sampanes, medical director; Jim Jones, marketing director.
Contact: Wendella Howell-Bell.
See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff

Physicians 718
Board-certified 80%
Specialists 1,675

Facilities

Hospitals 31
Pharmacies 407

Service area: Arizona: Cochise, Maricopa, Pima and Yavapai counties.
See The AFFORDABLE Medical Networks consolidated listing under Illinois.

American Chiropractic Network-Southwest

8989 Rio San Diego Drive, Suite 250, San Diego, Calif. 92108; 619-297-8100; fax: 619-297-8189

Specialty PPO providing chiropractic services only

Staff

Chiropractors 75
Board-certified 100%

Continued on next page

Continued from previous page

Specialists	84
Facilities	
Hospitals	4
Pharmacies	83
Users: Group Health	
Employer/payer groups	14
Employees & dependents	558
Total users	558

Operational date: October 1986.
Service area: Alabama: Autauga, Dallas, Elmore, Lowndes and Montgomery counties.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Northeast Alabama

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Facilities	
Hospitals	1
Pharmacies	15
Users: Group Health	
Employer/payer groups	4
Employees & dependents	94
Total users	94

Operational date: October 1988.
Service area: Alabama: portions of Jackson County.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Phenix City

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Facilities	
Hospitals	1
Pharmacies	6
Users: Group Health	
Employer/payer groups	1
Employees & dependents	6
Total users	6

Operational date: October 1986.
Service area: Alabama: Russell County.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.
See Aetna Health Plans consolidated listing under Connecticut.

Private Healthcare Systems Inc. listing explained

Private Healthcare Systems Inc. of Massachusetts offers managed care products and services in 115 metropolitan areas nationwide. The services are offered through the 15 commercial insurance companies that own PHCS and by direct contract with large, self-insured organizations.

More than 66,500 physicians and 785 hospitals in 27 states and the District of Columbia contract with PHCS. Participating insurance companies use the PHCS PPO to develop customized plans to meet the needs of their subscribers.

PHCS participating members/owners are named under the PHCS corporate listing under Massachusetts. PHCS regional office listings found throughout the directory provide the number of hospitals and physicians under contract with PHCS in that market.

Aetna Health Plans-Tuscaloosa

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Facilities	
Hospitals	2
Pharmacies	37
Users: Group Health	
Employer/payer groups	5
Employees & dependents	37
Total users	37

Operational date: October 1988.
Service area: Alabama: Tuscaloosa County.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.
See Aetna Health Plans consolidated listing under Connecticut.

Alabama Medical Coalition Inc.

3719 Dauphin St., Mobile, Ala. 36608; 205-343-5251; fax: 205-460-5389

Staff	
Physicians	145
Board-certified	80%
Specialists	357
Administrative	4
Facilities	
Hospitals	9
Users: Group Health	
Employer/payer groups	10
Single coverage	2,325
Family coverage	2,925
Employees & dependents	13,000
Total users	13,000

Operational date: September 1985.
For profit.
Ownership: Southern Medical Health Systems Inc.
Service area: Alabama: Baldwin and Mobile counties.
Services: Standard package excluding prescriptions. Other services include vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO and Health Care Options.
Officers: Bill A. Mason, president; Randy Sucher, executive director; Liston S. Jones, medical director; Elaine M. Bates, marketing director.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	13

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 2302 Parklake Drive N.E., Atlanta, Ga. 30345; 404-491-5100

Staff	
Physicians & specialists	1,040
Board-certified	66.7%
Facilities	
Hospitals	7
Users: Group Health	
Single & family coverage	5,419

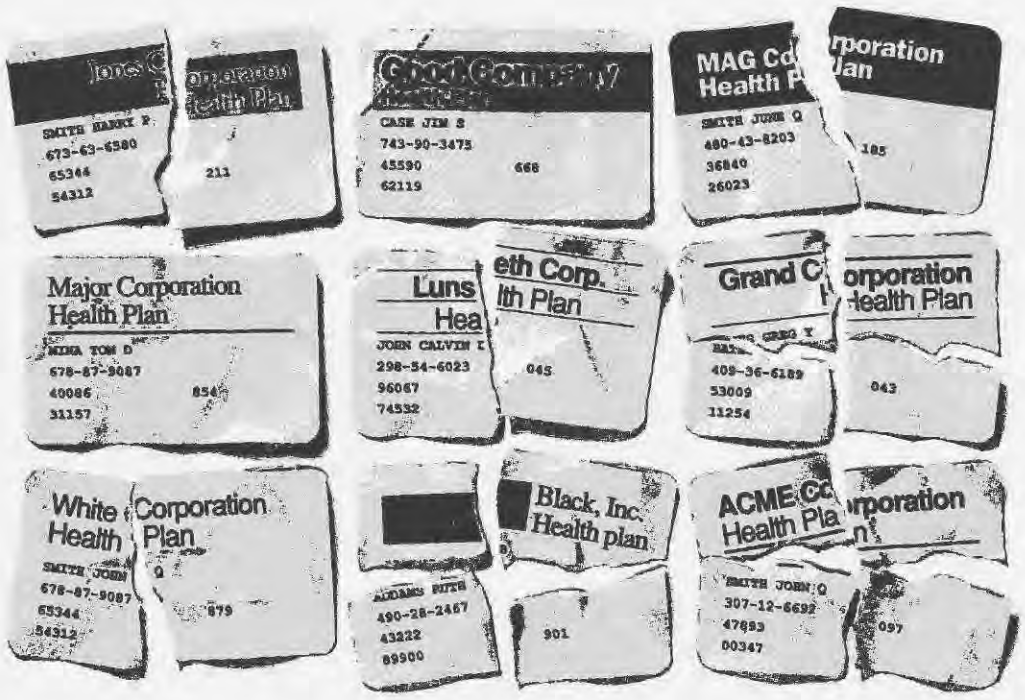
Service area: Alabama: Decatur, Dothan, Huntsville, Mobile and Montgomery.
Contact: Tim Williams, manager, 404-491-5397 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	235

Continued on next page



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Continued from previous page
Gyn. Options include dental. Diagnostic testing by independent labs.

Point-of-service contracts: 36% of members are enrolled.

Officers: Larry Rambo, president; Dr. Michael Lynch, medical director; Gary Van Alstine, marketing director; William Felsing, COO; Glenn Reinhardt, vp-finance; Jeanine Gaynor, vp-health services.

See United HealthCare Corp. consolidated listing under Minnesota.

Quality Care Chiropractic Insurance

P.O. Box 417, 155 E. Capitol Drive, Suite 6, Hartland, Wis. 53029; 414-367-3399; fax: 414-367-5934

Specialty HMO providing chiropractic services only	
Staff	
Chiropractors	115
Administrative	10
Locations	
Administrative	1
Primary care	41

Operational date: April 1991.
Certified in: Wisconsin.
Model type: IPA.
Not for profit.
Service area: Wisconsin: Dodge, Jefferson, Kenosha, Milwaukee, Ozaukee, Racine, Rock, Sheboygan, Walworth, Washington and Waukesha counties.
Services: Chiropractors.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided monthly.
Officers: Jay Mason, president; Richard Nemitz, executive vp; Debbie Wegner, director-quality assurance/utilization review.
Contact: Jay Mason.

U-CARE HMO Inc.

1 Point Place, Suite 200, Madison, Wis. 53719; 608-833-6444; fax: 608-833-7117

Staff	
Physicians	100
Patients/physician	199
Board-certified	95%
Specialists	500
Administrative	45
Facilities	
Hospitals	11
Pharmacies	210
Locations	
Administrative	1
Primary care	36
Users	
Employer/payer groups	175
Single coverage	4,233
Family coverage	4,443
Employees & dependents	17,712
Total	19,904
Average hospital stay	4.67 days
Hospital admission/1,000 members	83
Revenues	
1992	$24,807,000
1991	$20,724,000

Operational date: January 1989.
Certified in: Wisconsin.
Model type: Network.
Not for profit.
Ownership: University of Wisconsin Hospital/Medical School faculty.
Service area: Wisconsin: Adams, Columbia, Dane, Dodge, Green Lake, Juneau, Marquette, Monroe, Richland, Rock, Sauk and Waushara counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by independent labs.
Rating options: Community rating: $140 single, $370 family; community rating by class.
Management reports: Provided upon request.
Officers: Dr. Marc F. Hansen, president/medical director; George Tervalon III, marketing director; Robert Gray, CFO; Jack Bowhan, director-health services.

ADDENDUM

The following is a regional listing for Minnesota and North Dakota

Medica

5601 Smetana Drive, P.O. Box 1587, Minneapolis, Minn. 55440-1587; 612-936-1200l; fax: 612-936-4900

Staff	
Physicians	2,709
Specialists	2,408
Administrative	700
Facilities	
Hospitals	84
Pharmacies	750
Locations	
Administrative	3
Primary care	1,817
Users	
Employer/payer groups	5,000
Single coverage	190,244
Family coverage	70,364
Employees & dependents	333,301
Total	469,852
Average hospital stay	4.1 days
Hospital admission/1,000 members	57
Revenues	
1992	$804,863,343
1991	$747,169,405

Operational date: 1974.
Certified in: Minnesota, North Dakota.
Model type: IPA/network.
Not for profit.
Service area: Minnesota: 48 counties including the Minneapolis/St. Paul metropolitan area; North Dakota: Barnes, Cass, Ransom, Richland, Stutsman and Traill counties.
Services: Standard package including prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn. and emergency services. Options include dental. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. K. James Ehlen, CEO; Dr. Allan J. Chervon, medical director; James W. Eppel Jr., vp-commercial products; Stanley Hamilton, vp-finance/administration; Dr. J. Bryan Bushick, vp-quality/performance management; David Strand, senior vp/general counsel.
Contact: Suzanne Bluestein, public relations specialist, 612-936-6974.

See United HealthCare Corp. consolidated listing under Minnesota. BI

1993-94 directory of preferred provider organizations

ALABAMA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	39
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	8

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-Anniston

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Facilities	
Hospitals	1
Pharmacies	23
Users: Group Health	
Employer/payer groups	4
Employees & dependents	63
Total users	63

Operational date: November 1988.
Service area: Alabama: Calhoun, Cleburne and Cherokee counties.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Fayette

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Facilities	
Hospitals	1
Pharmacies	4
Users: Group Health	
Employer/payer groups	1
Employees & dependents	258
Total users	258

Service area: Alabama: Fayette county.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Florence

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Staff	
Physicians	30
Patients/physician	31
Board-certified	93.1%
Specialists	58
Facilities	
Hospitals	2
Pharmacies	30
Users: Group Health	
Employer/payer groups	5
Employees & dependents	939
Total users	939

Operational date: October 1988.
Service area: Alabama: Colbert and Lauderdale counties.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Gadsden

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Facilities	
Hospitals	2
Pharmacies	23
Users: Group Health	
Employer/payer groups	3
Employees & dependents	32
Total users	32

Operational date: October 1988.
Service area: Alabama: Etowah County and portions of St. Clair County.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Huntsville/Northern Alabama

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Staff	
Physicians	198
Patients/physician	40
Board-certified	81.8%
Specialists	242
Facilities	
Hospitals	5
Pharmacies	116
Users: Group Health	
Employer/payer groups	81
Employees & dependents	7,995
Total users	7,995

Operational date: October 1988.
Service area: Alabama: Lawrence, Limestone, Madison, Marshall and Morgan counties and portions of Jackson County.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Mobile

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Staff	
Physicians	121
Patients/physician	5
Board-certified	78.3%
Specialists	287
Facilities	
Hospitals	5
Pharmacies	35
Users: Group Health	
Employer/payer groups	20
Employees & dependents	676
Total users	676

Operational date: June 1987.
Service area: Alabama: Mobile and Washington counties and portions of Baldwin County.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Montgomery

3000 Riverchase Galleria, Suite 780, Birmingham, Ala. 35244; 205-985-3526; fax: 205-985-3539

Staff	
Physicians	47
Patients/physician	12
Board-certified	91.3%

Continued on next page

How to use information found in PPO directory listings

The seventh annual *Business Insurance* directory of preferred provider organizations contains listings with information on 1,236 preferred provider organizations around the nation.

The directory is published as an editorial service; there is no charge to be included.

PPOs are listed alphabetically under the state in which they operate. Many PPOs which operate in multiple states provide both consolidated and regional listings. The consolidated listing contains figures for nationwide operations, as well as data that universally applies to all regional operations. Consolidated listings are asterisked, marked with a footnote and appear in the state in which the organization is based. Regional listings contain figures that are applicable to that particular service area; additional data or data which differs from the consolidated listing for that area (if a consolidated listing is provided) and a reference note to the consolidated listing.

Networks, or multistate PPOs, may include owned and managed operations in their listings.

The complete listings begin with **staff** information including participating physicians, average number of patients per primary physician, percent of board-certified physicians, specialists/specialists available for referral and administrative staff under direct contract as of June 30, 1993.

The **facilities** section includes the number of hospitals and pharmacy locations also under direct contract as of June 30. **Users: Group Health** lists participating employer/payer groups, employees with single coverage, employees with family coverage and employees and dependents in participating employer groups with access to the network as of June 30. **Users: Workers Compensation** lists participating employer/payer groups and total employees, if given, as of June 30. **Total users** includes all group health and workers compensation members and dependents plus individual members. An employee is counted once if under both contracts. **Total claims paid** to participating hospitals and physicians for 1992 and 1991 are listed next, if provided.

Next, headings indicate the PPO's **operational date**, tax status as **for profit** or **not for profit** and **ownership**. Accreditation by the American Accreditation Program Inc. of Reston, Va., is also noted.

The PPO's **service area** by county and state is provided. If the listed organization contracts services from another established PPO, the contracted PPO and service area is given here.

Information on **services** includes standard and optional features of coverage. Unless otherwise noted, the standard package includes hospitalization, physicians, substance abuse programs, psychiatric services and prescriptions. Also included is whether services may be unbundled, whether employees can select non-PPO providers at the time of service, if the PPO plan design may be customized to meet employer specifications, and whether individual enrollment is allowed (such as retirees).

The **compensation** heading contains information on how the PPO negotiates hospital charges, how it is compensated and how it charges for its services. **Utilization review** methods used by the PPO and how they are implemented are detailed under UR. Unless noted, standard utilization review procedures include: preadmission hospital review, precertification, concurrent hospital treatment review, length of stay determination, discharge planning, retrospective review, second surgical opinion, hospital bill audits, outpatient service predetermination and case management. **Officers** and a **contact** for those seeking more information complete the listings.

If you wish to determine the states in which multistate PPOs operate, refer to the alphabetical index of networks following the directory.

The index lists PPOs operating directly or indirectly in three or more states.

An index listing which page each state's PPO listings begin is provided on page 2.

Information for this directory was gathered from responses to a *Business Insurance* questionnaire sent to PPOs nationwide. Although every effort is made to obtain complete and accurate information, *Business Insurance* is unable to verify all information and relies on the responses provide by the PPOs.

Continued from previous page

rector-Bellevue; J. David Anderson, executive director-Spokane; Joan Anderson, medical director-Bellevue; Neil Nemec, medical director-Spokane; Steve Ulk, sales director-Bellevue; Joseph Berg, sales director-Spokane.

See QualMed Inc. consolidated listing under Colorado.

Virginia Mason Health Plan

1100 Olive Way, Suite 1580, Seattle, Wash. 98101-1828; 206-223-8844; fax: 206-223-7506

Staff	
Physicians	320
Patients/physician	129
Board-certified	92%
Specialists	403
Administrative	65

Facilities	
Hospitals	17
Pharmacies	104

Locations	
Administrative	1
Primary care	38

Users	
Employer/payer groups	100
Single coverage	9,553
Family coverage	9,859
Employees & dependents	37,866
Total*	41,333
Average hospital stay	3.8 days
Hospital admission/1,000 members*	63.9

Revenues	
1992	$55,865,600
1991	$47,292,300

** Figures as of 12/31/92.*

Operational date: December 1985.
Certified in: Washington.
NCQA qualification pending.
Model type: Group.
For profit.
Ownership: Virginia Mason Medical Center.
Service area: Washington: Columbia, King, Kitsap, Mason, Pierce, Snohomish and Walla Walla counties.
Services: Standard package. Other services include prescriptions, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, vision and temporal mandibular joint dysfunction. Diagnostic testing by HMO.
Rating options: Community rating by class; adjusted community rating.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: J. Michael Rona, president; Phillip Haas, executive director; Dr. John Allen, medical director; Paul Goldberg, marketing director; John Clarke, associate director.

WISCONSIN

Aetna Health Plans (Point-of-Service)

2675 N. Mayfair Road, Suite 506, Milwaukee, Wis. 53226; 414-256-2296; fax: 414-256-2299

Staff	
Physicians	312
Patients/physician	1
Board-certified	76.6%
Specialists	710

Facilities	
Hospitals	13
Pharmacies	221

Users	
Employer/payer groups	20
Employees & dependents	507
Total	507

Service area: Wisconsin: Milwaukee, Ozaukee, Washington and Waukesha counties.
Officers: James McLane, president; Marlene Morgano, executive director; Dr. Katherine Dillig, medical director; Mike Carr, marketing director.
Contact: Jessie Williams.

See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Compcare Health Services Insurance Corp.

401 W. Michigan St., P.O. Box 2947, Milwaukee, Wis. 53201-2947; 800-242-7312 or 414-226-6744; fax: 414-226-5689

Staff	
Physicians	559
Patients/physician	230
Board-certified	67%
Specialists	1,253
Administrative	190

Facilities	
Hospitals	18
Pharmacies	900

Locations	
Administrative	1
Primary care	1,542

Users	
Employer/payer groups	865
Single coverage	26,239
Family coverage	36,318
Employees & dependents	144,937
Total	145,336
Average hospital stay	4.4 days
Hospital admission/1,000 members	62

Revenues	
1992	$202,267,069
1991	$183,593,110

Operational date: May 1971.
Federally qualified.
Certified in: Wisconsin.
NCQA qualification pending.
Model type: IPA/network.
For profit.
Ownership: United Wisconsin Services.
Service area: Wisconsin: Green, Jefferson, Kenosha, Milwaukee, Ozaukee, Racine, Rock, Walworth, Washington, Waukesha and portions of Columbia, Dane, Dodge, Fond du Lac and Sheboygan counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $152 single, $395 family.
Point-of-service contracts: 6.6% of members are enrolled.
Offers non-federally qualified programs.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Jeffrey Nohl, president/COO; Dr. Richard Christenson, medical director; Scott Coleman, marketing director; Mike Bernstein, director-business development; Craig Steffes, director-operations; Kathy Ledvina, director-finance/claims; Barb Wunrow, director-Dentacare.

Employers Health Care Plan

1100 Employers Blvd., Green Bay, Wis. 54344; 800-558-4444

Staff	
Physicians	398
Patients/physician	73
Board-certified	98%
Specialists	517

Facilities	
Hospitals	28
Pharmacies	624

Locations	
Administrative	2
Primary care	108

Users	
Employees & dependents	26,660
Total	26,660
Average hospital stay	4.9 days
Hospital admission/1,000 members	78

Revenues	
1992	$39,349,713
1991	$39,748,230

Operational date: May 1984.
NCQA qualification pending.
Model type: Group/IPA.
Ownership: Employers Health Insurance.
Service area: Wisconsin: 11 central, southeastern and western counties.
Services: Standard package. Other services include chiropractors, vision, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.
Management reports: Provided monthly.
Billing: Provides direct billing for COBRA premiums.
Officers: Jonathan Fuchs, executive director; Dr. Norman Schroeder, medical director; Ken Fasola, marketing director.
Contact: Jonathan Fuchs.

Family Health Plan Cooperative

11524 W. Theodore Trecker Way, Milwaukee, Wis. 53214; 414-256-0040; fax: 414-256-0069

Staff	
Physicians	67
Patients/physician	1,594
Board-certified	100%
Specialists	225
Administrative	210

Facilities	
Hospitals	12
Pharmacies	5

Locations	
Administrative	1
Primary care	5

Users	
Employer/payer groups	1,024
Single coverage	21,986
Family coverage	24,035
Employees & dependents	106,824
Total	106,824
Average hospital stay	4.92 days
Hospital admission/1,000 members	75.61

Revenues	
1992	$152,408,471
1991	$125,173,915

Operational date: March 1979.
Federally qualified.
NCQA qualification pending.
Model type: Staff.
Not for profit.
Service area: Wisconsin: Milwaukee, Waukesha and portions of Ozaukee, Racine, Walworth and Washington counties.
Services: Standard package. Other services include prescriptions, chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry, OB/Gyn., oral surgery and allergy testing. Options include vision and dental. Diagnostic testing by HMO.
Rating options: Community rating: $154.70 single, $398.51 family; community rating by class.
Point-of-service contracts: 1% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Officers: Conrad Sobczak, president/executive director; Dr. James Chaillet, medical director; Lyn Weiss, marketing director; David Bradford, COO; Frank Windt, finance director; Suzette Magruder, health center operations director.

Greater LaCrosse Health Plans Inc.

P.O. Box 38, LaCrosse, Wis. 54602-0038; 608-781-9692; fax: 608-781-8862

Staff	
Physicians	NA
Board-certified	80%
Specialists	200
Administrative	2

Facilities	
Hospitals	4

Locations	
Administrative	1

Users	
Employer/payer groups	18
Single coverage	748
Family coverage	2,200
Total	7,208
Average hospital stay	3.7 days
Hospital admission/1,000 members	58

Revenues	
1992	$3,736,255
1991	$3,079,129

Operational date: January 1986.
Model type: Group.
Ownership: Franciscan Health System, Skemp Clinic Ltd., Wausau Insurance Co.
Service area: Wisconsin: Buffalo, Crawford, Jackson, LaCrosse, Monroe, Trempealeau and Vernon counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by HMO.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. Brian Campion, president; Thomas Lynch, executive director; Dr. David Westgard, medical director; Ronald Schultze, marketing director; Steve Kunes, plan administrator.

Group Health Cooperative

1 S. Park St., Madison, Wis. 53715; 608-251-3356; fax: 608-257-3842

Staff	
Physicians	20
Patients/physician	1,575
Board-certified	95%
Specialists	535

Facilities	
Hospitals	3
Pharmacies	3

Locations	
Administrative	1
Primary care	3

Users	
Employer/payer groups	473
Single coverage	7,971
Family coverage	6,759
Employees & dependents	28,277
Total	31,521
Average hospital stay	4.29 days
Hospital admission/1,000 members	63.21

Revenues	
1992	$46,028,944
1991	$40,194,261

Operational date: March 1976.
Federally qualified.
Certified in: Wisconsin.
Model type: Staff.
Not for profit.
Ownership: Member directed cooperative.
Service area: Wisconsin: Dane and portions of Columbia, Dodge, Iowa, Green, Jefferson, Lafayette, Rock and Sauk counties.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions, vision and dental. Diagnostic testing by HMO.
Rating options: Community rating by class.
Enrollment options: Individual enrollment allowed.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Lawrence Zanoni, executive director; Dr. John Hansen, medical director; Thomas Mottard, marketing director; Edward Pautz, finance director.

HMO Midwest

502 Second St., Hudson, Wis. 54016; 715-386-6886; fax: 715-386-8326

Operational date: August 1984.
NCQA accredited.
Model type: Network.
Ownership: Blue Cross & Blue Shield of Minnesota.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment and OB/Gyn. Options include experimental procedures, dental and podiatry. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 30% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided.
Billing: Provides direct billing for COBRA premiums.
Officers: Dr. Mark Banks, president.
Contact: Michael L. Christensen, director.

Health Protection Plan

2000 Westwood Drive, Wausau, Wis. 54401; 715-842-6896; fax: 715-843-3707

Staff	
Physicians	315
Patients/physician	70
Board-certified	76%
Specialists	551
Administrative	9.5

Facilities	
Hospitals	15
Pharmacies	129

Locations	
Administrative	4
Primary care	72

Users	
Employer/payer groups	143
Single coverage	2,967
Family coverage	5,961
Employees & dependents	22,146
Total	22,146
Average hospital stay	4 days
Hospital admission/1,000 members	80.5

Revenues	
1992	$29,723,113
1991	$30,250,638

Certified in: Wisconsin.
Model type: IPA.
For profit.
Ownership: Wausau Insurance Cos.
Service area: Wisconsin: Brown, Kewaunee, Oconto, Shawano, Winnebago and Wood counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 20% of members are enrolled.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Terry Bolz, assistant vp-alternative health care; Joseph Pirch, executive director; Dr. Gerlad Osband, Dr. Jim Volk, medical directors.

North Central Health Protection Plan

2000 Westwood Drive, Wausau, Wis. 54401; 715-847-8866; fax: 715-843-3707

Staff	
Physicians	139
Specialists	368
Administrative	3.5

Facilities	
Hospitals	3
Pharmacies	49

Locations	
Administrative	1
Primary care	110

Users	
Employer/payer groups	204
Single coverage	5,128
Family coverage	8,816
Employees & dependents	38,775
Total	39,551
Average hospital stay	4.6 days
Hospital admission/1,000 members	39

Revenues	
1992	$48,700,000
1991	$41,300,000

Operational date: January 1972.
Model type: IPA.
Not for profit.
Service area: Wisconsin: Langlade, Lincoln, Marathon and Taylor counties.
Services: Standard package. Other services include prescriptions, chiropractors, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Diagnostic testing by independent labs.
Rating options: Adjusted community rating.
Point-of-service contracts: 11.6% of members are enrolled.
Enrollment options: Individual enrollment allowed.
Management reports: Provided monthly, quarterly, annually or upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: Larry Baker, president; Kenneth P. Peterson, executive director; Dr. Kevin Flaherty, medical director; Richard Gumness, marketing director.

Prime Care Health Plan Inc.

1233 N. Mayfair Road, Milwaukee, Wis. 53226; 414-453-9070; fax: 414-471-8626

Staff	
Physicians	950
Patients/physician	190
Board-certified	80%
Specialists	1,200

Facilities	
Hospitals	22
Pharmacies	320

Locations	
Administrative	350
Primary care	370

Users	
Employer/payer groups	2,104
Single coverage	21,753
Family coverage	31,452
Employees & dependents	182,829
Total	182,829
Average hospital stay	5.4 days
Hospital admission/1,000 members	78

Revenues	
1992	$177,878,344
1991	$143,070,706

Operational date: June 1986.
Certified in: Wisconsin.
Model type: Network.
For profit.
Ownership: United HealthCare Corp.
Service area: Wisconsin: Dodge, Jefferson, Kenosha, Milwaukee, Ozaukee, Racine, Walworth, Washington and Waukesha counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment and OB/

Continued on next page

Continued from previous page

Locations	
Administrative	1
Primary care	51
Users	
Total	17,074
Average hospital stay	3.7 days
Hospital admission/1,000 members	78.6

Operational date: December 1982.
Federally qualified.
Certified in: Virginia.
NCQA accredited.
Model type: Group.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Virginia: Amelia, Caroline, Charles City, Chesterfield, Dinwiddie, Fredericksburg, Goochland, Hanover, Henrico, James City, King and Queen, Louisa, New Kent, Nottoway, Petersburg, Powhatan, Prince George, Richmond City, Spotsylvania and Williamsburg counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, dental, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Rating options: Community rating: $137.72 single, $375.97 family; adjusted community rating.
Point-of-service contracts: 35% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; John Joiner, executive director; Steven Mohlie, medical director.
Contact: Brian McGarry, 804-323-0900.
See the Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Virginia (Point-of-Service)

1000 Boulders Parkway, Richmond, Va. 23225; 804-323-0900; fax: 804-323-0878

Staff	
Physicians	195
Patients/physician	42
Board-certified	86%
Specialists	409
Facilities	
Hospitals	5
Pharmacies	16
Locations	
Administrative	1
Primary care	51
Users	
Total	8,251
Average hospital stay	4.2 days
Hospital admission/1,000 members	68.1

Operational date: October 1986.
Federally qualified.
Certified in: Virginia.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Virginia: Amelia, Caroline, Charles City, Chesterfield, Colonial Heights, Dinwiddie, Fredericksburg, Goochland, Hanover, Henrico, Hopewell, James City, King and Queen, Louisa, New Kent, Nottoway, Petersburg, Powhatan, Prince George, Richmond City and Spotsylvania counties.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include experimental procedures and dental. Diagnostic testing by HMO and independent labs.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided monthly, quarterly or annually.
Billing: Provides direct billing for COBRA premiums. Consolidated billing for national accounts.
Officers: David George, vp; John Joiner, executive director; Steven Mohlie, medical director.
See the Prudential Health Care Plan Inc. (Point-of-Service) consolidated listing under New Jersey.

Southern Health Services Inc.

9881 Mayland Drive, Second Floor, Richmond, Va. 23233; 804-747-3700; fax: 804-747-8723

Staff	
Physicians	320
Patients/physician	119
Board-certified	90%
Specialists	601
Administrative	80
Facilities	
Hospitals	12
Pharmacies	140
Locations	
Administrative	1
Primary care	325
Users	
Employer/payer groups	507
Single coverage	10,621
Family coverage	7,700
Employees & dependents	37,763
Total	37,807
Average hospital stay	3.9 days
Hospital admission/1,000 members	65.5
Revenues	
1992	$46,287,851
1991	$29,567,320

Operational date: June 1985.
Federally qualified.
Certified in: Virginia.
NCQA accredited.
Model type: IPA.
For profit.
Ownership: Southern Health Management Corp.
Service area: Virginia: Amelia, Caroline, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King and Queen, King William, Louisa, New Kent, Nottoway, Powhatan and Prince George counties; cities of Colonial Heights, Hopewell, Petersburg and Richmond.
Services: Standard package. Other services include chiropractors; substance abuse; psychiatry; durable medical equipment; podiatry; OB/Gyn.; allergy testing, diagnosis and treatment; blood and plasma processing fees; dialysis, chemotherapy and radiation therapy and Norplant. Diagnostic testing by independent labs.
Rating options: Community rating: $153.89 single, $407 family; community rating by class; adjusted community rating.
Point-of-service contracts: 5% of members are enrolled.
Offers non-federally qualified programs.
Management reports: Provided upon request.
Billing: Provides direct billing for COBRA premiums.
Officers: James L. Gore, president; Daniel T. Gallagher, executive director; John M. Daniel III, medical director; Carrington Wilkerson, vp-marketing; Dr. Manikoth G. Kurup, secretary; George B. Wheeler Jr., director-finance; Dr. Ronald K. Davis Jr., vice chairman; Dr. Charles H. Robertson Jr., treasurer.

WASHINGTON

Aetna Health Plans-Seattle (Point-of-Service)

1501 Fourth Ave., Suite 1600, Seattle, Wash. 98101; 206-467-2816; fax: 206-467-2087

Staff	
Physicians	713
Patients/physician	4
Board-certified	71.8%
Specialists	1,922
Facilities	
Hospitals	13
Pharmacies	252
Users	
Employer/payer groups	30
Employees & dependents	2,924
Total	2,924

Service area: Washington: Puget Sound metropolitan area, including Seattle, Tacoma and Everett.
Officers: James McLane, president; Jeanna Holtz, executive director; Dr. John Holder, medical director; James Hickey, marketing director.
Contact: Kelly Monis.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

Aetna Health Plans-Spokane (Point-of-Service)

1501 Fourth Ave., Suite 1600, Seattle, Wash. 98101; 206-467-2816; fax: 206-467-2087

Staff	
Physicians	120
Patients/physician	3
Board-certified	87.5%
Specialists	248
Facilities	
Hospitals	3
Pharmacies	63
Users	
Employer/payer groups	9
Employees & dependents	392
Total	392

Service area: Washington: Spokane county.
Officers: James McLane, president; Jeanna Holtz, executive director; Dr. John Holder, medical director; James Hickey, marketing director.
Contact: Kelly Monis.
See Aetna Health Plans (Point-of-Service) consolidated listing under Connecticut.

CIGNA HealthCare of Washington Inc.

701 Fifth Ave., 2940 Columbia Center, Seattle, Wash. 98104; 206-625-8800; fax: 206-625-8879

Staff	
Physicians	324
Specialists	631
Facilities	
Hospitals	22
Users	
Total	19,525

Operational date: September 1985.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Washington: Island, King, Pierce, Skagit and Snohomish counties.
Officers: Peg Witham, provider relations manager; Arla Mathiason, provider relations coordinator; Clay Ellis, member services supervisor; Dr. Joseph Leinonen, executive director/medical director; Neila Guthrie, health services manager; Brad C. Arms, senior vp/western managed care operations.
See CIGNA Corp. consolidated listing under Connecticut.

Group Health Cooperative of Puget Sound

521 Wall St., Seattle, Wash. 98121; 206-448-4137; fax: 206-448-4271

Staff*	
Physicians	571
Patients/physician	831
Board-certified	88%
Specialists	1,374
Administrative	5,689
Facilities*	
Hospitals	47
Pharmacies	84
Locations*	
Administrative	6
Primary care	32
Users*	
Employer/payer groups	1,905
Single coverage	83,612
Family coverage	98,375
Employees & dependents	386,066
Total	474,515
Average hospital stay	3.94 days
Hospital admission/1,000 members	54.83
Revenues*	
1992	$854,240,000
1991	$766,817,000

** Figures and service area include Washington affiliate Group Health Northwest.*

Operational date: January 1947.
Certified in: Idaho, Washington.
NCQA qualification pending.
Model type: Staff.
Not for profit.
Service area: Idaho: Bonner, Kootenai and Latah counties; Washington: Adams, Benton, Chelan, Douglas, Franklin, Grant, King, Kitsap, Kittitas, Klickitat, Okanogan, Pierce, Skagit, Snohomish, Spokane, Thurston, Walla Walla, Whatcom, Whitman and Yakima counties. Contracts with the HMO Group.
Services: Standard package. Other services include prescriptions, experimental procedures, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include chiropractors, vision and dental. Diagnostic testing by HMO.
Rating options: Community rating by class; adjusted community rating.
Point-of-service contracts: 2.66% of members are enrolled.
Offers non-federally qualified programs.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Provides direct billing for COBRA premiums.
Officers: Phil Nudelman, president; Cheryl Scott, vp/COO; Dr. Al Truscott, medical director; Peter Brumleve, marketing director; Grant McLaughlin, senior vp/CFO; Aubrey Davis, president emeritus.

Group Health Northwest*

P.O. Box 204, Spokane, Wash. 99210-0204; 800-497-2210; fax: 509-459-1080

Staff	
Physicians	155
Patients/physician	613
Board-certified	90.5%
Specialists	546
Administrative	196
Facilities	
Hospitals	18
Pharmacies	53
Locations	
Administrative	4
Primary care	65
Users	
Employer/payer groups	603
Single coverage	18,612
Family coverage	22,375
Employees & dependents	79,815
Total	95,024
Average hospital stay	3.58 days
Hospital discharges/1,000 members	70
Revenues	
1992	$117,017,155
1991	$98,818,707

Operational date: July 1977.
Federally qualified.
Certified in: Idaho, Washington.
NCQA accredited.
Model type: IPA/staff/network.
Not for profit.
Ownership: Group Health Cooperative of Puget Sound.
Service area: Idaho: Bonner, Kootenai and Latah counties; Washington: Adams, Benton, Chelan, Douglas, Franklin, Grant, Kittitas, Klickitat, Okanogan, Spokane, Walla Walla and Whitman counties. Contracts with The HMO Group.
Services: Standard package. Other services include prescriptions, chiropractors, vision, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include vision hardware (contacts and glasses). Diagnostic testing by HMO and independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 1% of members are enrolled.
Enrollment options: Contracts with HCFA to enroll Medicare beneficiaries. Individual enrollment allowed.
Management reports: Provided annually.
Billing: Consolidated billing for national accounts.
Officers: Dr. Henry S. Berman, president/CEO; Dr. Jack Dutzar, vp-medical affairs; Sharon Fairchild, vp-marketing/administrative services; James D. Hill, regional vp-operations; William Payne, vp-finance; Dr. Bill Meader, regional vp-Central Washington.
Contact: Jeff Paxton, national accounts director, 800-497-2210.
** Figures are consolidated, including all HMOs in this organization.*

Group Health Northwest

P.O. Box 204, Spokane, Wash. 99210-0204; 800-497-2210; fax: 509-459-1080

Staff	
Physicians	137
Patients/physician	629
Board-certified	90.4%
Facilities	
Hospitals	20
Pharmacies	38
Locations	
Administrative	3
Primary care	55
Users	
Total	86,222

Service area: Washington: Adams, Benton, Chelan, Douglas, Franklin, Grant, Kittitas, Klickitat, Okanogan, Spokane, Walla Walla and Whitman counties. Contracts with The HMO Group.
See Group Health Northwest consolidated listing under Washington.

HMO Washington

1800 Ninth Ave., Seattle, Wash. 98101; 206-340-6600; fax: 206-389-6719

Staff	
Physicians	514
Patients/physician	25
Specialists	2,426
Administrative	26
Facilities	
Hospitals	26
Pharmacies	351
Locations	
Administrative	1
Users	
Total	12,712
Average hospital stay	3.7 days
Hospital admission/1,000 members	68
Revenues	
1992	$14,900,000
1991	$14,700,000

Operational date: April 1986.
Certified in: Washington.
Model type: IPA.
For profit.
Ownership: King County Medical Blue Shield.
Service area: Washington: King, Pierce, Snohomish and Spokane counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include chiropractors, substance abuse, psychiatry, durable medical equipment, podiatry and OB/Gyn. Options include prescriptions and vision. Diagnostic testing by independent labs.
Rating options: Community rating by class; adjusted community rating.
Management reports: Provided upon request.
Billing: Consolidated billing for national accounts.
Officers: Mark S. Hawkins, president; Dr. Terry Rogers, medical director; Cindy King, marketing representative.
Contact: Cindy King, 206-464-5000.

PACC

12901 S.E. 97th Ave., P.O. Box 286; Clackamas, Ore. 97015-0286; 503-659-4212; fax: 503-659-2899

Facilities	
Hospitals	9
Users	
Employees & dependents	132
Total	132
Revenues	
1992	$29,362

Service area: Washington: Clark, Cowlitz, Klickitat, Mason, Skamania and Thurston counties. Contracts with UltraLink.
See PACC consolidated listing under Oregon.

Qual-Med Washington Health Plan Inc.

2331 130th Ave. N.E., Suite 200, Bellevue, Wash. 98005; 206-869-3500; fax: 206-869-9234
W. 201 N. River Drive, Suite 300, Spokane, Wash. 99201; 509-326-8820; fax: 509-327-8663

Staff	
Physicians	1,657
Patients/physician	51
Specialists	2,474
Facilities	
Hospitals	60
Pharmacies	242
Locations	
Administrative	2
Users	
Employer/payer groups	748
Employees & dependents	85,056
Total	85,068
Average hospital stay	3.38 days
Hospital admission/1,000 members	49
Revenues	
1992	$92,215,516
1991	$84,822,653

Service area: Idaho: Benewah, Bonner, Kootenai and Latah counties; 23 counties in Western Washington. Contracts with Preferred Health Network in California, Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.
Services: Standard package. Other services include substance abuse, podiatry and OB/Gyn. Options include prescriptions, chiropractors, vision, dental, psychiatry and durable medical equipment. Diagnostic testing by independent labs.
Officers: Chris du Laney, executive di-

Continued on next page

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Total	117,608
Average hospital stay	4.3 days
Hospital admission/1,000 members	6.9

Revenues

1992	$37,578,875
1991	$57,542,027

Model type: IPA.
For profit.
Ownership: Blue Cross & Blue Shield of the National Capital Area.
Service area: District of Columbia; Maryland: Anne Arundel, Charles, Frederick, Howard, Montgomery and Prince Georges counties; Virginia: Alexandria, Arlington, Fairfax, Loudoun and Prince William counties. Contracts with HMO-USA (Blue Cross & Blue Shield Assn.) in 40 states.
Services: Standard package. Other services include vision, dental, substance abuse, psychiatry, podiatry and OB/Gyn. Options include prescriptions. Diagnostic testing by independent labs.
Rating options: Community rating by class.
Point-of-service contracts: 80% of members are enrolled.
Management reports: Provided quarterly or annually.
Billing: Consolidated billing for national accounts.
Officers: David L. Ward, president; Bruce Edwards, COO; Dr. Dennis B. McIntyre, medical director; Anne Snow, marketing director.

CIGNA HealthCare of Virginia Inc.

Reflections II, Suite 450, 200 Golden Oak Court, Virginia Beach, Va. 23452; 804-463-8606; fax: 804-463-2134

Staff

Physicians	182
Specialists	989

Facilities

Hospitals	11

Users

Total	34,984

Operational date: August 1984.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Virginia: Chesapeake City, Gloucester, Hampton City, Isle of Wight, James City, King and Queen, Mathews, Middlesex, Norfolk, Richmond City, Virginia Beach and York counties and the cities of Newport News, Norfolk, Poquoson, Portsmouth, Richmond, Suffolk and Williamsburg.
Officers: Rachel Schneider, provider relations manager; Rhonda Van Huss, member services manager; John Sharp, vp/executive director; Dr. Frank Lieb, medical director; Betty Day, quality assurance manager; Karen Dunagan, health services manager; Tim Fitzgerald, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

CIGNA HealthCare of Virginia Inc.-Richmond

4050 Innslake Drive, Glen Allen, Va. 23060; 804-273-1100; fax: 804-273-1219

Staff

Physicians	269
Specialists	966

Facilities

Hospitals	12

Users

Total	70,682

Operational date: March 1984.
Federally qualified.
Model type: IPA.
Ownership: CIGNA Corp.
Service area: Virginia: Amelia, Caroline, Charles City, Chesterfield, Colonial Heights, Dinwiddie, Goochland, Hanover, Henrico, King William, Louisa, New Kent, Nottoway, Petersburg City, Powhatan, Prince George and Richmond City counties and the cities of Hopewell, Petersburg and Richmond.
Officers: Lori Staloch, provider relations director; Rhonda Van Huss, member services manager; John Sharp, vp/executive director; Dr. Douglas Hadley, medical director; Sandy Ramos, quality assurance manager; Patricia Gsell, health services manager; Tim Fitzgerald, regional managed care officer.
See CIGNA Corp. consolidated listing under Connecticut.

Kaiser Permanente-Mid-Atlantic States Region

4200 Wisconsin Ave. N.W., Suite 300, Washington, D.C. 20016; 202-364-3300; fax: 202-364-6788

Staff

Physicians	147
Patients/physician	1,680
Board-certified	94%
Specialists	241

Facilities

Hospitals	8
Pharmacies	16

Locations

Administrative	17
Primary care	16

Users

Employer/payer groups	2,700
Single coverage	66,382
Family coverage	73,829
Employees & dependents	311,197
Total	316,126
Average hospital stay*	4.3 days
Hospital discharges/1,000 members*	61

Revenues

1992	$436,578,005
1991	$374,139,102

** Average stay and discharge rate as of 12/92.*

Operational date: November 1972.
Federally qualified (District of Columbia and Maryland).
NCQA qualification pending.
Service area: District of Columbia; Maryland: Baltimore, Carroll, Hartford, Montgomery, Prince George's and portions of Anne Arundel, Calvert, Charles, Frederick and Howard counties; Virginia: Arlington, Fairfax, Loudoun and Prince William counties and the cities of Alexandria, Fairfax, Falls Church, Manassas and Manassas Park. Contracts with The HMO Group.
Services: Same as consolidated listing including vision and excluding podiatry.
Officers: Dr. David M. Lawrence, chairman/CEO; Alan J. Silverstone, senior vp/regional manager; Dr. Martin B. Bauman, medical director/president-Capital Area Permanente Medical Group P.C.; Tamara Smith, director-marketing; Robert Essink, vp/health plan manager.
See Kaiser Foundation Health Plan Inc. consolidated listing under California.

MIDA Dental Plans

801 N. Fairfax, Suite 201, Alexandria, Va. 22314; 703-548-6700; fax: 703-683-2384

Specialty HMO providing dental services only

Staff

Dentists	1,200
Board-certified	100%
Administrative	34

Locations

Administrative	2
Primary care	875

Service area: Delaware, District of Columbia, Florida, Georgia, Massachusetts, Maryland, Pennsylvania, Virginia and West Virginia.
See MIDA Dental Plans Inc. consolidated listing under Michigan.

Prudential Health Care System of Virginia

1000 Boulders Parkway, Richmond, Va. 23225; 804-323-0900; fax: 804-323-0878

Staff

Physicians	85
Patients/physician	83
Board-certified	35%
Specialists	238
Administrative	97

Facilities

Hospitals	4
Pharmacies	16

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Continued from previous page

USLIFE CARE

3600 Route 66, P.O. Box 1580,
Neptune, N.J. 07754-1580;
908-922-7591; fax: 908-922-7197

Staff

Physicians 3,562
Patients/physician 2.5
Board-certified 95%

Facilities

Hospitals 31

Users: Group Health

Employer/payer groups 670
Employees & dependents 9,075

Claims paid

1992 ..... $5,000,000
1991 ..... $6,500,000

Operational date: 1986.
Ownership: The United States Life Insurance Co.
Service area: Colorado.

Contracts with Access Health Plan in Ohio (Toledo); Alliance PPO in District of Columbia, Maryland, Virginia; Eastern Iowa Health Care Inc. in Iowa (Cedar Rapids); Iowa City Individual Practice Assn. in Iowa (Iowa City); Maricopa Foundation for Medical Care in Arizona (Phoenix); Medical Network in Maine (Portland); National Health Care Alliance in Texas (Houston); North Texas Health Plan in Texas (Dallas); Preferred Health Professionals in Kansas (Kansas City); RUSH Contract Care in Illinois (Chicago); Sooner Health Plan Inc. in Oklahoma (Oklahoma City); SouthCare Medical Alliance in Georgia (Atlanta); USHealth Plan in Ohio (Columbus); WPPA in Kansas (Wichita).

Services: Standard package including dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers.

Compensation: Negotiates hospital charges by discount off customary rates; is compensated by insurers; charges flat fee per employee.

CONNECTICUT

AIIA

275 Williamson Blvd., P.O. Box 11770,
Daytona Beach, Fla. 32120;
904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 136

Users: Group Health

Employer/payer groups 2

Users: Workers Compensation

Employer/payer groups 18

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans*

1000 Middle St., Middletown, Conn.
06457; 203-273-0123

Staff

Physicians 39,603
Patients/physician 58
Board-certified 72.2%
Specialists 87,344

Facilities

Hospitals 1,403
Pharmacies 27,097

Users: Group Health

Employer/payer groups 11,067
Employees & dependents 2,314,748

Total users 2,314,748

Operational date: 1985.
For profit.
Ownership: Aetna Life Insurance Co.
Service area: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, New Hampshire, New Jersey, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Puerto Rico, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, West Virginia and Wisconsin.

Contracts with August/Healthcare Services of Western New York PPO Inc. in New York; Cooperstate Health Network in Arizona; Health Choice in Alabama; Intermountain Healthcare in Utah and Wyoming; Managed Health Care Northwest Inc. in Oregon and Washington; Preferred Healthcare Inc. in Kansas; Queens Health Care in Hawaii.

Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn., laboratory/X-ray, physical/occupational therapy and rehab services, skilled nursing and home health care, hospice, outpatient surgical centers, radiology, audiology/speech therapy, orthotics/prosthetics and transportation/ambulance services. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: James McLane, CEO; Dr. Howard Bailit, medical director; Thomas R. Williams, marketing director; William Watson, senior vp-member services.

Contact: David Willis, corporate network management, 203-636-1040.

** Figures are consolidated, including all PPOs in this organization.*

Aetna Health Plans of Southern New England Inc.-Connecticut

Windsor Customer Center, 80
Lamberton Road, Windsor, Conn.
06095; 203-298-4283;
fax: 203-298-4422

Staff

Physicians 962
Patients/physician 5
Specialists 2,457

Facilities

Hospitals 15
Pharmacies 590

Users: Group Health

Employer/payer groups 34
Employees & dependents 5,153

Total users 5,153

Operational date: July 1991.
Service area: Connecticut: Fairfield, Hartford, Middlesex, New Haven, Windham and portions of Litchfield, New London and Tolland counties.
Officers: James McLane, president; John Anderson, executive director; Dr. Edward J. Smith, medical director; Susan M. Sullivan, marketing director.
Contact: Sue Crean.
See Aetna Health Plans consolidated listing under Connecticut.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718;
714-727-1353 or 800-233-2478;
fax: 714-727-1319

Facilities

Hospitals 4

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 1250 Hancock
St., Quincy, Mass. 02269

Staff

Physicians & specialists 201
Board-certified 75.2%

Facilities

Hospitals 9

Service area: Connecticut: New London and Norwich.
Contact: Zaven Kazazian, vp-group sales, 312-822-4365 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CIGNA Health Plans PPO*

Hartford, Conn. 06152; 203-726-6000

Total users 1,600,000

For profit.
Ownership: CIGNA Corp.
Service area: Alabama, Arizona, Arkansas, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Massachusetts, Michigan, Missouri, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, Tennessee, Texas, Utah, Vermont, Virginia and Washington.

Contracts with Circle of Care in Georgia; ETHIX Midwest in Minnesota (Anoka, Carver, Crow Wing, Dakota, Goodhue, Hennepin, McLeod, Meeker, Mille Lacs, Morrison, Pierce, Ramsey, Rice, Saint Croix, Scott, Sherburne, Wabasha, Washington and Wright counties); ETHIX Southwest Inc. in Texas; Health Care Network in Wisconsin (Milwaukee, Ozaukee, Washington and Waukesha counties); Health Care Preferred in Florida (Orange, Osceola and Seminole counties); Managed Care Consultants in Nevada (Carson City, Clark and Washoe counties); Medical Card System in Puerto Rico; Preferred Health Care in Kansas (39 counties); Preferred Health Partnership in Tennessee (Anderson, Blount, Campbell, Grainger, Hamblen, Jefferson, Knox, Loudon, McMinn, Monroe, Morgan, Rhea, Roane, Sevier, Sullivan and Union counties); Preferred One in Minnesota; Preferred Plan of Nebraska/Iowa in Iowa and Nebraska; Vantage Health Network in Oregon (Clackamas, Clark, Columbia, Hood River, Marion, Multnomah, Wasco, Washington and Yamhill counties).

Services: Standard package including durable medical equipment, podiatry, OB/Gyn., laboratory/X-ray, emergency care/ambulance, high risk pregnancy program, ambulatory surgical centers, home health care, skilled nursing, rehabilitation therapies, hospice, managed pharmacy, well-baby care and audiology. Employees can select non-PPO providers. May be customized to meet employer specifications.

** Figures are consolidated, including all PPOs in this organization.*

CIGNA PPO-Southern Connecticut

5700 Bigelow Commons, Building Five,
Enfield, Conn. 06082; 203-253-7340;
fax: 203-741-6968

Staff

Physicians & specialists 1,633
Administrative 13

Facilities

Hospitals 9

Total users 2,328

Operational date: January 1993.
Service area: Southern Connecticut.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Vicki Dillingham, 203-253-7391.
See CIGNA Health Plans consolidated listing under Connecticut.

Davis Vision

159 Express St., Plainview,
N.Y. 11803; 516-932-9500;
fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 40

Total users 118,099

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285,
Mesa, Ariz. 85210; 602-897-1110;
fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups 33
Single & family coverage 93,416

Service area: Connecticut: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

500 English Neighborhood Road,
Woodstock, Conn. 06281

Specialty PPO providing workers comp services only

Staff

Physicians 30
Board-certified 50%
Specialists 300

Facilities

Hospitals 6

Users: Workers Compensation

Single coverage 170,000

Total users 170,000

Operational date: September 1993.
Service area: Connecticut: Danbury, Milford, New Britain, Waterbury and Wethersfield.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Medical Diagnostic Management Inc.

777 Terrace Ave., Fifth Floor,
Hasbrouck Heights, N.J. 07604;
800-833-2132; fax: 201-288-4955

Specialty PPO providing outpatient diagnostic radiology/laboratory services only

Staff

Specialists 6

Users: Group Health

Employer/payer groups 18
Single coverage 1,084
Family coverage 2,303
Employees & dependents 8,352

Total users 8,352

Service area: Connecticut: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London, Tolland and Windham counties.
See Medical Diagnostic Management Inc. consolidated listing under New Jersey.

MedView Services Inc.

32991 Hamilton Court, Farmington
Hills, Mich. 48334; 313-488-5260;
fax: 313-488-5261

Staff

Physicians 461
Board-certified 90%
Specialists 1,895

Facilities

Hospitals 2

Users: Group Health

Employer/payer groups 3
Employees & dependents 8,150

Users: Workers Compensation

Employer/payer groups 6
Single coverage 66,200

Total users 74,350

Service area: Connecticut.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network*

57 Greens Farms Road, Westport,
Conn. 06880; 203-454-6100;
fax: 203-454-6110

Staff

Physicians & specialists 78,682
Board-certified 84%

Facilities

Hospitals 972

Users: Group Health

Employees & dependents** 1,451,254

Total users 1,451,254

*** Figure includes national network members and members of the Empire Plan (a customized plan for New York State employees only).*

For profit.
Ownership: Metropolitan Life Insurance Co.
Service area: Alabama, Arizona, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Illinois, Kansas, Louisiana, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Nebraska, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Tennessee, Texas, Utah, Virginia and Washington.
Services: Physicians, hospitalization, prescriptions, vision and dental. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized***.
UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Contact: Jim Gidicsin, manager, 203-454-6133.

** Figures are consolidated, including all PPOs in this organization.*
**** This option is available to companies meeting a size criteria.*

Met-Elect Network of Connecticut

57 Greens Farms Road, Westport,
Conn. 06880; 203-454-6100

Staff

Physicians & specialists 805
Board-certified 68%

Facilities

Hospitals 4

Users: Group Health

Employees & dependents 6,953

Total users 6,953

Operational date: May 1986.
Service area: Connecticut: Bristol and New London areas and Fairfield County.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011;
800-677-1098; fax: 212-627-6395

Staff

Physicians 576
Board-certified 95%
Specialists 285

Facilities

Hospitals 95

Users: Group Health

Employer/payer groups 287
Employees & dependents 59,300

Service area: Connecticut.
See MultiPlan Inc. consolidated listing under New York.

Physical Therapy Provider Network Inc.

270 Farmington Ave., Suite 306,
Farmington, Conn. 06032;
203-678-9144

Specialty PPO providing physical therapy services only

Operational date: November 1993.
Service area: Connecticut.
Officers: Peg Grey, president; Tony Tedeschi, executive director.
Contact: Tony Tedeschi.
See Physical Therapy Provider Network Inc. consolidated listing under California.

Preferred Works Inc.

15 River Road, Wilton, Conn. 06897;
203-761-7300 or 800-579-6757;
fax: 203-761-7311

Staff

Physicians 1,000
Board-certified 95%
Specialists 600
Administrative 4

Facilities

Hospitals 40

Users: Workers Compensation

Employer/payer groups 10
Single coverage 150,000

Operational date: January 1993.
For profit.
Ownership: Preferred Health Care Ltd.
Service area: Connecticut, Florida, Minnesota and Mississippi.
Services: Standard package excluding prescriptions and substance abuse. Other services include chiropractors, vision, dental and podiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates, per state fee schedule; is compensated by employers/payers; charges per claim. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: David Noone, CEO; Grace Armstrong, senior vp-marketing/sales; Alex Rodriguez, medical director; Sherrie Dulworth, vp-marketing.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth,
Texas 76102; 800-523-3669;
fax: 817-347-3243

Facilities

Hospitals 6

Service area: Connecticut.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

The Travelers Insurance Co.-Travelers Managed Care System*

1 Tower Square, Hartford,
Conn. 06183

Staff

Physicians 93,111

Facilities

Hospitals 1,198

Total users 1,600,000

For profit.

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Continued from previous page

Service area: Arizona, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Kansas, Kentucky, Louisiana, Massachusetts, Maryland, Michigan, Missouri, New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas and Virginia.

Contracts with Baptist Health Service in Arkansas (five counties), Mississippi (16 counties), Missouri (two counties), Tennessee (13 counties); Coastal Health Care Administrator in California (Monterey, San Benito, San Louis Obispo and Santa Cruz counties); HCN in Wisconsin (Milwaukee, Ozaukee, Washington and Waukesha counties); Intermountain Health Care in Utah (Box Elder, Cache, Davis, Duchesne, Garfield, Iron, Juab, Millard, Salt Lake, Sanpete, Sevier, Summit, Uintah, Utah, Wasatch, Washington and Weber counties); Panhandle in Texas (27 counties); San Diego Foundation for Medical Care in California (Imperial and San Diego counties); Queens Health Care in Hawaii (Hawaii, Kauai, Oahu and Maui); Select Care in Minnesota (Anoka, Carver, Clay, Dakota, Goodhue, Hennepin, Isanti, Le Sueur, Otter Trail, Ramsey, Rice, Scott, Sherburne, Stearns, Washington and Wright counties), North Dakota (Cass County), Wisconsin (Barron, Burnett, Chippewa, Dunn, Eau Claire, Pepin, Pierce, Polk, St. Croix, Trempealeau and Washington counties); Sound Health in Alaska (Anchorage, Cortez, Dillingham, Kenai Peninsula, Matanuska Susitna and Valdez), Washington (27 counties); Vantage in Oregon (Clatsop, Clackamas, Columbia, Hood River, Lane, Multnomah, Wasco, Washington and Yamhill counties), Washington (Clark County).

Services: Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee, by percent of services by doctors/hospitals.

UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.

Officers: Elliot Gerson, president.

** Figures are consolidated, including all PPOs in this organization.*

Travelers Managed Care System-Connecticut

Glastonbury Center, 628 Hebron Ave., Suite 300, Glastonbury, Conn. 06033; 203-954-2387

Staff	
Physicians	1,860
Facilities	
Hospitals	16
Users: Group Health	
Employer/payer groups	315
Single & family coverage	39,781

Operational date: February 1988.

Service area: Connecticut: Fairfield, Hartford, Litchfield, New Haven and Tolland counties.

Officers: Mary Ann Shea, executive director; Brian Bellows, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

DELAWARE

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff	
Chiropractors	15
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	4

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans of New Jersey Inc./Aetna Health Plans-Delaware

Rockford Office Park, 501 Carr Road, Wilmington, Del. 19809; 302-761-4908; fax: 302-761-4991

Staff	
Physicians	128
Patients/physician	2
Board-certified	73.2%
Specialists	167
Facilities	
Hospitals	5
Pharmacies	119
Users: Group Health	
Employer/payer groups	7
Employees & dependents	329
Total users	329

Operational date: January 1992.

Service area: Delaware: Kent, New Castle and Sussex counties.

Officers: James McLane, president; Cindy Mazer, executive director; Dr. Jack Hocutt, medical director.

Contact: Florie Moore.

See Aetna Health Plans consolidated listing under Connecticut.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	1

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	2

Service area: Delaware: Wilmington area.

See CAPP CARE Inc. consolidated listing under California.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Facilities	
Hospitals	1

Service area: Delaware: Newark area.

See CORPHEALTH, Inc. consolidated listing under Texas.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health	
Single coverage	24,377

Service area: Delaware: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

900 W. Valley Road, Suite 402, Wayne, Pa. 19087; 215-688-7726

Specialty PPO providing workers comp services only

Staff	
Administrative	1
Facilities	
Hospitals	3
Users: Workers Compensation	
Employer/payer groups	1
Single & family coverage	15,000
Total users	15,000

Operational date: January 1991.

Service area: Delaware: Dover, Newark and Wilmington counties.

Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers, TPAs.

Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Met-Elect Network of Delaware

240 Continental Drive, P.O. Box 6067, Newark, Del. 19713; 302-292-8082

Staff	
Physicians & specialists	123
Board-certified	90%
Facilities	
Hospitals	25
Users: Group Health	
Employees & dependents	3,050
Total users	3,050

Operational date: July 1987.

Service area: Delaware: Newark and Wilmington areas.

See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	261
Board-certified	97%
Specialists	103
Facilities	
Hospitals	14
Users: Group Health	
Employer/payer groups	128
Employees & dependents	24,800

Service area: Delaware.

See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Delaware

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff	
Physicians	2
Specialists	8
Users: Group Health	
Employer/payer groups	1
Single coverage	651
Family coverage	2,259
Employees & dependents	7,472
Total users	7,472

Service area: Delaware.

See National Foot Care Program Inc. consolidated listing under Michigan.

Principal Health Care Inc.-PPO Delaware

1 Corporate Commons, 100 W. Commons Blvd., Suite 300, New Castle, Del. 19720; 302-322-4700; fax: 302-322-9007

Staff	
Physicians	173
Board-certified	74%
Specialists	336
Facilities	
Hospitals	9
Users: Group Health	
Employer/payer groups	2
Employees & dependents	724
Total users	724

Service area: Delaware: Kent, New Castle and Sussex counties.

Contact: Leslie Robinson, director-management/administration, 301-881-1033.

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	26
Board-certified	95%
Specialists	77
Facilities	
Hospitals	4

Service area: Delaware.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

DISTRICT OF COLUMBIA

Aetna Health Plans-Baltimore/Washington D.C.

7799 Leesburg Pike, Falls Church, Va. 22043; 703-903-7031; fax: 410-653-9172

Staff	
Physicians	1,187
Patients/physician	42
Board-certified	76.5%
Specialists	3,628
Facilities	
Hospitals	42
Pharmacies	1,152
Users: Group Health	
Employer/payer groups	353
Employees & dependents	50,090
Total users	50,090

Operational date: April 1991 (Baltimore), July 1987 (Washington D.C.).

Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Baltimore City, Carroll, Cecil, Charles, Frederick, Hartford, Howard, Montgomery, Prince Georges and Washington counties; Virginia: Arlington, Fairfax, Loudoun, Prince Williams, Spotsylvania and Stafford counties and cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas and Manassas Park.

Officers: James McLane, president; Mary Ann Eull, executive director; Dr. Jack Epstein, medical director; Jim Solomon, marketing director.

Contact: Mary Ann Eull.

See Aetna Health Plans consolidated listing under Connecticut.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	1

See Beech Street of California Inc. consolidated listing under California.

Blue Cross & Blue Shield of the National Capital Area (BCBSNCA) Select Preferred Provider Network

550 12th St. S.W., Washington, D.C. 20065; 202-479-8525; fax: 202-479-8521

Staff	
Physicians	984
Patients/physician	450
Board-certified	76%
Specialists	4,823
Facilities	
Hospitals	31
Users: Group Health	
Employer/payer groups	1,857
Single coverage	126,371
Family coverage	101,828
Employees & dependents	490,905
Total users	490,905

Operational date: March 1987.

Not for profit.

Ownership: Blue Cross & Blue Shield of the National Capital Area.

Service area: District of Columbia; Maryland: Montgomery and Prince George's counties; Virginia: Arlington county, parts of Fairfax and Prince William counties, cities of Fairfax and Alexandria and town of Vienna.

Services: Standard package excluding prescriptions. Other services include podiatry; OB/Gyn.; ambulatory surgery centers; hospice, home health and home care providers; renal dialysis facilities. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by cost reimbursement, discounted charges, state regulated fee schedules; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings not realized.

UR: Standard procedures excluding second surgical opinion. Other services include profiling physician practice patterns. UR provided by the PPO.

Officers: Larry C. Glasscock, president/CEO; Dr. Peter R. Kongstvedt, executive vp; Dr. Gregory K. Morris, vp/medical director; Timothy P. Coad, acting general manager-major accounts; Chandra (Shekar) Subramanium, acting general manager-consumer accounts.

Contact: Timothy P. Coad.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	8

Service area: Greater District of Columbia.

See CAPP CARE Inc. consolidated listing under California.

Community Care Network Inc.

2000 14th St. N., Suite 480, Arlington, Va. 22201; 800-367-2294; fax: 703-841-1322

Staff	
Physicians	191
Patients/physician	187
Board-certified	73.8%
Specialists	1,037
Facilities	
Hospitals	6
Users: Group Health	
Employer/payer groups	52
Employees & dependents	35,768
Users: Workers Compensation	
Employer/payer groups	19
Claims paid	
1992	$13,070,690
1991	$9,400,507

Service area: District of Columbia; Virginia: Montgomery and Prince Georges counties.

Officers: Paul Marchant.

Contact: Dan Tessauro, manager-sales/marketing.

See Community Care Network Inc. consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff	
Physicians & specialists	7
Total users	5,052

See Davis Vision consolidated listing under New York.

Diagnostic & Therapy Services P.C.

8136 Old Keene Mill Road, Suite B-208, Springfield, Va. 22152-1843; 703-866-5908; fax: 703-866-5910

Specialty PPO providing workers comp services only

Staff	
Physicians	15

Service area: District of Columbia and surrounding area.

See Diagnostic & Therapy Services P.C. consolidated listing under Virginia.

EPIC Pharmacy Network Inc.

6717 Mechanicsville Turnpike, Suite 103, Mechanicsville, Va. 23111; 804-559-4597; fax: 804-559-2038

Specialty PPO providing pharmacy services only

Facilities	
Pharmacies	25

Service area: District of Columbia.

See EPIC Pharmacy Network Inc. consolidated listing under Virginia.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health	
Employer/payer groups	8
Single & family coverage	57,608

Service area: District of Columbia.

See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	123
Board-certified	87%
Specialists	51
Facilities	
Hospitals	8
Users: Group Health	
Employer/payer groups	62
Employees & dependents	13,000

Service area: District of Columbia.

See MultiPlan Inc. consolidated listing under New York.

Continued on next page

PPO standard services include: physicians, hospitalization, prescriptions, substance abuse, psychiatry.

Continued from previous page

Preferred Plan of Mid-Atlantic

2 Wisconsin Circle, Suite 1010, Chevy Chase, Md. 20815; 301-951-1808; fax: 301-951-3719

Staff

Physicians 71
Patients/physician 32
Board-certified 47%
Specialists 325

Facilities

Hospitals 4

Service area: District of Columbia.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Principal Health Care Inc.-PPO Mid-Atlantic*

1801 Rockville Pike, Suite 110, Rockville, Md. 20852; 310-881-4903; fax: 301-231-0020

Facilities

Hospitals 22

Service area: District of Columbia; Maryland: city of Baltimore; Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Montgomery, Prince Georges, Queen Anne, St. Mary's and Washington counties and the city of Baltimore; Virginia: Arlington, Culpeper, Fairfax, Fauquier, Loudoun, Prince William and Stafford counties and the city of Alexandria.

Contact: Leslie Robinson, director-management/administration, 301-881-1033.

** Currently under development.*

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians 379
Board-certified 95%
Specialists 517

Facilities

Hospitals 12

Service area: District of Columbia.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Travelers Managed Care System-Washington, D.C.

8230 Boone Blvd., Vienna, Va. 22183-2603; 703-902-2420

Staff

Physicians 2,600

Facilities

Hospitals 16

Users: Group Health

Employer/payer groups 386
Single & family coverage 31,008

Operational date: April 1987.

Service area: District of Columbia; Maryland: Charles, Frederick, Montgomery and Prince Georges counties; Virginia: Arlington, Fairfax, Loudon and Prince William counties and the cities of Alexandria, Fairfax and Falls Church.

Officers: Karen Haugen, executive director; Brad Van Winkle, sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

FLORIDA

AHL Select Provider Network

76 S. Laura St., Jacksonville, Fla. 32202; 904-359-2656; fax: 904-359-2695

Staff

Physicians 1,909
Board-certified 70%
Specialists 3,390
Administrative 5

Facilities

Hospitals 73

Users: Group Health

Employer/payer groups 41
Single & family coverage 74,298
Employees & dependents 120,000
Total users 120,000

Operational date: July 1988.
For profit.
Ownership: American Heritage Life Insurance Co.

Service area: Florida. Contracts with Carolina Preferred Care in North Carolina and South Carolina; Commonwealth Health Care Alliance in central and eastern Kentucky; Healthchoice in Alabama (Birmingham); North Texas Health Care Network in Texas (Dallas and Fort Worth); Southcare Medical Alliance in Georgia (Atlanta); Southeast Medical Alliance in Arkansas, Louisiana, Mississippi; Virginia Health Network in Virginia.

Services: Standard package excluding prescriptions. Other services include chiropractic, podiatry, OB/Gyn, outpatient diagnostic centers, urgent ambulatory care, laboratory services and home health care. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. Also performs oncology case management, prenatal program, psychiatric and substance abuse review. UR provided by the PPO.

Officers: James H. Baum, senior vp-group department; K. Pearl Harrison, vp-health care relations and claims; Richard D. Glock, medical director; Robert J. Young, vp-group marketing; Christine F. Gutzler, manager-AHL Select Network; Lisa S. Turley, marketing specialist-AHL Select Network.

Contact: Christine F. Gutzler.

AIIA*

275 Williamson Blvd., P.O. Box 11770; Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 1,750
Administrative 27

Users: Group Health

Employer/payer groups 5
Employees & dependents 465,000

Users: Workers Compensation

Employer/payer groups 218
Single coverage 24,360,040
Total users 24,815,040

Operational date: May 1986.
For profit.
Service area: Nationwide.

Services: Chiropractors. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Compensated by employers/payers, providers, insurers, TPAs, PPO networks; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals, capitations. The PPO will adjust fees based on savings realized or not realized.

UR: Precertification, concurrent review, retrospective review, bill audits, case management, independent medical reviews. UR provided by the PPO.

Officers: Fred E. Fronstin, president; John B. Witty, COO; Ronald L. Harris, D.C., medical director; John C. Barrett, marketing director; Neil M. Brown, CEO.

Contact: John C. Barrett.

** Figures are consolidated, including all PPOs in this organization.*

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 305

Users: Group Health

Employer/payer groups 2

Users: Workers Compensation

Employer/payer groups 89

Service area: Florida.

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

AccessCare Mental Health Program

2203 N. Lois Ave., Suite 1105, Tampa, Fla. 33607; 813-876-5036; fax: 813-872-8666

Specialty PPO providing mental health services only

Staff

Physicians 960
Board-certified 75%
Administrative 30

Facilities

Hospitals 227

Users: Group Health

Employees & dependents 108,000
Total users 108,000

Operational date: August 1986.
For profit.

Service area: Arizona: Phoenix area; California: 39 cities; Colorado: Aurora, Denver and Littleton areas; Connecticut: Avon and Old Greenwich areas; District of Columbia; Florida: 36 counties; Georgia: Atlanta, Marietta and Thomasville areas; Idaho: Boise area; Illinois: Chicago, Inverness and Park Ridge areas; Indiana: Indianapolis area; Kentucky: Corbin and Louisville areas; Louisiana: Baton Rouge, Chalmette, Metairie and New Orleans areas; Maryland: Germantown, Rockville and Silver Springs areas; Massachusetts: Acton, Chelmsford, Framington and Rosalindale areas; Michigan: Birmingham area; Mississippi: Biloxi area; Missouri: Florissant, St. Charles and St. Louis area; Nevada: Las Vegas area; New Jersey: Clifton, Fair Lawn, Fort Lee and Manalapan area; New Mexico: Albuquerque area; New York: Babylon, Bellmore, Bohemia, Brewster, Centereach, Forest Hills, Great Neck, Jamaica East, Merrick, Middletown, New York, Riverdale, North Port, Queens, Rochester, Saratoga Springs, Smith Town and South Nyack areas; North Carolina: Asheville, Cory and Salisbury areas; Ohio: Bexley, Cincinnati, Cleveland, Columbus, Dublin and Irontown areas; Oregon: Salem area; Pennsylvania: Doylestown, Gettysburg, Lansdale, Media, Philadelphia, Pittsburgh and Westchester areas; South Carolina: Greenville area; South Dakota: Sioux City Falls area; Texas: Austin, Carrollton, Dallas, Houston, Irving and Odessa areas; Virginia: Newport News and Virginia Beach areas; Vermont: Burlington area; Washington: Kirkland and Seattle areas; West Virginia: Huntington area; Wisconsin: Appleton and Beloit areas.

Services: Hospitalization, substance abuse and psychiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, per case. The PPO will adjust fees based on savings not realized.

UR: Standard procedures excluding second surgical opinion and hospital bill audits. UR provided by the PPO.

Officers: Richard C. Peters, president; Carol J. Stith, COO; Sam D. Toney, medical director; Karen M. Gangel, director-operational services.

Contact: Patt Reed, manager-support services.

Aetna Health Plans-Brevard County

1060 Maitland Center Commons, Suite 100, Maitland, Fla. 32751; 407-660-2236; fax: 407-660-2974

Staff

Physicians 109
Patients/physician 141
Board-certified 84%
Specialists 2,426

Facilities

Hospitals 4
Pharmacies 77

Users: Group Health

Employer/payer groups 91
Employees & dependents 15,414
Total users 15,414

Operational date: February 1988.
Service area: Florida: Brevard County.
Officers: James McLane, president; James R. Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Liz Hurt.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Dade/Broward

580 Village Blvd., Suite 215, West Palm Beach, Fla. 33409; 407-640-2735; fax: 407-471-8219

Staff

Physicians 633
Patients/physician 11
Board-certified 73.3%
Specialists 1,206

Facilities

Hospitals 16
Pharmacies 390

Users: Group Health

Employer/payer groups 82
Employees & dependents 7,237
Total users 7,237

Operational date: October 1989.
Service area: Florida: Dade and Broward counties.
Officers: James McLane, president; James R. Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Michael Iacovelli.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Daytona Beach

1060 Maitland Center Commons, Suite 100, Maitland, Fla. 32751; 407-660-2236; fax: 407-660-2974

Staff

Physicians 35
Patients/physician 24
Board-certified 87.5%
Specialists 131

Facilities

Hospitals 4
Pharmacies 67

Users: Group Health

Employer/payer groups 23
Employees & dependents 862
Total users 862

Operational date: February 1989.
Service area: Florida: Volusia County.
Officers: James McLane, president; James R. Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Liz Hurt.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Fort Myers

4890 W. Kennedy Blvd., Suite 545, Tampa, Fla. 33609; 813-287-7820; fax: 813-287-7817

Staff

Physicians 83
Patients/physician 173
Board-certified 77%
Specialists 209

Facilities

Hospitals 4
Pharmacies 75

Users: Group Health

Employer/payer groups 76
Employees & dependents 12,408
Total users 12,408

Service area: Florida: Lee County.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Sam Aycoth, marketing director.
Contact: Lee Moniz.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Gainesville

10161 Centurion Parkway N., Suite 110, Jacksonville, Fla. 32256; 904-928-4460; fax: 904-928-4464

Staff

Physicians 50
Patients/physician 5
Board-certified 70.2%
Specialists 79

Facilities

Hospitals 5
Pharmacies 63

Users: Group Health

Employer/payer groups 13
Employees & dependents 255
Total users 255

Operational date: February 1989.
Service area: Florida: Alachua, Bradford, Columbia, Gilchrist, Levy, Suwannee and Union counties.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Lisa Ulm.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Gulf Coast

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 205-985-3525; fax: 205-985-3539

Facilities

Hospitals 8
Pharmacies 95

Users: Group Health

Employer/payer groups 9
Employees & dependents 414
Total users 414

Operational date: April 1987.
Service area: Alabama: Covington and Escambia counties and southern portion of Baldwin County; Florida: Escambia and Santa Rosa counties.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Inverness

4890 W. Kennedy Blvd., Suite 545, Tampa, Fla. 33609; 813-287-7820; fax: 813-287-7817

Facilities

Hospitals 1
Pharmacies 41

Users: Group Health

Employer/payer groups 9
Employees & dependents 357
Total users 357

Operational date: July 1986.
Service area: Florida: Citrus, Hernando and Sumter counties.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Sam Aycoth, marketing director.
Contact: Lee Moniz.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Jacksonville

10161 Centurion Parkway N., Suite 110, Jacksonville, Fla. 32256; 904-928-4460; fax: 904-928-4464

Staff

Physicians 289
Patients/physician 61
Board-certified 71.8%
Specialists 624

Facilities

Hospitals 10
Pharmacies 138

Users: Group Health

Employer/payer groups 94
Employees & dependents 17,694
Total users 17,694

Operational date: November 1988.
Service area: Florida: Baker, Clay, Duval and Nassau counties.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Lisa Ulm.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Ocala

1060 Maitland Center Commons, Suite 110, Maitland, Fla. 32751; 407-660-2236; fax: 407-660-2974

Facilities

Hospitals 1
Pharmacies 41

Users: Group Health

Employer/payer groups 19
Employees & dependents 531
Total users 531

Operational date: January 1988.
Service area: Florida: Marion County.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Liz Hurt.
See Aetna Health Plans consolidated listing under Connecticut.

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Aetna Health Plans-Orlando

1060 Maitland Center Commons, Suite 100, Maitland, Fla. 32751; 407-660-2236; fax: 407-660-2974

Staff	
Physicians	288
Patients/physician	75
Board-certified	83.1%
Specialists	636
Facilities	
Hospitals	9
Pharmacies	202
Users: Group Health	
Employer/payer groups	276
Employees & dependents	21,677
Total users	21,677

Operational date: October 1986.
Service area: Florida: Orange, Osceola and Seminole counties and portions of Volusia County.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Liz Hurt.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Palm Beach

580 Village Blvd., Suite 215, West Palm Beach, Fla. 33409; 407-660-2735; fax: 407-471-8219

Staff	
Physicians	158
Patients/physician	48
Board-certified	82.2%
Specialists	530
Facilities	
Hospitals	9
Pharmacies	187
Users: Group Health	
Employer/payer groups	96
Employees & dependents	7,638
Total users	7,638

Operational date: September 1986.
Service area: Florida: Martin, Palm Beach and St. Lucie counties.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Steve Warrick, marketing director.
Contact: Liz Hurt.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Panama City

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 205-985-3526; fax: 205-985-3539

Facilities	
Hospitals	1
Pharmacies	28
Users: Group Health	
Employer/payer groups	8
Employees & dependents	192
Total users	192

Operational date: March 1987.
Service area: Florida: Bay, Gulf and Washington counties.
Officers: James McLane, president; Steve White, executive director; Barbara Bailey, marketing director.
Contact: Kathy Brown.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Tallahassee

4890 W. Kennedy Blvd., Suite 545, Tampa, Fla. 33609; 813-287-7820; fax: 813-287-7817

Facilities	
Hospitals	3
Pharmacies	39
Users: Group Health	
Employer/payer groups	18
Employees & dependents	678
Total users	678

Operational date: August 1986.
Service area: Florida: Gadsden, Jefferson, Leon and Taylor counties.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Sam Aycoth, marketing director.
Contact: Lee Moniz.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Tampa

4890 W. Kennedy Blvd., Suite 545, Tampa, Fla. 33609; 813-287-7820; fax: 813-287-7817

Staff	
Physicians	386
Patients/physician	38
Board-certified	71.2%
Specialists	1,068
Facilities	
Hospitals	19
Pharmacies	517
Users: Group Health	
Employer/payer groups	237
Employees & dependents	14,769
Total users	14,769

Operational date: September 1987.
Service area: Florida: Hillsborough, Manatee, Pasco, Pinellas, Polk and Sarasota counties.
Officers: James McLane, president; James Gilmour, executive director; Craig Gage, medical director; Sam Aycoth, marketing director.
Contact: Lee Moniz.
See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	1,842
Board-certified	80%
Specialists	4,297
Facilities	
Hospitals	110
Pharmacies	1,817

Service area: Florida: 31 counties statewide.
See The AFFORDABLE Medical Networks consolidated listing under Illinois.

All Florida PPO Inc.

351 S. Cypress Road, Suite 303, Pompano Beach, Fla. 33060; 305-946-5183 or 800-831-9710; fax: 305-946-0978

Staff	
Physicians	914
Board-certified	73.8%
Specialists	4,005
Administrative	4
Facilities	
Hospitals	84

Operational date: June 1993.
For profit.
Service area: Florida: 67 counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn, adult congregate living facilities, air ambulance service, bone and joint disorder center, cancer treatment center, chemical dependency programs, clinics, diabetes clinic, diagnostic imaging centers, dialysis centers, emergency care center, ground ambulance service, heart and vascular center, home health locations, home I.V. infusion locations, hospice, hyperbaric oxygen centers, MRI centers, midwives, nephrology, occupational therapy, oncology centers, physical therapy centers, radiation therapy centers, rehabilitative services, skilled nursing facilities, walk-in clinics and women's health centers. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.
UR: Standard procedures excluding hospital bill audits and outpatient service predeterminiation. UR provided by outside contracts.
Officers: Reginald W. Watkins, president; Ralph A. Costa, marketing director.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	162
Board-certified	100%
Users: Group Health	
Employees & dependents	20,000
Total users	20,000

Service area: Florida: 17 counties.
Contact: Andrew Aho, marketing director.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Anthem Health Systems/ Florida Health Network

10199 Southside Blvd., Suite 300, Jacksonville, Fla. 32246; 904-363-7400; fax: 904-363-7411

Staff	
Physicians	5,900
Administrative	55
Facilities	
Hospitals	110
Users: Group Health	
Employer/payer groups	779
Employees & dependents	264,055
Total users	264,055

Operational date: 1983.
Service area: Florida.
Contracts with MedCost Carolina Preferred Care in North Carolina; SouthCare Medical Alliance in Georgia; Southeast Medical Alliance in Mississippi; Virginia Health Network in Virginia.
Services: Same as consolidated listing including laboratory, home health care, infusion therapy, physical therapy, rehabilitation, radiology services, outpatient surgical centers.
Compensation: Same as consolidated listing, excluding DRGs and case rates.
UR: Standard procedures excluding hospital bill audits.
Officers: Michael O. Bell, president; Venessa Wood, regional vp; Dr. Gregory Chambon, medical director; John McCreedy, marketing director.
Contact: John McCreedy, 904-363-7481.
See Anthem Health Systems consolidated listing under Indiana.

AVMED Managed Care Inc.

9400 S. Dadeland Blvd., Miami, Fla. 33156; 305-671-4760; fax: 305-671-4783

Staff	
Physicians	1,358
Patients/physician	121
Board-certified	67%
Specialists	3,327
Administrative	520
Facilities	
Hospitals	91
Pharmacies	1,174
Users: Group Health	
Employer/payer groups	40
Single coverage	4,744
Family coverage	3,617
Employees & dependents	16,297
Total users	16,297
Claims paid	
1992	$24,273,984
1991	$27,149,840

Operational date: 1984.
For profit.
Ownership: Santa Fe Health Care.
Service area: Florida: 31 counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry, OB/Gyn, skilled nursing facilities and home health care. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, global fees; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Edward Peddie, president/CEO; Doug Cueny, executive vp; Dr. Bernard Mansheim, senior vp/medical director; Robert Hudson, executive vp/marketing director; Edward Hannum, vp-marketing/sales.
Contact: Leda I. Silver, director.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	5,274
Facilities	
Hospitals	96

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO-Jacksonville

CNA Insurance Cos., 2303 N. Semoran Blvd., Orlando, Fla. 32807; 407-677-2328

Staff	
Physicians & specialists	6,045
Board-certified	68%
Facilities	
Hospitals	61
Users: Group Health	
Single & family coverage	16,002

Service area: Florida: 24 metropolitan areas.
Contact: Tim O'Brien, manager-major group sales 407-677-2328 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	6,505
Facilities	
Hospitals	130

Service area: Florida: Brevard, Pasco, Polk counties; Bradenton, Daytona Beach, Fort Meyers, Jacksonville, Orlando, Ormond Beach, Pensacola, St. Petersburg, Sarasota, Southeast Florida, Tallahassee, Tampa and Vero Beach.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Cocoa Beach

1101 N. Lake Destiny Drive, Suite 300, Maitland, Fla. 32751; 800-447-0463; fax: 407-875-0611

Staff	
Physicians & specialists	197
Administrative	19
Facilities	
Hospitals	1
Total users	324

Operational date: September 1992.
Service area: Florida: Cocoa Beach area.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Mike Subasic, 407-875-7722.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Fort Meyers

P.O. Box 24203, Tampa, Fla. 35623; 813-281-1000; fax: 813-282-0265

Staff	
Physicians & specialists	339
Administrative	17
Facilities	
Hospitals	2
Total users	1,077

Operational date: January 1993.
Service area: Florida: Fort Meyers area.
Compensation: Negotiates hospital charges by per diem.
Contact: Suzanne Lewis, 813-282-6509.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Jacksonville

1101 N. Lake Destiny Drive, Suite 300, Maitland, Fla. 32751; 800-447-0463; fax: 407-875-0611

Staff	
Physicians & specialists	543
Administrative	19
Facilities	
Hospitals	6
Total users	5,857

Operational date: July 1991.
Service area: Florida: Jacksonville area.
Compensation: Negotiates hospital charges by per diem.
Contact: Mike Subasic, 407-875-7722.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Ocala

1101 N. Lake Destiny Drive, Suite 300, Maitland, Fla. 32751; 800-447-0463; fax: 407-875-0611

Staff	
Physicians & specialists	560
Administrative	19
Facilities	
Hospitals	1
Total users	715

Operational date: July 1991.
Service area: Florida: Ocala area.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Mike Subasic, 407-875-7722.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-South Florida (Miami)

15600 N.W. 67th Ave., Suite 310, Miami, Fla. 33014; 305-826-6200; fax: 305-826-6212

Staff	
Physicians & specialists	3,316
Administrative	7
Facilities	
Hospitals	28
Total users	21,000

Operational date: October 1984.
Service area: Florida: Miami area.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Sandy Gould, 305-826-6225.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Tampa

2502 Rocky Point Road, Suite 901, Tampa, Fla. 33607; 813-281-1000; fax: 813-282-0265

Staff	
Physicians & specialists	1,924
Administrative	17
Facilities	
Hospitals	19
Total users	8,117

Operational date: January 1988.
Service area: Florida: Tampa area.
Compensation: Negotiates hospital charges by per diem.
Contact: Suzanne Lewis, 813-282-6509.
See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	2
Facilities	
Hospitals	3

Service area: Florida: 22 cities.
See CORPHEALTH Inc. consolidated listing under Texas.

Cost Care Physician Managed Network

660 Newport Center Drive, Suite 600, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Staff	
Physicians	1,436
Board-certified	98%
Specialists	2,396
Administrative	23
Facilities	
Hospitals	44
Users: Group Health	
Employer/payer groups	44
Employees & dependents	1,372
Total users	1,372

Service area: Florida: Jacksonville, Miami and Tampa/St. Petersburg metropolitan areas.
Contracts with Health Advantage in Orlando, Fla.
Contact: Ray Foose, vp-marketing.
See Cost Care Physician Managed Networks consolidated listing under California.

Continued on next page

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Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists	68
Total users	**25,231**

See Davis Vision consolidated listing under New York.

Dimension Health Inc.

290 N.W. 165th St., Suite PH1, Miami, Fla. 33026; 305-949-8869; fax: 305-949-8413

Staff

Physicians	1,360
Patients/physician	200
Board-certified	95%
Facilities	
Hospitals	17
Users: Group Health	
Employer/payer groups	30
Employees & dependents	450,000
Claims paid	
1992	$30,000,000

Operational date: June 1985.
Not for profit.
Ownership: Baptist Hospital, Children's Hospital, Hialeah Hospital, Miami Hospital, Miami Hospital and North Shore Hospital.
Service area: Florida: Broward, Dade and Palm Beach counties.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, per claim, flat rate. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by outside contractors, including Medical Foundation.
Officers: Edward Rosasco, chairman; Bob Harris, CEO; Ray Mummery, medical director; Fred Hirt, co-chairman; Steve Sonenreich, Don Friedwald, Tom Jones and Charles Linton, board members.
Contact: John Arfanis.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	65
Single & family coverage	441,617

Service area: Florida: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

Florida Health Choice Plan

5300 W. Atlantic Ave., Suite 302, Delray Beach, Fla. 33484-8190; 407-496-0505; fax: 407-496-0513

Staff

Physicians	1,041
Board-certified	75%
Specialists	2,080
Administrative	44
Facilities	
Hospitals	26
Users: Group Health	
Employer/payer groups	5,468
Total users	**470,812**

Operational date: March 1984.
Not for profit.
Ownership: Boca Raton Community Hospital, Holy Cross Hospital, JFK Medical Center, Memorial/Memorial West Hospital, St. Mary's.
Accredited by AAPI.
Service area: Florida: Broward, Dade, Martin, Palm Beach and St. Lucie counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Charles A. Lindgren, president; Dr. Edmund Lundy, Dr. Alan Yesner, medical directors.
Contact: Kathryn A. Eagle, manager-network affiliations.

FOCUS Healthcare Management Inc.

4522 Spruce W., Suite 200, Tampa, Fla. 33607; 813-281-0819

Specialty PPO providing workers comp services only

Staff

Physicians	200
Board-certified	50%
Specialists	1,500
Facilities	
Hospitals	85
Users: Workers Compensation	
Employer/payer groups	37
Single coverage	3,035,481
Total users	**3,035,481**

Operational date: May 1988.
Service area: Florida: Alachua, Bay, Brevard, Broward, Dade, Dural, Hillsbrough, Indian River, Leon, Orange, Palm Beach, Pinellas, Sarasota, Seminole and Volusia counties.
Compensation: Negotiates hospital charges by per diem, state mandated fee schedules; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Global Medical Management

8211 W. Broward Blvd., Penthouse II, Plantation, Fla. 33324; 305-370-6404; fax: 305-370-6301

Facilities

Hospitals	300
Pharmacies	14,000
Claims paid	
1992	$35,000,000
1991	$4,000,000

Operational date: July 1992.
For profit.
Service area: United States; western Europe; Central America; South America.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, all types of global rates; is compensated by employers/payers, insurers, TPAs; charges by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Martin B. Smith, president; Dr. Wayne Lee, medical director; R.T. Heusinkveld, chairman.

HEC Select PPO-Melbourne

1300 W. Mockingbird Lane, Dallas, Texas 75247; 214-905-4421; fax: 214-905-4412

Staff

Physicians	53
Patients/physician	52
Board-certified	100%
Specialists	84
Administrative	2
Facilities	
Hospitals	1
Users: Group Health	
Employer/payer groups	1
Employees & dependents	2,750
Total users	**2,750**

Operational date: January 1990.
Service area: Florida: Brevard County.
Services: Same as consolidated listing excluding dental.
Contact: Nancy Griest, director-managed care plans.
See HEC Select PPO consolidated listing under Texas.

John Hancock Preferred Physician Managed Network

John Hancock Financial Services, P.O. Box 111, Boston, Mass. 02117; 617-572-6000; fax: 617-572-7138

See Cost Care Physician Managed Network listing under Florida.

Healthchoice

1405 S. Orange Ave., Suite 301, Orlando, Fla. 32806; 407-237-6306; fax: 407-425-8545

Staff

Physicians	340
Board-certified	77%
Specialists	668
Administrative	24
Facilities	
Hospitals	12
Users: Group Health	
Employer/payer groups	24
Employees & dependents	65,000
Total users	**65,000**

Operational date: April 1985.
For profit.
Ownership: Orlando Regional HC System.
Service area: Florida: Brevard, Orange, Osceola and Seminole counties.
Contracts with Volusia Health Network in Florida.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee.
UR: Standard procedures excluding length of stay determination and hospital bill audits. UR provided by the PPO.
Officers: John Hillenmeyer, president; Nancy J. Smith, executive director; Dr. Richard Janovitz, medical director; Janice S. Bush, marketing director.
Contact: Janice S. Bush.

Humana Health Insurance Co. of Florida Inc.

99 Racetrack Road, Suite 200, Fort Walton Beach, Fla. 32547; 904-863-3382; fax: 904-864-2016

Total users 12,409

Operational date: 1985.
Officers: Mike Coupe, executive director/acting sales manager.

Humana Health Insurance Co. of Florida Inc.

4190 Belfort Road, Suite 250, Jacksonville, Fla. 32216; 904-281-8800

Total users 1,211

Operational date: March 1991.
Officers: John O'Dea, executive director.

Humana Health Insurance Co. of Florida Inc.

1060 Maitland Center Commons, Suite 300, Maitland, Fla. 32751; 407-661-6000; fax: 407-661-6414

Total users 16,756

Operational date: 1984.
Officers: Robert Bissell, executive director; Richard K. Wheeler, director-sales.

Humana Health Insurance Co. of Florida Inc.

3400 Lakeside Drive, Miramar, Fla. 33027; 305-626-5499 or 800-442-5555; fax: 305-626-5717

1901 S. Congress Ave., Suite 201, Boynton Beach, Fla. 33426; 407-738-3065 or 800-738-3065; fax: 407-738-3007

Total users 55,048

Operational date: 1984.
Officers: Thomas Wyss, executive director; D. Richard Austin, director-sales; Dr. William F. Bennett, medical director; Bert Polacek, Dan Barcy, sales managers.

Humana Health Insurance Co. of Florida Inc.

Reflections Executive Office Center, 780 W. Granada Blvd., Suite 104, Ormond Beach, Fla. 32174; 904-676-1800; fax: 904-676-1805

Total users 3,198

Operational date: 1988.
Officers: Michael B. Brouthers, executive director; Richard K. Wheeler, sales director; Dr. Ernest Cook, medical director; Nancy Bovard, assistant sales manager.

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Kemper National Services

1601 S.W. 80th Terrace, Plantation, Fla. 33324-4036; 305-452-4000 ext. 1321; fax: 305-452-4022

Staff	
Physicians	12,931
Board-certified	80%
Specialists	40,000
Facilities	
Hospitals	1,551
Users: Workers Compensation	
Employer/payer groups	10,000
Single coverage	3,000,000

Operational date: September 1989.
For profit.
Ownership: Kemper National Insurance Co.
Service area: Alabama, Arizona, California, Colorado, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Hampshire, New Jersey, New Mexico, New York (group health only), North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia and Wisconsin.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, TPAs; charges by percent of savings.
UR: Standard procedures. UR provided by the PPO.
Officers: Tom Chapman, president; Bob Kulbick, vp; Dr. Rennie Stein, medical director.
Contact: John Miskel, 800-726-8898 ext. 1117.

Managed Care Programs

4830 W. Kennedy Blvd., Suite 450, Tampa, Fla. 33609; 813-282-8424; fax: 813-282-8034

Specialty PPO providing mental health services only

Staff	
Physicians	3,079
Board-certified	80%
Administrative	8
Facilities	
Hospitals	275
Users: Group Health	
Employer/payer groups	6
Employees & dependents	50,000
Users: Workers Compensation	
Employer/payer groups	2
Total users	**50,000**
Claims paid	
1992	$250,000

Operational date: June 1991.
For profit.
Service area: Arizona, Arkansas, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, New Jersey, New Mexico, New York, Ohio, Oklahoma, North Carolina, Pennsylvania, Tennessee, Texas, Virginia and Wisconsin.
Services: Standard package excluding prescriptions. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion and hospital bill audits. UR provided by the PPO.
Officers: Jim Kent, president; Dr. Tom Cassidy, medical director; Chuck DiPrimeo, marketing director; John Kelly, vp-operations.
Contact: Chuck DiPrimeo.

Medco Value Plus*

7011 Grand National Drive, Orlando, Fla. 32819; 800-952-5277; fax: 407-363-7928

Staff	
Physicians	13,602
Board-certified	85%
Specialists	66,000
Administrative	20
Facilities	
Hospitals	1,390
Users: Group Health	
Employer/payer groups	60
Single & family coverage	100,000
Employees & dependents	250,000
Total users	**250,000**

Operational date: October 1991.
For profit.
Service area: Nationwide excluding Arkansas, Hawaii, Maine, New York, Oregon, South Dakota, Utah, Vermont and Wyoming.
Contracts with Admar in Arizona, Georgia, Missouri, New Mexico; ETHIX Midwest in Minnesota; Healthcare Value Management in New Hampshire, Rhode Island; Intergroup in Delaware, New Jersey, Pennsylvania; Midwest Business Medical Assn. in Illinois, Iowa, Nebraska; Managed Care Consultants in Nevada; Medview Services Inc. in Connecticut, Florida, Indiana, Kentucky, Massachusetts, Michigan, North Carolina, South Carolina, Tennessee (except Memphis), Texas, Wisconsin; Med Net of Alabama in Alabama; Med Select of West Virginia in West Virginia; Preferred Health Net in California; Primary Health Services in Ohio; PPO Oklahoma in Oklahoma; Preferred Plan of Mid Atlantic in District of Columbia, Maryland, northern Virginia; Sound Health in Alaska, Montana, Washington; Southeast Medical Alliance in Louisiana, Mississippi; The Healthcare Initiative in Colorado; Virginia Health Network in Virginia (excluding northern Virginia).
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: UR provided by outside contractors.
Officers: Dennis Reineke, executive director; Frank Kinder, vp-marketing.
Contact: Harold Green, director.
** Figures are consolidated, including all PPOs in this organization.*

MedView Services Inc.

3625 Queen Palm Drive, Tampa, Fla. 33619; 800-722-1919

Staff	
Physicians	2,631
Board-certified	90%
Specialists	9,329
Administrative	32
Facilities	
Hospitals	163
Users: Group Health	
Employer/payer groups	9
Employees & dependents	235,000
Users: Workers Compensation	
Employer/payer groups	18
Single coverage	1,113,000
Total users	**1,348,000**

Service area: Florida.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Florida

2600 Lake Lucien Drive, Suite 300, Maitland, Fla. 32751; 303-899-4131

Staff	
Physicians & specialists	5,729
Board-certified	74%
Facilities	
Hospitals	73
Users: Group Health	
Employees & dependents	87,463
Total users	**87,463**

Operational date: January 1984.
Service area: Florida: Jacksonville, Miami, Orlando, Pensacola and Tampa areas.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	4,368
Board-certified	97%
Specialists	1,747
Facilities	
Hospitals	212
Users: Group Health	
Employer/payer groups	2,175
Employees & dependents	445,800

Service area: Florida.
See MultiPlan Inc. consolidated listing under New York.

Physical Therapy Provider Network Inc.

16244 S. Military Trail, Suite 250, Delray Beach, Fla. 33484; 407-499-4449; fax: 407-498-7848

Specialty PPO providing physical therapy services only

Staff	
Physical therapists	200
Facilities	
Locations	52
Users: Group Health	
Contracting organizations	18
Total users	**2,000,000**
Claims paid	
1992	$1,000,000
1991	$1,000,000

Operational date: July 1989.
Service area: Florida.
Officers: Linda Zane, president; Larry Rafner, marketing director.
Contact: Linda Zane.
See Physical Therapy Provider Network Inc. consolidated listing under California.

Preferred Health Providers

7950 N.W. 53rd St., Suite 300, Miami, Fla. 33166; 305-470-1981; fax: 305-470-1911

Facilities	
Hospitals	87
Pharmacies	104
Users: Group Health	
Employer/payer groups	28
Employees & dependents	95,000
Total users	**95,000**

Operational date: January 1985.
For profit.
Ownership: Care Florida Health Systems Inc.
Service area: Florida: 28 counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of services by doctors/hospitals.
UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: Joanne Harvey, president; David Schillinger, physician adviser.
Contact: Joanne Harvey.

Preferred Patient Care/Blue Cross Blue Shield of Florida

P.O. Box 1798, Jacksonville, Fla. 32231; 904-363-5638; fax: 904-363-5797

Staff	
Physicians	5,400
Patients/physician	216
Specialists	11,300
Administrative	75
Facilities	
Hospitals	149
Pharmacies	2,100
Users: Group Health	
Employer/payer groups	5,001
Single coverage	291,908
Family coverage	227,181
Employees & dependents	1,349,554
Total users	**1,349,554**
Claims paid*	
1992	$1.4 billion
1991	$1.3 billion

** Figures are total claims expenses for all lines of business.*

Operational date: October 1984.
Not for profit.
Ownership: Blue Cross & Blue Shield of Florida.
Service area: Florida: statewide excluding Collier county.
Services: Standard package. Other services include vision, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. UR provided by the PPO.
Officers: William E. Flaherty, president; Dr. William Parham, medical director; Thomas Albright Sr., vp-marketing; Kenneth G. Sellers, vp-product/market management.
Contact: William M. Carstarphen.

Principal Health Care Inc.-PPO Jacksonville

1200 Gulf Life Drive, Suite 500, Jacksonville, Fla. 32207; 904-390-0935; fax: 904-390-0950

Staff	
Physicians	177
Board-certified	84%
Specialists	432
Facilities	
Hospitals	10
Users: Group Health	
Employer/payer groups	7
Employees & dependents	6,141
Total users	**6,141**

Service area: Florida: Baker, Clay, Duval, Nassau, St. John's and portions of Alachua counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Principal Health Care Inc.-PPO Orlando

4350 Cypress St., Suite 542, Tampa, Fla. 33607; 813-877-4630; fax: 813-877-2148

Staff	
Physicians	159
Board-certified	73%
Specialists	351
Facilities	
Hospitals	13
Users: Group Health	
Employer/payer groups	4
Employees & dependents	5,603
Total users	**5,603**

Service area: Florida: Orange, Osceola, Seminole and western Volusia counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Principal Health Care Inc.-PPO Pensacola

One University Plaza, 7382 Plantation Road, Suite 300, Pensacola, Fla. 32504; 904-484-4000; fax: 904-484-4004

Staff	
Physicians	116
Board-certified	75%
Specialists	315
Facilities	
Hospitals	8
Users: Group Health	
Employer/payer groups	3
Employees & dependents	1,617
Total users	**1,617**

Service area: Alabama: Baldwin, Escambia, Mobile, Monroe and portions of Covington counties; Florida: Escambia, Okaloosa, Santa Rosa and Walton counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Principal Health Care Inc.-PPO South Florida

9130 S. Dadeland Blvd., Suite 1116, Miami, Fla. 33156; 305-670-9244; fax: 305-670-9243

Staff	
Physicians	347
Specialists	1,041
Facilities	
Hospitals	19
Users: Group Health	
Employer/payer groups	2
Employees & dependents	3,482
Total users	**3,482**

Service area: Florida: Broward, Dade and Palm Beach counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Principal Health Care Inc.-PPO Tampa

4350 Cypress St., Suite 542, Tampa, Fla. 33607; 813-877-4630; fax: 813-877-2148

Staff	
Physicians	391
Board-certified	71%
Specialists	831
Facilities	
Hospitals	22
Users: Group Health	
Employer/payer groups	3
Employees & dependents	22,123
Total users	**22,123**

Service area: Florida: Citrus, Hernando, Hillsborough, Lee, Manatee, Pasco, Pinellas and portions of Charlotte, Polk and Sarasota counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

1511 N. Westshore Blvd., Tampa, Fla. 33607; 813-282-8200

Staff	
Physicians	2,111
Specialists	3,934
Administrative	8
Facilities	
Hospitals	61
Users: Group Health	
Employer/payer groups	3,222
Employees & dependents	161,039
Total users	**161,039**

Service area: Florida: Bradenton, Fort Lauderdale/Hollywood/Pompano Beach, Fort Myers/Cape Coral, Gainesville, Jacksonville, Lakeland/Winter Haven, Miami/Hialeah, Ocala, Orlando, Pensacola, Sarasota, Tampa/St. Petersburg/Clearwater and West Palm Beach metropolitan areas.
Contact: Paul Robinson, regional vp-operations, 617-895-3181.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	993
Board-certified	95%
Specialists	1,485
Facilities	
Hospitals	136

Service area: Florida.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Prudential Health Care Plan of Orlando

2301 Lucien Way, Suite 230, Maitland, Fla. 32751-7086; 407-875-6600; fax: 407-660-0552

Staff	
Physicians	112
Patients/physician	3
Specialists	138
Facilities	
Hospitals	7
Pharmacies	74
Users: Group Health	
Employees & dependents	358
Total users	**358**
Claims paid	
1992	$17,865,008
1991	$19,232,620

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Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Orange, Osceola, Seminole and Volusia counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding hospital bill audits. UR provided by The Orlando Health Care Group.
Officers: David George, vp; Andrew Crooks, executive director.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Jacksonville

1200 Gulf Life Drive, Suite 701, Jacksonville, Fla. 33207; 904-346-5800; fax: 904-346-5888

Staff	
Physicians	59
Patients/physician	8
Specialists	177
Facilities	
Hospitals	3
Pharmacies	39
Users: Group Health	
Employees & dependents	456
Total users	**456**
Claims paid	
1992	$5,238,838
1991	$5,073,836

Operational date: July 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Baker, Clay, Duval, Nassau and St. John counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: David George, vp; Matthew M. Davies, executive director; Marcia C. King, marketing director.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of South Florida

5900 N. Andrews Ave., Suite 1000, Fort Lauderdale, Fla. 33309; 305-492-8244; fax: 305-776-1936

Staff	
Physicians	611
Patients/physician	2
Specialists	1,001
Facilities	
Hospitals	21
Pharmacies	157
Users: Group Health	
Employees & dependents	946
Total users	**946**
Claims paid	
1992	$14,459,124
1991	$14,206,566

Operational date: July 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Broward, Dade and West Palm Beach counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: David George, vp; Christopher Sims, executive director; Dr. Melvyn Fletcher, medical director.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care System of Tampa Bay

3450 W. Busch Blvd., Suite 245, Tampa, Fla. 33618; 813-932-1977; fax: 913-931-4188

Staff	
Physicians	254
Patients/physician	3
Specialists	520
Facilities	
Hospitals	17
Pharmacies	97
Users: Group Health	
Employees & dependents	858
Total users	**858**
Claims paid	
1992	$16,191,276
1991	$13,121,000

Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Florida: Hillsborough, Pasco and Pinellas counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: David George, vp; Chris Adams, executive director; Dr. Robert Neuhardt, medical director.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-Central Florida

1000 Legion Place, Orlando, Fla. 32801; 800-359-4715

Staff	
Physicians	1,461
Facilities	
Hospitals	16
Users: Group Health	
Employer/payer groups	563
Single & family coverage	34,151

Operational date: March 1987.
Service area: Florida: Broward, Lake, Orange, Osceola, Seminole and Volusia counties.
Officers: Nancy Taylor Ward, executive director; John Olewski II, regional sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-North Florida

9485 Regency Square Blvd., Suite 200, Jacksonville, Fla. 32225; 800-328-2412

Staff	
Physicians	928
Facilities	
Hospitals	13
Users: Group Health	
Employer/payer groups	275
Single & family coverage	8,414

Operational date: March 1987.
Service area: Florida: Alachua, Baker, Bradford, Clay, Columbia, Duval, Flagler, Marion, Nassau, Putnam, St. Johns and Union counties.
Officers: Nancy Taylor Ward, executive director; John Olewski II, regional sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-South Florida

150 S. Pine Island Road, Plantation, Fla. 33324; 305-474-9408

Staff	
Physicians	3,708
Facilities	
Hospitals	25
Users: Group Health	
Employer/payer groups	951
Single & family coverage	90,152

Operational date: April 1986.
Service area: Florida: Broward, Dade, Hendry, Martin, Palm Beach and St. Lucie counties.
UR: Standard procedures excluding second surgical opinion, hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: John Cantagallo, director-operations; Steven Pollart, sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-West Central Florida

1511 N. Westshore, Eighth Floor, Tampa, Fla. 33607; 800-359-4715

Staff	
Physicians	1,825
Facilities	
Hospitals	18
Users: Group Health	
Employer/payer groups	855
Single & family coverage	48,965

Operational date: December 1986.
Service area: Florida: Hillsboro, Manatee, Pasco, Pinellas, Polk and Sarasota.
Officers: Nancy Taylor Ward, executive director; John Z. Olewski II, regional sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Volusia Health Network

111 N. Frederick Ave., Suite 500, Daytona Beach, Fla. 32114-3414; 904-253-2198; fax: 904-255-6130

Staff	
Physicians	74
Specialists	199
Administrative	3
Facilities	
Hospitals	4
Pharmacies	21
Users: Group Health	
Employer/payer groups	14
Employees & dependents	12,000
Total users	**12,000**

Operational date: July 1986.
Not for profit.
Ownership: Halifax Medical Center.
Service area: Florida: Flagler and Volusia counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn and home health. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, capitation; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.
Officers: David Seal, president/executive director; Dr. Alvin Smith, medical director; Marilyn Biros, marketing director.

GEORGIA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	119
Users: Group Health	
Employer/payer groups	3
Users: Workers Compensation	
Employer/payer groups	32

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans of Georgia Inc.-Atlanta

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 404-814-4300; fax: 404-814-4218

Staff	
Physicians	494
Patients/physician	81
Board-certified	77.8%
Specialists	1,251
Facilities	
Hospitals	19
Pharmacies	557
Users: Group Health	
Employer/payer groups	308
Employees & dependents	40,214
Total users	**40,214**

Operational date: July 1988.
Service area: Georgia: Barrow, Cherokee, Clayton, Cobb, De Kalb, Douglas, Floyd, Forsyth, Fulton, Gwinnett, Hall, Paulding, Rockdale, and portions of Fayette and Henry counties.
Officers: James McLane, president; Lynn Trujillo, executive director; Dr. Barry Nedoba, medical director; Barbara Bailey, marketing director.
Contact: Nancy Smith, 404-824-4224.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Augusta

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 706-738-5920; fax: 800-925-8390

Staff	
Physicians	47
Patients/physician	120
Board-certified	75.6%
Specialists	190
Facilities	
Hospitals	1
Pharmacies	45
Users: Group Health	
Employer/payer groups	70
Employees & dependents	11,327
Total users	**11,327**

Operational date: January 1990.
Service area: Georgia: Columbia, Richmond and portions of Burke, Jefferson and McDuffie counties; South Carolina: portions of Aiken and Edgefield counties.
Officers: James McLane, president; Jane Fehlenberg, executive director; Dan Barco, medical director; Barbara Bailey, marketing director.
Contact: Cindy Vann.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Macon

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 404-814-4202; fax: 404-814-1565

Staff	
Physicians	18
Patients/physician	125
Specialists	118
Facilities	
Hospitals	4
Pharmacies	54
Users: Group Health	
Employer/payer groups	5
Employees & dependents	2,264
Total users	**2,264**

Operational date: March 1990.
Service area: Georgia: Bibb, Crawford, Houston, Jones, Peach and Twigg counties.
Officers: James McLane, president; Jane Fehlenberg, executive director; Dan Barco, medical director; Barbara Bailey, marketing director.
Contact: Ellen Van Frayen.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Savannah

3500 Piedmont Road, Suite 300, Atlanta, Ga. 30305; 404-814-4204; fax: 404-814-1565

Staff	
Physicians	39
Patients/physician	31
Board-certified	71%
Specialists	95
Facilities	
Hospitals	4
Pharmacies	53
Users: Group Health	
Employer/payer groups	5
Employees & dependents	1,225
Total users	**1,225**

Operational date: December 1990.
Service area: Georgia: Bryan, Chatham, Effingham and Liberty counties and portions of Bulloch county; South Carolina: portions of Jasper county.
Officers: James McLane, president; Jane Fehlenberg, executive director; Dan Barco, medical director; Barbara Bailey, marketing director.
Contact: Ellen Van Frayen.
See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	35
Board-certified	100%
Users: Group Health	
Employees & dependents	1,500
Total users	**1,500**

Service area: Georgia: Cherokee, Clayton, Cobb, Coweta, Decatur, De Kalb, Fayette, Fulton, Gwinnett, Paulding and Rockdale counties.
Contact: Andrew Aho, marketing director.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Anthem Health Systems/American Health Network-Georgia

10199 Southside Blvd., Suite 300, Jacksonville, Fla. 32246; 904-363-7400; fax: 904-363-7411

Staff	
Physicians	53
Facilities	
Hospitals	3

Service area: Georgia: Camden and Ware counties.
See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	599
Facilities	
Hospitals	33

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO-Atlanta

CNA Insurance Cos., 2302 Parklake Drive N.E., Atlanta, Ga. 30345; 404-491-5359

Staff	
Physicians & specialists	2,770
Board-certified	71.1%
Facilities	
Hospitals	25
Users: Group Health	
Single & family coverage	8,064

Service area: Georgia: Albany, Athens, Atlanta, Augusta, Columbus, Macon, Savannah and Warner Robins.
Contact: Tim Williams, manager, 404-491-5359 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	1,823
Facilities	
Hospitals	82

Service area: Georgia: Atlanta, Augusta and Savannah areas.
See CAPP CARE, Inc. consolidated listing under California.

CIGNA PPO-Atlanta

1360 Peachtree St. N.E., Suite 130, Atlanta, Ga. 30309; 404-881-9779; fax: 404-898-4832

Staff	
Physicians & specialists	1,304
Facilities	
Hospitals	33
Total users	**13,096**

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Operational date: July 1988.
Service area: Georgia: Atlanta area.
Compensation: Negotiates hospital charges by per diem.
Contact: Allene Morris, 404-898-4812.
See CIGNA Health Plans consolidated listing under Connecticut.

Circle of Care

P.O. Box 790, Columbus, Ga. 31902; 706-571-1948; fax: 706-571-1927

Staff	
Physicians	135
Patients/physician	900
Board-certified	100%
Specialists	65
Administrative	4
Facilities	
Hospitals	2
Pharmacies	18
Users: Group Health	
Employer/payer groups	520
Family coverage	70,000
Employees & dependents	175,000
Total users	**175,000**

Operational date: January 1983.
Not for profit.
Ownership: Columbus Regional Health Care System Inc.
Service area: Alabama: Eufaula, Opelika and Phenix City; Georgia: Buena Vista, Cuthbert, Dawson, Manchester, Talbotton, Warm Springs and West Point.
Services: Standard package including podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, capitation; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion. UR provided by the PPO and various contractors.
Officers: Joe Sharp, director-managed care.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	33
Facilities	
Hospitals	8

Service area: Georgia: Albany, Atlanta, Chamblee, Douglasville, Gainesville, Macon, Marietta, Moultrie, Rockmart, Smyrna, Stockbridge, Thomasville and Valdosta areas.
See CORPHEALTH, Inc. consolidated listing under Texas.

Cost Care Physician Managed Network

660 Newport Center Drive, Suite 600, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Staff	
Physicians	115
Board-certified	90%
Specialists	272
Administrative	23
Facilities	
Hospitals	19
Users: Group Health	
Employer/payer groups	19
Employees & dependents	1,790
Total users	**1,790**

Service area: Georgia: Atlanta.
Contact: Ray Foose, vp-marketing.
See Cost Care Physician Managed Networks consolidated listing under California.

Crawford Care Alliance

5620 Glenridge Drive, N.E., Atlanta, Ga. 30342; 404-847-4029; fax: 404-847-4066

Specialty PPO providing workers comp services only	
Users: Workers Compensation	
Employer/payer groups	1,200
Single coverage	5,000,000
Total users	**5,000,000**
Claims paid	
1992	$500,000,000

Service area: Contracts with The AFFORDABLE Network in Arizona, California, Nevada, New Mexico, Ohio, Oregon, Texas; FOCUS Health Management in Alabama, Arkansas, Connecticut, Georgia, Kansas, Louisiana, Missouri, New Jersey, Oklahoma, Pennsylvania, Tennessee, Virginia; Medview Services Inc. (Comp Pro) in Colorado, Florida, Illinois, Indiana, Massachusetts, Michigan, North Carolina, South Carolina; Midwest Business Medical Assn. in Iowa, Nebraska, Wisconsin.
Officers: Al Bollinger, president; Dr. Steven R. Gerst, executive director/medical director; Jeff Aycock, vp-marketing.
Contact: Jeff Aycock, 404-847-4565.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	43
Total users	**12,757**

See Davis Vision consolidated listing under New York.

Delta Dental Insurance Co.

3405 Piedmont Road N.E., Suite 400, Atlanta, Ga. 30080; 404-231-8762; fax: 404-237-3228

Specialty PPO providing dental services only	
Staff	
Dentists	46

Operational date: January 1993.
For profit.
Ownership: Delta Dental Insurance Co.
Service area: Alabama: Birmingham; Florida: Orlando; Georgia: seven counties; Nevada: Las Vegas; Utah: Salt Lake City.
Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers; charges flat fee per employee.
Officers: Jon Perkins, president; Frank Mueller, senior vp; Dennis Cordreso, vp-finance; Tom Burden, vp-operations.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	46
Single & family coverage	184,082

Service area: Georgia: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

1140 Hammond Drive, Building B 2275, Suite O, Atlanta, Ga. 30328; 404-396-8595

Specialty PPO providing workers comp services only	
Staff	
Physicians	150
Board-certified	50%
Specialists	600
Facilities	
Hospitals	42
Users: Workers Compensation	
Employer/payer groups	37
Single coverage	1,387,517
Total users	**1,387,517**

Operational date: June 1988.
Service area: Georgia: Bartow, Bibb, Chatham, Cobb, Douglas, Fulton, Gwinnett, Hall, Muscogee, Paulding and Richmond counties.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

John Hancock Preferred Physician Managed Network

John Hancock Financial Services, P.O. Box 111, Boston, Mass. 02117; 617-572-6000; fax: 617-572-7138

See Cost Care Physician Managed Network under Georgia.

HealthCare Plus

5780 Powers Ferry Road N.W., Atlanta, Ga. 30327-4390; 404-952-1766; fax: 404-952-6635

Staff	
Physicians	258
Board-certified	86%
Specialists	507
Administrative	12
Facilities	
Hospitals	15
Users: Group Health	
Employer/payer groups	19
Total users	**10,500**

Operational date: January 1992.
For profit.
Ownership: Life Insurance Co. of Georgia.
Service area: Georgia: Clayton, Cobb, DeKalb, Douglas, Fulton and Gwinnett counties.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures including per case negotiations. UR provided by Utilization Management Program.
Officers: Dr. Charles S. Jones, medical director; Chris Schramm, regional sales director; Barbara S. Dawe, director-managed care.

HealthStar Managed Care Corp.

Four Concourse Parkway, Suite 215, Atlanta, Ga. 30328; 404-396-1009; fax: 404-396-7755

Staff	
Physicians	1,216
Patients/physician	25
Board-certified	65%
Specialists	2,257
Administrative	13
Facilities	
Hospitals	60
Pharmacies	8,700
Users: Group Health	
Employer/payer groups	84
Single coverage	26,300
Employees & dependents	67,750
Users: Workers Compensation	
Employer/payer groups	9
Single coverage	250,000
Total users	**317,750**

Operational date: January 1989.
Service area: Georgia.
Services: Standard package including chiropractors, dental, durable medical equipment and podiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Officers: Jimmie M. Mahaffey, executive director.
See HealthStar Managed Care Corp. consolidated listing under Illinois.

Healthsouth Alliance

P.O. Box 1993, 808 Gordon Ave., Thomasville, Ga. 31792; 912-226-4122; fax: 912-226-1408

Staff	
Physicians	37
Patients/physician	300
Board-certified	80%
Specialists	107
Administrative	7
Facilities	
Hospitals	5
Pharmacies	40
Users: Group Health	
Employer/payer groups	80
Single coverage	3,250
Family coverage	1,250
Employees & dependents	9,800
Total users	**9,800**
Claims paid	
1992	$9,000,000
1991	$8,000,000

Operational date: May 1987.
For profit.
Ownership: Archbold Medical Center and Qualicare Physicians Assn.
Service area: Florida: Jefferson and Madison counties; Georgia: Berrien, Brooks, Colquit, Cook, Decatur, Grady, Mitchell and Thomas counties.

Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits.
Officers: Clifford Campbell, chairman; William Keith Jones, executive director; Dr. Mark Wood, medical director; Mike Barrett, marketing director.

Life Insurance Co. of Georgia

5780 Powers Ferry Road N.W., Atlanta, Ga. 30327-4390; 404-952-1766; fax: 404-952-6635

Service area: Contracts with American Health Network in California, Texas; Baptist Health Services Group in Arkansas, Mississippi, Tennessee; CAPP CARE nationwide; Florida Health Network in Florida; Health Care Savings in North Carolina, South Carolina; Health Net in Tennessee (Cheatham, Davidson, DeKalb, Dickson, Hickman, Maury, Montgomery, Moore, Putnam, Robertson, Rutherford, Sumner, Warren, Williamson and Wilson counties); HealthCare Plus in Georgia (Clayton, Cobb, DeKalb, Fulton and Gwinnett counties); Preferred Health Partnership in Tennessee (Anderson, Blount, Campbell, Claiborne, Cocke, Grainger, Hamblen, Morgan, Jefferson, Knox, Loudon, Monroe, Roane, Scott, Sevier and Union counties); Southeast Medical Alliance in Arkansas, Louisiana, Mississippi.
Contact: Chris Schramm, regional sales director.

MedCost/Carolina Preferred Care

1399 Ashleybrook Lane, Suite 100, Winston-Salem, N.C. 27114; 919-760-3090; fax: 919-760-1506

Staff	
Administrative	15
Facilities	
Hospitals	5
Users: Group Health	
Employer/payer groups	100
Claims paid	
1992	$2,621,211
1991	$203

Service area: Georgia: Floyd, Hall, Jackson and Richmond counties.
See MedCost/Carolina Preferred Care consolidated listing under North Carolina.

Met-Elect Network of Georgia

P.O. Box 6367, Marietta, Ga. 30067-0367; 404-980-0740

Staff	
Physicians & specialists	1,111
Board-certified	80%
Facilities	
Hospitals	22
Users: Group Health	
Employees & dependents	20,215
Total users	**20,215**

Operational date: April 1988.
Service area: Georgia: Atlanta area.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,325
Board-certified	86%
Specialists	530
Facilities	
Hospitals	71
Users: Group Health	
Employer/payer groups	673
Employees & dependents	133,700
Users: Workers Compensation	
Employer/payer groups	80
Single coverage	16,000
Total users	**140,000**

Service area: Georgia.
See MultiPlan Inc. consolidated listing under New York.

Pharmacy Advantage System

20 Lenox Pointe, P.O. Box 95527, Atlanta, Ga. 30347; 404-231-5074; fax: 404-237-8435

Specialty PPO providing pharmacy services only	
Users: Group Health	
Employer/payer groups	10
Single coverage	18,000
Family coverage	20,000
Employees & dependents	55,000
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	4,000
Total users	**59,000**
Claims paid	
1992	$5,586,000
1991	$5,212,000

Operational date: August 1985.
Not for profit.
Ownership: Georgia Pharmacy Assn.
Service area: Alabama, Florida, Georgia, Maine, North Carolina, South Carolina, Texas and Virginia.
Services: Prescriptions. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Retrospective review and prospective review. UR provided by the PPO.
Officers: Oren Harden, R.Ph., president; Larry L. Braden, R.Ph., executive director; Charles P. Callihan, R.Ph., marketing director/vp-operations.
Contact: Charles P. Callihan.

Preferred Care Georgia

3350 Peachtree Road N.E., Atlanta, Ga. 30326; 404-842-8000

Staff	
Physicians	1,297
Specialists	4,598
Facilities	
Hospitals	44
Users: Group Health	
Family coverage	96,870

Operational date: 1990.
Not for profit.
Ownership: Blue Cross & Blue Shield of Georgia.
Service area: Georgia: statewide.
Services: Standard package including, vision, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers.
Officers: Richard D. Shirk, president/CEO.

Preferred Plan of Georgia

3150 Holcomb Bridge Road, Suite 210, Norcross, Ga. 50071-1312; 404-840-1162; fax: 404-840-7431

Staff	
Physicians	607
Patients/physician	190
Board-certified	75%
Specialists	1,515
Administrative	6
Facilities	
Hospitals	37
Users: Group Health	
Employer/payer groups	26
Employees & dependents	111,182
Total users	**111,182**

Service area: Georgia: Bartow, Chatham, Clayton, Cobb, Coweta, Dekalb, Douglas, Fayette, Floyd, Fulton, Gainesville, Gwinnett, Lumpkin, Newton and Rockdale counties.
Contact: Linda McLeod, senior network representative.
See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Private Healthcare Systems Inc.

1000 Abernathy Road, Suite 940, Atlanta, Ga. 30328; 404-394-1084

Staff	
Physicians	858
Specialists	1,912
Administrative	8
Facilities	
Hospitals	25
Users: Group Health	
Employer/payer groups	2,656
Employees & dependents	171,656
Total users	**171,656**

Continued on next page

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Service area: Georgia: Atlanta, Augusta, Macon/Warner Robins and Savannah metropolitan areas.

Contact: Paul Robinson, regional vp-operations, 617-895-3181.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	627
Board-certified	95%
Specialists	1,161
Facilities	
Hospitals	89

Service area: Georgia.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Facilities	
Hospitals	42

Service area: Georgia: statewide.

Contact: Nick Hosn.

See Provider Networks of America Inc. consolidated listing under Texas.

Prudential Health Care System of Atlanta

2839 Paces Ferry Road, Suite 1000, Atlanta, Ga. 30339; 404-955-8010; fax: 404-433-0616

Staff	
Physicians	350
Patients/physician	8
Board-certified	51%
Specialists	588
Administrative	79
Facilities	
Hospitals	17
Pharmacies	107
Users: Group Health	
Employer/payer groups	16
Employees & dependents	3,051
Total users	**3,051**
Claims paid	
1992	$29,612,464
1991	$17,526,588

Operational date: July 1991.

For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Georgia: Barrow, Bartow, Butts, Cherokee, Clayton, Cobb, Coweta, De Kalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Paulding, Rockdale, Spalding and Walton counties.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: David George, vp; C. Richard Cook, executive director; Andrew Garling, medical director; Robert L. Griffin, marketing director.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

SouthCare Medical Alliance

3715 Northside Parkway, Building 400, Suite 300, Atlanta, Ga. 30327; 404-231-9911; fax: 404-231-9416

Staff	
Physicians	398
Board-certified	83.7%
Specialists	1,320
Administrative	33
Facilities	
Hospitals	34
Pharmacies	800
Users: Group Health	
Employer/payer groups	2,000
Employees & dependents	407,062
Users: Workers Compensation	
Employer/payer groups	29
Single coverage	38,000
Total users	**436,529**
Claims paid	
1992	$58,600,000
1991	$45,000,000

Operational date: November 1985.

Not for profit.

Ownership: Hospital/physician joint venture.

Accredited by AAPI.

Service area: Georgia: statewide.

Services: Standard package including durable medical equipment, podiatry, OB/Gyn. and home health. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.

UR: Standard procedures excluding hospital bill audits. UR provided by Crawford & Co.

Officers: Larry L. Madlem, president; Dr. William Amos, medical director; Caryl Culbertson, marketing director; Rebecca H. McQueen, senior vp/COO.

Contact: Rebecca H. McQueen.

Travelers Managed Care System-Atlanta

211 Perimeter Center Parkway, Suite 400, Atlanta, Ga. 30346; 404-395-4850

Staff	
Physicians	1,700
Facilities	
Hospitals	20
Users: Group Health	
Employer/payer groups	315
Single & family coverage	36,994

Operational date: October 1989.

Service area: Georgia: Cherokee, Clayton, Cobb, Coweta, De Kalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Hall, Rockdale and Spalding counties.

Officers: Larry Jackson, director-operations; John Z. Olewski II, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

United HealthCare of Georgia

2970 Clairmont Road, Suite 300, Atlanta, Ga. 30329-1634; 404-982-8800; fax: 404-320-8351

Staff	
Physicians	401
Board-certified	61%
Specialists	916
Administrative	80
Facilities	
Hospitals	40
Pharmacies	250
Users: Group Health	
Employer/payer groups	657
Single coverage	9,025
Family coverage	24,294
Employees & dependents	73,169
Total users	**73,169**
Claims paid	
1992	$74,410,775
1991	$79,338,376

Operational date: October 1980.

For profit.

Ownership: United HealthCare Corp.

Service area: Georgia: 55 northern and central counties.

Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: A. Kelley Atkinson, president; Dr. David Lentz, medical director; Bob Yungk, vp-sales.

HAWAII

American Chiropractic Network-Southwest

8989 Rio San Diego Drive, Suite 250, San Diego, Calif. 92108; 619-297-8100; fax: 619-297-8189

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	5
Board-certified	100%
Administrative	40
Users: Group Health	
Employees & dependents	200
Total users	**200**

Service area: Hawaii: Maui and Oahu.

Compensation: Charges flat fee per employee, by percent of services by doctors/hospitals, fee per authorization processed.

Officers: George DeVries, president/marketing director; Dan Nusser, D.C., medical director; Thomas Allenburg, D.C., chairman; David Cole, treasurer.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Community Care Network Inc.

5251 Viewridge Court, San Diego, Calif. 92123; 800-247-2898; fax: 619-278-8621

Staff	
Physicians	2
Users: Group Health	
Employer/payer groups	8
Employees & dependents	40
Users: Workers Compensation	
Employer/payer groups	15
Claims paid	
1992	$1,083,708

Service area: Hawaii: Hawaii, Honolulu, Kauai and Maui.

Contact: Armando Jackson, director-sales/marketing, Pacific division.

See Community Care Network Inc. consolidated listing under California.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	1
Single & family coverage	11,240

Service area: Hawaii: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

HMSA Preferred Provider Plan

P.O. Box 860, Honolulu, Hawaii 96808; 808-944-3582; fax: 808-955-0400

Staff	
Physicians	881
Patients/physician	642
Specialists	1,547
Facilities	
Hospitals	24
Pharmacies	145
Users: Group Health	
Employer/payer groups	6,447
Single coverage	169,472
Family coverage	127,787
Employees & dependents	565,893
Total users	**565,893**
Claims paid	
1992	$204,177,440
1991	$116,156,159

Operational date: January 1989.

Not for profit.

Service area: Hawaii: statewide.

Services: Standard package including durable medical equipment, OB/Gyn., home health care and wellness services. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by DRGs; is compensated by insurers.

UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. UR provided by the PPO and Biodyne, Inc.

Officers: Marvin Hall, president; Ralph Kiessling, executive director; Henry Oyama, medical director; Donald Keliinoi, marketing director; Robert Hiam.

Contact: Andrew White, 808-944-2344.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	42
Board-certified	89%
Specialists	17
Facilities	
Hospitals	7
Users: Group Health	
Employer/payer groups	20
Employees & dependents	4,175

Service area: Hawaii.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities	
Hospitals	2

Service area: Hawaii.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

IDAHO

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	1

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	1

Service area: Idaho: Boise area.

See CAPP CARE, Inc. consolidated listing under California.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	28,721

Service area: Idaho: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	192
Board-certified	84%
Specialists	77
Facilities	
Hospitals	2
Users: Group Health	
Employer/payer groups	96
Employees & dependents	20,100

Service area: Idaho.

See MultiPlan Inc. consolidated listing under New York.

ILLINOIS

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	96
Users: Group Health	
Employer/payer groups	1
Users: Workers Compensation	
Employer/payer groups	2

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-Chicago

100 N. Riverside Plaza, 20th Floor, Chicago, Ill. 60606; 312-441-3253; fax: 312-441-3067

Staff	
Physicians	1,116
Patients/physician	58
Board-certified	80.2%
Specialists	2,359
Facilities	
Hospitals	53
Pharmacies	1,095
Users: Group Health	
Employer/payer groups	596
Employees & dependents	65,696
Total users	**65,696**

Operational date: July 1987.

Service area: Illinois: Cook, Du Page, Kane, Lake, McHenry and Will counties; Indiana: portions of Lake and Porter counties.

Officers: James McLane, president; Dr. Alan Rosenberg, medical director.

Contact: Cynthia Greenwood.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Kankakee

100 N. Riverside Plaza, 20th Floor, Chicago, Ill. 60606; 312-441-3271; fax: 312-441-1515

Staff	
Physicians	24
Patients/physician	47
Board-certified	72.7%
Specialists	28
Facilities	
Hospitals	1
Pharmacies	18
Users: Group Health	
Employer/payer groups	10
Employees & dependents	1,143
Total users	**1,143**

Operational date: April 1987.

Service area: Illinois: Kankakee County.

Officers: James McLane, president; Dr. Alan Rosenberg, medical director.

Contact: Sheila Harris.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Peoria

100 N. Riverside Plaza, 20th Floor, Chicago, Ill. 60606; 312-441-3271; fax: 312-441-3067

Staff	
Physicians	59
Patients/physician	52
Board-certified	94.6%
Specialists	92
Facilities	
Hospitals	2
Pharmacies	63
Users: Group Health	
Employer/payer groups	17
Employees & dependents	3,077
Total users	**3,077**

Operational date: January 1989.

Service area: Illinois: Peoria, Tazewell and portions of Fulton and Woodford counties.

Officers: James McLane, president; Dr. Alan Rosenberg, medical director.

Contact: Sheila Harris.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Rockford

100 N. Riverside Plaza, 20th Floor, Chicago, Ill. 60606; 312-441-3271; fax: 312-441-3067

Staff	
Physicians	41
Patients/physician	92
Board-certified	83.8%
Specialists	178
Facilities	
Hospitals	3
Pharmacies	47
Users: Group Health	
Employer/payer groups	53
Employees & dependents	3,789
Total users	**3,789**

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Operational date: March 1987.
Service area: Illinois: Boone, Winnebago and portions of Lee and Ogle counties.
Officers: James McLane, president; Dr. Alan Rosenberg, medical director.
Contact: Sheila Harris.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Streator

100 N. Riverside Plaza, 20th Floor, Chicago, Ill. 60606; 312-441-3271; fax: 312-441-3067

Facilities	
Hospitals	1
Pharmacies	18

Operational date: April 1993.
Service area: Illinois: LaSalle County.
Officers: James McLane, president; Dr. Alan Rosenberg, medical director.
Contact: Sheila Harris.
See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks*

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	27,000
Board-certified	80%
Specialists	63,000
Administrative	481
Facilities	
Hospitals	1,450
Pharmacies	25,250
Users: Group Health	
Employer/payer groups	2,590
Employees & dependents	8,300,000
Users: Workers Compensation	
Employer/payer groups	145
Single coverage	6,600,000
Total users	14,900,000
Claims paid	
1992	$19.8 billion
1991	$8.7 billion

Operational date: 1983.
For profit.
Service area: Alabama: Colbert, Cullman, Dallas, Etowah, Jefferson, Madison, Mobile, Montgomery and Shelby counties; Alaska: Anchorage County; Arizona: Cochise, Maricopa, Pima and Yavapai counties; Arkansas: Clark, Craighead, Crawford, Crittenden, Garland, Jefferson, Pulaski, Sebastian, Washington and White counties; California: 48 counties statewide; Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Jefferson, Larimer, Otero, Pueblo and Westminster counties; Delaware: New Castle County; District of Columbia; Florida: 31 counties statewide; Georgia: Appling, Bibb, Candler, Catoosa, Chatham, Cobb, De Kalb, Dougherty, Effingham, Fulton, Gwinnett, Houston, Liberty, Lowndes, Lumpkin, Muscogee, Rabun and Richmond counties; Idaho: Ada County; Illinois: 23 counties; Indiana: Allen, Bartholomew, Boone, Clark, Clay, Floyd, Hendricks, Jackson, Jefferson, Johnson, La Porte, Lake, Lawrence, Madison, Marion, Marshall, Morgan, St. Joseph and Vanderburgh counties; Iowa: Black Hawk, Dubuque, Polk, Pottawattamie, Scott and Woodbury counties; Kansas: Atchison, Harvey, Johnson, Leavenworth, Norton, Pottawatomie, Sedgwick, Shawnee and Wyandotte counties; Kentucky: Christian, Fayette, Hardin, Jefferson, Kenton, Warren and Woodford counties; Louisiana: Bossier, Caddo, East Baton Rouge, Jefferson, Lincoln, Orleans, Rapides, St. Bernard, St. Tammany and Terrebonne parishes; Massachusetts: Barnstable, Bristol, Essex, Hampden, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties; Michigan: Berrien, Calhoun, Cass, Eaton, Genesee, Jackson, Kalamazoo, Kent, Lapeer, Livingston, Macomb, Muskegon, Oakland, Saginaw, Tuscola and Wayne counties; Minnesota: Anoka, Becker, Brown, Carver, Chisago, Douglas, Hennepin, Mille Lacs, Ramsey, St. Louis, Scott, Stearns, Todd, Washington and Wright counties; Mississippi: Forrest, Harrison, Lauderdale and Warren counties; Missouri: Adair, Boone, Butler, Callaway, Cass, Clay, Franklin, Greene, Jackson, Jasper, Lafayette, Newton, Phelps, Platte, St. Charles, St. Francois and St. Louis counties; Montana: Yellowstone County; Nebraska: Douglas, Holt, Lancaster and Sarpy counties; Nevada: Clark and Washoe counties; New Hampshire: Cheshire, Hillsborough and Rockingham counties; New Jersey: Bergen, Burlington, Camden, Cumberland, Essex, Mercer, Monmouth, Morris, Ocean, Passaic and Union counties; New Mexico: Bernalillo, Dona Ana, Roosevelt, San Miguel, Santa Fe and Valencia counties; New York: Albany, Kings, Nassau, New York, Onondaga, Putnam, Queens, Richmond, Schenectady, Suffolk and Westchester counties; North Carolina: Avery, Brunswick, Buncombe, Catawba, Davidson, Guilford, Lenoir, Mecklenburg, Mitchell, Rockingham, Surry, Vance and Wake counties; North Dakota: Cass County; Ohio: Allen, Ashtabula, Brown, Cuyahoga, Erie, Franklin, Hamilton, Jefferson, Lorain, Lucas, Mahoning, Montgomery, Muskingum, Stark, Summit and Trumbull counties; Oklahoma: Choctaw, Cleveland, Comanche, Delaware, Ellis, Garfield, Kay, Lincoln, Logan, Mayes, Oklahoma, Ottawa, Payne, Pontotoc, Pottawatomie, Rogers and Tulsa counties; Oregon: Jackson, Multnomah, Wasco, Washington and Yamhill counties; Pennsylvania: 25 counties; Rhode Island: Providence and Washington counties; South Carolina: Charleston, Chesterfield, Colleton, Florence, Greenville, Horry, Marlboro, Pickens, Richland and Spartanburg counties; Tennessee: Coffee, Davidson, Hamilton, Knox, Montgomery, Shelby, Sullivan, Washington, Williamson and Wilson counties; Texas: 38 counties statewide; Utah: Cache, Davis, Salt Lake, Utah and Weber counties; Vermont: Windham County; Virginia: Arlington, Bedford, Fairfax, Fauquier, Franklin, Giles, Henrico, Loudoun, New Kent, Pulaski and Roanoke counties and cities of Alexandria, Chesapeake, Hopewell, Newport, Petersburg, Portsmouth, Richmond and Virginia Beach; Washington: King, Pierce, Spokane and Walla Walla counties; West Virginia: Hancock County; Wisconsin: Brown, Dane, Eau Claire, Fond Du Lac, Kenosha, La Crosse, Milwaukee, Rock, Saint Croix, Sauk and Waukesha counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry, OB/Gyn., rehabilitation hospitals, physical therapists, psychologists, ambulatory surgery centers, clinical laboratories, outpatient imaging centers and social workers. Services available unbundled. Employees can select non-PPO providers.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers; charges by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding outpatient service predetermination. Other services include mental health review, chiropractic review and PPO redirection. UR provided by the PPO.
Officers: James C. Smith, president/CEO; John L. Krakauer, vp/COO; Dr. Hartmut Kannegiesser, assistant vp-quality assessment/medical continuity; Dr. Scott Smith, vp-clinical management services/national medical director; Lottie A. Kurcz, vp-marketing; Edward L. Wristen, executive vp/COO-provider networks; Lee Dickerson, vp-provider networks.
** Figures are consolidated, including all PPOs in this organization.*

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	977
Board-certified	80%
Specialists	2,280
Facilities	
Hospitals	77
Pharmacies	1,050

Service area: Illinois: 23 counties.
See The AFFORDABLE Medical Networks consolidated listing under Illinois.

American Chiropractic Network-North Central

2825 N. Mayfair Road, Suite 106, Wauwatosa, Wis. 53222; 414-476-4733; fax: 414-476-4517

Specialty PPO providing chiropractic services only

Staff	
Chiropractors	110
Board-certified	100%
Administrative	10
Users: Group Health	
Employees & dependents	401,892
Users: Workers Compensation	
Single coverage	1,000,800
Total users	1,402,692

Service area: Illinois: Boone, Cook, Du Page, Edwards, Kane, Knox, Lake, McHenry, Stephens, Vermilion and Will counties.
Officers: Jefferey J. Nienhaus, executive director.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	11

See Beech Street of California Inc. consolidated listing under California.

Behavioral Health Systems Inc.

485 S. Frontage Road, Suite 305, Burr Ridge, Ill. 60521; 708-655-4440; fax: 708-655-4558

Specialty PPO providing mental health and substance abuse services only

Staff	
Physicians	96
Specialists	129
Administrative	21
Facilities	
Hospitals	17
Users: Group Health	
Employer/payer groups	8
Employees & dependents	50,000
Total users	50,000

Operational date: November 1985.
For profit.
Ownership: Group of doctors.
Service area: Illinois: Cook, Du Page, Kane, Kankakee, Lake, McHenry, Sangamon and Will counties.
Services: Standard package excluding prescriptions. Other services include alternatives to hospitalization. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion. UR provided by the PPO.
Officers: Edward W. Hatch, president; Dr. Anthony M. D'Agostino, chairman/medical director; Robert L. Rogers, marketing director; Dr. Cullen R. Schwemer, vp; Dr. Harold F. McGrath, secretary/treasurer.
Contact: Robert L. Rogers.

CNA Managed Care PPO*

CNA Insurance Companies, CNA Plaza, 27S, Chicago, Ill. 60685; 312-822-1339; fax: 312-822-1454

Staff	
Physicians	32,453
Board-certified	74.57%
Specialists	62,998
Administrative	1,000
Facilities	
Hospitals	1,035
Users: Group Health	
Employer/payer groups	213
Single & family coverage	326,751
Employees & dependents	718,852
Users: Workers Compensation	
Employer/payer groups	55,000
Claims paid	
1992	$42,800,000
1991	$23,600,000

Operational date: September 1986.
For profit.
Ownership: CNA Insurance Cos.
Service area: Alabama, Arizona, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Hampshire, New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, Washington and Wisconsin.
Services: Standard package excluding prescriptions. Other services include chiropractors, podiatry, OB/Gyn., centers of excellence, workers comp, home health and long term care. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures including provider profiling and credentialling. UR provided by the PPO.
Officers: Phillip Engel, president; Jae Wittlich, senior vp-group benefits; Dr. Steven Boren, medical director; Zaven Kazazian, vp-group sales.
** Figures are consolidated, including all PPOs in this organization.*

CNA Managed Care PPO

CNA Insurance Cos., CNA Plaza, 22 West, Chicago, Ill. 60685; 312-822-7626

Staff	
Physicians & specialists	4,495
Board-certified	73.4%
Facilities	
Hospitals	49
Users: Group Health	
Single & family coverage	29,345

Service area: Illinois: Aurora-Elgin, Bloomington-Normal, Champaign-Urbana-Rantoul, Chicago, Decatur, Galesburg, Joliet, Kankakee, Lake County, Peoria, Rockford and Springfield.
Contact: Wayne Malzone, manager-major group sales, 312-822-7626 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	2,754
Facilities	
Hospitals	65

Service area: Illinois: Chicago metropolitan area, Decatur, greater Rockford, greater St. Louis, Kankakee, LaSalle, Peru, Quad Cities, Marion, Rochelle, Spring Valley and southern Illinois.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Chicago

1700 Higgins Road, Suite 600, Des Plaines, Ill. 60018; 708-699-5600; fax: 708-699-5675

Staff	
Physicians & specialists	4,446
Administrative	12
Facilities	
Hospitals	63
Total users	30,305

Operational date: August 1987.
Service area: Illinois: Chicago area.
Compensation: Negotiates hospital charges by per diem.
Contact: John Riff, 708-699-5646.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Decatur/Springfield

1700 Higgins Road, Suite 600, Des Plaines, Ill. 60018; 708-699-5600; fax: 708-699-5675

Staff	
Physicians & specialists	186
Administrative	8
Facilities	
Hospitals	5
Total users	3,402

Operational date: August 1992.
Service area: Illinois: Decatur area.
Compensation: Negotiates hospital charges by per diem.
Contact: Gayle Andrae, 314-726-7792.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Quad Cities

1700 Higgins Road, Suite 600, Des Plaines, Ill. 60018; 708-699-5600; fax: 708-699-5675

Staff	
Physicians & specialists	194
Facilities	
Hospitals	4
Total users	251

Operational date: January 1993.
Service area: Illinois: Quad Cities area.
Compensation: Negotiates hospital charges by per diem.
Contact: Gayle Andrae, 708-699-5605.
See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

8735 W. Higgins Road, Suite 270, O'Hare Plaza, Chicago, Ill. 60631; 800-272-4670; fax: 312-693-2768

Staff	
Physicians	1,470
Patients/physician	104
Board-certified	76.3%
Specialists	4,943
Facilities	
Hospitals	48
Users: Group Health	
Employer/payer groups	124
Employees & dependents	153,399
Users: Workers Compensation	
Employer/payer groups	22
Claims paid	
1992	$73,825,414
1991	$46,874,512

Service area: Illinois.
Officers: Linda Eldridge, executive director.
Contact: Mike Altman, marketing manager.
See Community Care Network Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff	
Specialists	6
Facilities	
Hospitals	3

Service area: Illinois: Chicago, Forest Park, Glen Ellyn, Hoffman Estates, Northbrook, Oak Park, Palatine, Roselle, Schaumburg and Skokie areas.
See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff	
Physicians & specialists	210
Total users	187,468

See Davis Vision consolidated listing under New York.

Delta Dental Plan of Illinois

7321 W. Lake St., River Forest, Ill. 60305; 708-771-0800; fax: 708-771-0837

Specialty PPO providing dental services only

Staff	
Dentists	3,913
Specialists	354
Administrative	14
Users: Group Health	
Employer/payer groups	337
Employees & dependents	34,727

Operational date: January 1988.
Not for profit.
Ownership: Delta Dental Plan of Insurance.
Service area: Illinois: Boone, Carroll, Cook, Du Page, JoDavies, Kane, Lake, Ogle, Stephenson, Will and Winnebago counties.
Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates dental charges by discount off customary rates; is compensated by employers/payers; charges premium per eligible employee unit and per family unit.
UR: Precertification, retrospective review, alternate treatment planning. UR provided by the PPO.
Officers: Harold L. Martin, D.D.S., president; Stephen O. Raibley, D.D.S., dental director; Robert L. Kiriakos, vp-marketing; Patricia Vance, vp.

Continued on next page

For an explanation of PPO directory terms and methodology see guide on page 68.

Continued from previous page

Dental Care Plus Management Corp.

770 N. Halsted, Suite 308, Chicago, Ill. 60622; 312-829-1295; fax: 312-829-7965

Specialty PPO providing dental services only

Staff

Dentists	407
Patients/dentist	1,600
Board-certified	100%
Specialists	175
Administrative	104

Users: Group Health

Employer/payer groups	221
Single coverage	114,000
Family coverage	221,000
Employees & dependents	700,000
Total users	**700,000**

Claims paid

1992	$28,101,000
1991	$16,500,000

Operational date: October 1987.
For profit.
Service area: Illinois: statewide; Indiana: five counties; Iowa: two counties; Missouri: two counties; Wisconsin: 10 counties.
Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates, capitated schedule; is compensated by employers/payers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Precertification, retrospective review, second surgical opinion, outpatient service predetermination and case management. UR provided by the PPO.
Officers: Tina Li, president; Richard F. Sawicz, chief administrative officer; William Li, D.D.S., executive dental consultant; Terry Byrne, marketing director; Denise Thomas, COO; Scott Sanders, CFO.

Employee Health Systems Inc.

17 W. 727 Butterfield Road, Suite E, Oakbrook Terrace, Ill. 60181; 708-268-1660; fax: 708-268-1683

Staff

Physicians	615
Board-certified	98%
Specialists	1,235
Administrative	3

Facilities

Hospitals	46

Users: Group Health

Employer/payer groups	3
Family coverage	21,850
Employees & dependents	54,625
Total users	**54,625**

Claims paid

1992	$7,492,300
1991	$5,743,545

Operational date: January 1991.
For profit.
Service area: Illinois: Cook, DuPage, Kane, Kendall, Lake, Will and Winnebago counties; Indiana: Lake and Porter counties.
Services: Standard package excluding prescriptions. Other services include durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: UR provided by independent contractors.
Officers: Monica Kotas, president; Joseph M. Zerega, vp-marketing.
Contact: Joseph M. Zerega.

ETHIX National Inc.

377 E. Butterfield Road, Suite 650, Lombard, Ill. 60148; 708-769-5280 or 800-392-9885; fax: 708-769-5250

Service area: Contracts with ETHIX Great Lakes in Michigan; ETHIX Mid-Atlantic in New Jersey, Pennsylvania; ETHIX Midlands in Ohio; ETHIX Mid-Rivers in southern Illinois, Missouri; ETHIX Midwest in Minnesota; ETHIX Northwest in Alaska, Montana, Washington; ETHIX Pacific in Oregon; ETHIX Sloans Lake in Colorado; ETHIX Southeast in North Carolina, South Carolina; ETHIX Southwest in Texas (Corpus Christ:, Rio Grande Valley and San Antonio areas); Health Choice in central Alabama; HealthNet in northeastern Kansas, northwestern Missouri; Northern Nevada Health Network in Nevada; PPO Alliance Plus in California; Preferred Care of Richmond in Virginia (Richmond); Preferred Plan Inc. in northern Illinois, northern Indiana, Iowa, Wisconsin; Sooner Health Care Plan in Oklahoma; Voluntary Hospitals of America Inc. in central and southern Indiana.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	26
Single & family coverage	375,074

Service area: Illinois: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

11560 W. 95th St., Suite 207, Overland Park, Kan. 66214; 913-894-6677

Specialty PPO providing workers comp services only

Staff

Physicians	221
Board-certified	50%
Specialists	1,109

Facilities

Hospitals	93

Users: Workers Compensation

Single coverage	180,000
Total users	**180,000**

Operational date: January 1989.
Service area: Illinois: Alton, Arlington Heights, Aurora, Barrington, Belleville, Chicago, Decatur, Des Plaines, Elgin, Elk Grove Village, Elmhurst, Geneva, Joliet, Melrose Park, Moline, Rockford and Woodridge areas.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Health Direct Inc.

1011 E. Touhy Ave., Suite 500, Des Plaines, Ill. 60018; 708-391-9500; fax: 708-390-7715

Staff

Physicians	2,552
Patients/physician	64
Board-certified	97%
Specialists	2,088

Facilities

Hospitals	49
Pharmacies	226

Users: Group Health

Employer/payer groups	250
Employees & dependents	238,000
Total users	**238,000**

Claims paid

1992	$46,279,022
1991	$36,856,554

Operational date: June 1987.
For profit.
Ownership: Lutheran General HealthSystems and EHS Health Care
Service area: Illinois: Cook, DuPage, Kane, Kankakee, Lake, McHenry and Will counties; Indiana: Lake County.
Services: Standard package including vision, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits. Also performs wellness reviews. UR provided by the PPO.
Officers: Charles Stark, president/CEO; Jenifer Cline, COO; Dr. Richard Gayes, medical director; Kerry Finnegan, marketing director; Steve Tiwald, vp-networks/consulting; Ralph Shipley, executive director-claims.

Health Preferred of Mid-America*

2400 E. Devon Ave., Suite 188, Des Plaines, Ill. 60018; 708-803-4762; fax: 708-803-4787

Staff

Physicians	1,356
Board-certified	68%
Specialists	2,113
Administrative	20

Facilities

Hospitals	38

Users: Group Health

Employer/payer groups	337
Single & family coverage	35,491
Employees & dependents	88,727
Total users	**88,727**

Claims paid

1992	$50,472,571
1991	$37,887,763

Operational date: October 1986.
For profit.
Ownership: Group of hospitals.
Service area: Illinois and Indiana.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers; charges flat fee per employee, by percent of savings.
UR: Standard procedures excluding hospital bill audits, outpatient service predetermination and case management. UR provided by the PPO, Case Management and Cost Care.
Officers: David K. Williams, president/executive director; Dr. Alvin Somberg, medical director; Robert E. Pannier, marketing director.
** Figures are consolidated, including all PPOs in this organization.*

Health Preferred of Mid-America

2400 E. Devon Ave., Suite 188, Des Plaines, Ill. 60018; 708-803-4762; fax: 708-803-4787

Staff

Physicians	1,347
Specialists	2,086

Facilities

Hospitals	36

Service area: Illinois: Cook, DeKalb, DuPage, Grundy, Kane, Kankakee, Lake, LaSalle, Lee, McHenry, Peoria, Rock Island, Sangamon, Tazewell, Will and Winnebago counties.
See Health Preferred of Mid-America consolidated listing under Illinois.

HealthNetwork Inc.*

1420 Kensington Road, Suite 203, Oak Brook, Ill. 60521; 708-954-2900; fax: 708-954-1518

Staff

Physicians	3,200
Patients/physician	480
Board-certified	75%
Specialists	4,700
Administrative	10

Facilities

Hospitals	219
Pharmacies	1,500

Users: Group Health

Employer/payer groups	338
Employees & dependents	1,537,368
Total users	**1,537,368**

Operational date: February 1985.
For profit.
Ownership: Illinois Masonic Medical Center, Little Co. of Mary Hospital & Health Centers, Mercy Hospital & Medical Center, West Suburban Hospital Medical Center.
Service area: Illinois, Indiana, Iowa, Missouri and Wisconsin.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn, home health care, hospice care services, infusion therapy services, MRI, nursing homes, occupational/industrial health services, physical therapy services, rehabilitation services, smoking cessation centers, sports medicine and women's health care services. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by the PPO.
Officers: George C. Phillips Jr., president; Dr. Raymond McDermott, medical director; Nick Martinski, marketing director; Donna Wolak, vp-finance; Robert Wright, vp-general services; Lore Vogeltanz, vp-operations.
Contact: Jill F. Odzer, 800-345-7848.
** Figures are consolidated, including all PPOs in this organization.*

HealthNetwork Inc.

1420 Kensington Road, Suite 203, Oak Brook, Ill. 60521; 708-954-2900; fax: 708-954-1518

Staff

Physicians	2,050
Patients/physician	487
Board-certified	75%
Specialists	3,050

Facilities

Hospitals	100

Users: Group Health

Employer/payer groups	338
Employees & dependents	1,000,000
Total users	**1,000,000**

Service area: Illinois: statewide.
Contact: Jill F. Odzer, 800-345-7848.
See HealthNetwork Inc. consolidated listing under Illinois.

HealthStar Managed Care Corp.*

7257 N. Lincoln Ave., Lincolnwood, Ill. 60646; 708-673-3113; fax: 708-679-4804

Staff

Physicians	5,160
Patients/physician	25
Board-certified	65%
Specialists	9,585
Administrative	12

Facilities

Hospitals	250
Pharmacies	8,700

Continued on next page

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Continued from previous page

Users: Group Health	
Employer/payer groups	616
Single coverage	242,168
Employees & dependents	605,420
Users: Workers Compensation	
Employer/payer groups	38
Single coverage	1,125,000
Total users	**1,730,420**

Operational date: September 1984.
For profit.
Service area: Georgia, Illinois, Indiana, Kentucky and Ohio.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Thomas H. Stateman, president; Dr. Rich Shuch, medical director; Robert Hofstadter, executive vp; David M. Gillies, national sales director.
Contact: David M. Gillies.
** Figures are consolidated, including all PPOs in this organization.*

HealthStar Managed Care Corp.

7257 N. Lincoln Ave., Lincolnwood, Ill. 60646; 708-673-3113; fax: 708-679-4804

Staff	
Physicians	1,771
Patients/physician	25
Board-certified	65%
Specialists	3,289
Facilities	
Hospitals	81
Pharmacies	8,700
Users: Group Health	
Employer/payer groups	434
Single coverage	130,268
Employees & dependents	325,670
Users: Workers Compensation	
Employer/payer groups	24
Single coverage	800,000
Total users	**1,125,670**

Operational date: September 1984.
Service area: Illinois.
Officers: David Jackson, executive director.
Contact: David M. Gillies, national sales director.
See HealthStar Managed Care Corp. consolidated listing under Illinois.

LaborCare Inc.

7366 N. Lincoln, Suite 304, Lincolnwood, Ill. 60646; 708-675-7320; fax: 708-675-7325

Staff	
Administrative	4
Facilities	
Hospitals	70
Users: Group Health	
Employer/payer groups	14
Single coverage	88,000
Employees & dependents	286,000
Total users	**286,000**

Operational date: October 1988.
Not for profit.
Service area: Arkansas: Clay County; Illinois: 26 counties; Indiana: Lake County; Iowa: Cedar, Muscatine and Scott counties; Kansas: Sedgwick county; Missouri: Butler, Dunklin, Jasper, Jefferson, New Madrid, Newton, Ripley, St. Charles, St. Louis and Stoddard counties.
Services: Standard package excluding physicians and prescriptions. Other services include durable medical equipment, OB/Gyn, home health, home infusion and perinatal. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by member health and welfare funds; charges flat fee per employee.
UR: Standard procedures excluding precertification, outpatient service predetermination and case management. UR provided by Health Dynamics Inc.
Officers: Benjamin W. Cikanek, president; Frank Tenerello, marketing director.
Contact: Joseph N. Mohr, administrator.

MedView Services Inc.

555 W. Madison Ave., Suite 371, Chicago, Ill. 60661; 312-902-3765; fax: 312-902-3685

Staff	
Physicians	1,012
Board-certified	90%
Specialists	3,902
Administrative	13
Facilities	
Hospitals	132
Users: Group Health	
Employer/payer groups	7
Employees & dependents	69,500
Users: Workers Compensation	
Employer/payer groups	36
Single coverage	1,838,000
Total users	**1,907,500**

Service area: Illinois.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Illinois

1900 E. Golf Road, Suite 501, Schaumburg, Ill. 60173; 708-619-2222

Staff	
Physicians & specialists	4,199
Board-certified	80%
Facilities	
Hospitals	68
Users: Group Health	
Employees & dependents	46,849
Total users	**46,849**

Operational date: October 1986.
Service area: Illinois: Chicago and Danville areas.
See Met-Elect Network consolidated listing under Connecticut.

Midwest Business Medical Assn. Ltd. (MBMA)*

3201 Old Glenview Road, Wilmette, Ill. 60091; 708-853-6292; fax: 708-853-6266

Staff	
Physicians	1,678
Board-certified	99%
Specialists	4,510
Administrative	31
Facilities	
Hospitals	168
Users: Group Health	
Single coverage	44,000
Family coverage	55,000
Employees & dependents	181,500
Users: Workers Compensation	
Single coverage	861,000
Total users	**1,038,500**

Operational date: January 1984.
For profit.
Service area: Illinois, Indiana, Iowa, Kansas, Missouri, Nebraska and Wisconsin.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn, immediate outpatient facilities, rehabilitation outpatient facilities, home health, MRI and wellness services. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by the PPO.
Officers: Noreen F. Orbach, Ph.D., president; James M. Golden, executive director; Arleen Leib, medical director; R. Golden, provider director; E. Frontera, director-workers comp; J. Reyes, group director; Dr. R. Babick, physician panel director.
Contact: James M. Golden.
** Figures are consolidated, including all PPOs in this organization.*

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	3,168
Board-certified	97%
Specialists	1,267
Facilities	
Hospitals	126
Users: Group Health	
Employer/payer groups	1,584
Employees & dependents	318,700

Service area: Illinois.
See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Illinois

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only	
Staff	
Physicians	3
Specialists	7
Facilities	
Hospitals	2
Users: Group Health	
Employer/payer groups	2
Single coverage	1,466
Family coverage	3,264
Employees & dependents	12,668
Total users	**12,668**

Service area: Illinois.
See National Foot Care Program Inc. consolidated listing under Michigan.

Preferred Plan Inc.

10600 W. Higgins Road, Rosemont, Ill. 60018; 708-564-0235; fax: 708-296-8197

Staff	
Physicians	6,700
Board-certified	80%
Facilities	
Hospitals	107
Users: Group Health	
Employer/payer groups	400
Total users	**1,000,000**

Operational date: July 1983.
For profit.
Service area: Illinois, Indiana and Iowa.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
Officers: Robert J. Curry, president; James R. Crones, marketing director; Arlene Parnal, executive director.

Principal Health Care Inc.-PPO Chicago

One Lincoln Center, Suite 1040, Oakbrook Terrace, Ill. 60181; 708-916-6622; fax: 708-916-9595

Staff	
Physicians	1,506
Board-certified	85%
Specialists	3,686
Facilities	
Hospitals	42
Users: Group Health	
Employer/payer groups	5
Employees & dependents	26,776
Total users	**26,776**

Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties; Indiana: Lake, Porter and St. Joseph counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

9399 W. Higgins Road, Suite 500, Rosemont, Ill. 60018; 708-292-6700

Staff	
Physicians	1,679
Specialists	2,816
Administrative	7
Facilities	
Hospitals	49
Users: Group Health	
Employer/payer groups	7,703
Employees & dependents	434,158
Total users	**434,158**

Service area: Illinois: Aurora/Elgin, Chicago, Joliet and Rockford metropolitan areas and Lake County.
Contact: Edward Sandrick, senior vp-operations, 708-292-6701.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	1,903
Board-certified	95%
Specialists	2,706
Facilities	
Hospitals	182

Service area: Illinois.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Chicago

Columbia Centre II, 9450 W. Bryn Mawr, Rosemont, Ill. 60018; 708-671-8727; fax: 708-671-6958

Staff	
Physicians	1,588
Patients/physician	3
Board-certified	91%
Specialists	3,048
Administrative	63
Facilities	
Hospitals	54
Pharmacies	312
Users: Group Health	
Employer/payer groups	3
Employees & dependents*	1,852

** Figure does not include national account users serviced in this region.*

Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Illinois: Cook, DuPage, Lake and portions of Boone, DeKalb, Grundy, Kane, Kankakee, Kendall, LaSalle, Lee, McHenry and Will counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by insurers; charges flat fee per employee.
UR: Standard procedures including maternity and psychiatric review. UR provided by the PPO.
Officers: George Becker, president; Scott Serota, executive director; Dr. Christine Stoll, medical director; Jim Ebbitt, marketing director.
Contact: Scott Serota.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Share Health Plan of Illinois

One Pierce Place, Suite 600, Itasca, Ill. 60143; 708-250-3200; fax: 708-250-3050

Staff	
Physicians	803
Patients/physician	2,000
Board-certified	98%
Specialists	1,841
Facilities	
Hospitals	51
Pharmacies	215
Users: Group Health	
Employer/payer groups	700
Employees & dependents	75,000
Total users	**75,000**

Operational date: May 1990.
For profit.
Ownership: United HealthCare Corp.
Service area: Illinois: Cook, DuPage, Kane, Kankakee, Lake, McHenry and Will counties.
Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: John G. Ruther, president/executive director; Dr. Mervin Shalowitz, medical director; David R. Gotsch, marketing director.
Contact: Jane S. Funk, director-sales/marketing.

TakeCare Preferred Plan of Illinois

747 E. 22nd St., Suite 100, Lombard, Ill. 60148; fax: 708-916-4275

Staff	
Physicians	551
Patients/physician	11
Board-certified	90%
Specialists	1,498
Administrative	69
Facilities	
Hospitals	52
Pharmacies	755
Users: Group Health	
Employer/payer groups	77
Employees & dependents	6,241
Total users	**6,241**
Claims paid	
1992*	$1,612,191

** Figure represents May-December 1992 only.*

Operational date: April 1986.
Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties.
Services: Standard package including vision, durable medical equipment, podiatry and OB/Gyn.
Compensation: Negotiates hospital charges by per diem; charges discounted fee schedule.
UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: Anthony Van Roekel, president/executive director; Dr. John Buehler, medical director; Amy Getschman Scavo, marketing director; Ralph O'Brien, vp-finance; Beth Bender, director-contracting; Lynne Marsh, operations consultant; Sandra DeStefano, manager-account services.
See TakeCare Preferred Network consolidated listing under California.

Travelers Managed Care System-Chicago

184 Shuman Blvd., Suite 400, Naperville, Ill. 60563; 708-983-2400

Staff	
Physicians	3,809
Facilities	
Hospitals	46
Users: Group Health	
Employer/payer groups	1,314
Single & family coverage	88,465

Operational date: June 1987.
Service area: Illinois: Cook, DuPage, Kane, Lake, McHenry and Will counties.
Officers: Tim Dickman, director-operations; Ron White, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

INDIANA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	38
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	3

Continued on next page

Continued from previous page
Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans-Evansville
6081 E. 82nd St., Suite 407, Indianapolis, Ind. 46250; 317-841-2933; fax: 317-845-2817

Staff	
Physicians	81
Patients/physician	54
Board-certified	79.2%
Specialists	158
Facilities	
Hospitals	4
Pharmacies	76
Users: Group Health	
Employer/payer groups	43
Employees & dependents	4,421
Total users	**4,421**

Operational date: July 1987.
Service area: Indiana: Gibson, Posey and Vanderburgh counties and portions of Warrick County; Kentucky: Henderson and Union counties.
Officers: James McLane, president; Debbie McClintock, executive director; Dr. Robert Gibbs, medical director; W.E. Chalker Jr., marketing director.
Contact: Randy Shideler.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Fort Wayne
6081 E. 82nd St., Suite 407, Indianapolis, Ind. 46250; 317-841-2933; fax: 317-845-2817

Staff	
Physicians	204
Patients/physician	84
Board-certified	84.3%
Specialists	303
Facilities	
Hospitals	11
Pharmacies	145
Users: Group Health	
Employer/payer groups	52
Employees & dependents	17,229
Total users	**17,229**

Operational date: December 1988.
Service area: Indiana: Adams, Allen, Cass, De Kalb, Huntington, Kosciusko and portions of Lagrange, Noble, Steuben, Wabash, Wells and Whitley counties.
Officers: James McLane, president; Debbie McClintock, executive director; Dr. Robert Gibbs, medical director; W.E. Chalker Jr., marketing director.
Contact: Randy Shideler.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Indianapolis
6081 E. 82nd St., Suite 407, Indianapolis, Ind. 46250; 317-841-2933; fax: 317-845-2817

Staff	
Physicians	723
Patients/physician	28
Board-certified	73.2%
Specialists	1,221
Facilities	
Hospitals	18
Pharmacies	319
Users: Group Health	
Employer/payer groups	186
Employees & dependents	20,220
Total users	**20,220**

Operational date: March 1987.
Service area: Indiana: Boone, Clinton, Hamilton, Hancock, Hendricks, Henry, Johnson, Madison, Marion, Morgan, Shelby and Vigo counties; Illinois: portions of Edgar County.
Officers: James McLane, president; Debbie McClintock, executive director; Dr. Robert Gibbs, medical director; W.E. Chalker Jr., marketing director.
Contact: Randy Shideler.
See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network-North Central
2825 N. Mayfair Road, Suite 106, Wauwatosa, Wis. 53222; 414-476-4733; fax: 414-476-4517

Specialty PPO providing chiropractic services only

Staff	
Chiropractors	10
Board-certified	100%
Administrative	10
Users: Group Health	
Employees & dependents	3,500
Total users	**3,500**

Service area: Indiana: Allen, Dearborn, Lake, Porter and St. Joseph counties.
Officers: Jefferey J. Nienhaus, executive director.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Anthem Health Systems*
5451 W. Lakeview Parkway S. Drive, Indianapolis, Ind. 46268; 317-290-5600; fax: 317-290-5690

Staff	
Physicians	47,645
Administrative	362
Facilities	
Hospitals	744
Users: Group Health	
Employer/payer groups	5,593
Employees & dependents	2,942,108
Users: Workers Compensation	
Single coverage	8,097
Total users	**2,950,205**

Operational date: 1983.
For profit.
Ownership: Associated Insurance Cos. Inc.
Service area: California, Florida, Georgia, Indiana, Mississippi, Nevada, South Carolina, Tennessee, Texas and Virginia.
Contracts with Arizona Medical Network in Arizona; Associates for Health Care in Wisconsin; First Choice in Washington; First Choice/MHN in Oregon; Medcost Carolina Preferred Care in North Carolina; Ohio Health Choice Plan in Ohio; Premier Medical Network in Utah; Southcare Medical Alliance in Georgia; Southeast Medical Alliance in Arkansas, Louisiana, Mississippi; Virginia Health Network in Virginia.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry, OB/Gyn and organ transplant. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, case rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Michael O. Bell, president; Bill Paradise, marketing director.
** Figures are consolidated, including all PPOs in this organization.*

Anthem Health Systems/ Preferred Care of Indiana/ Premium Preferred Network/ Advantus Point-of-Service Indiana Health Network
5451 W. Lakeview Parkway S. Drive, Indianapolis, Ind. 46268; 317-290-5600; fax: 317-290-5690

Staff	
Physicians	6,925
Administrative	130
Facilities	
Hospitals	105
Users: Group Health	
Employer/payer groups	3,590
Employees & dependents	2,064,933
Users: Workers Compensation	
Single coverage	7,000
Total users	**2,071,933**

Operational date: 1985.
Service area: Indiana.
Contracts with Associates for Health Care Inc. in Wisconsin; Ohio Health Choice Plan in Ohio.
Services: Same as consolidated listing, excluding durable medical equipment.
Compensation: Same as consolidated, excluding case rates.
Officers: Michael O. Bell, president; Terrance Kobb, regional vp; Dr. Carolyn Cunningham, medical director; Joseph Solari, marketing director.
Contact: Joseph Solari, 317-298-6665.
See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.
2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	11

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO
CNA Insurance Cos., CNA Plaza, 22 West, Chicago, Ill. 60685; 312-822-7626

Staff	
Physicians & specialists	1,646
Board-certified	60.7%
Facilities	
Hospitals	21
Users: Group Health	
Single & family coverage	6,035

Service area: Indiana: Gary, Hammond, Indianapolis, Mishawaka, South Bend and Terre Haute areas.
Contact: Wayne Malzone, manager-major group sales, 312-822-7626 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.
West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	873
Facilities	
Hospitals	14

Service area: Indiana: Greater Indianapolis, Kokomo and Northwest Indiana areas; Kentucky: Louisville area.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Central Indiana
9200 Keystone Crossing, Suite 304, P.O. Box 90257, Indianapolis, Ind. 46290; 317-573-3190; fax: 317-573-3194

Staff	
Physicians & specialists	1,083
Administrative	3
Facilities	
Hospitals	19
Total users	**14,320**

Operational date: November 1989.
Service area: Indiana: Indianapolis area.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Paul Kinkel.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Michiana (South Bend)
9200 Keystone Crossing, Suite 304, P.O. Box 90257, Indianapolis, Ind. 46290; 317-573-3190; fax: 317-573-3194

Staff	
Physicians & specialists	447
Administrative	3
Facilities	
Hospitals	14
Total users	**3,216**

Operational date: January 1991.
Service area: Indiana: South Bend area.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Paul Kinkel.
See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.
8735 W. Higgins Road, Suite 250, O'Hare Plaza, Chicago, Ill. 60631; 800-552-0556; fax: 312-693-5018

Staff	
Physicians	125
Patients/physician	37
Board-certified	56%
Specialists	446
Facilities	
Hospitals	7
Users: Group Health	
Employer/payer groups	102
Employees & dependents	4,569
Users: Workers Compensation	
Employer/payer groups	19
Claims paid	
1992	$3,221,457
1991	$3,707,005

Service area: Indiana: La Porte, Lake and Porter counties.
Officers: Linda Eldridge, executive director.
Contact: Mike Sartell, senior account executive.
See Community Care Network Inc. consolidated listing under California.

CORPHEALTH Inc.
1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff	
Specialists	1

Service area: Indiana: Greenfield and Indianapolis areas.
See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision
159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff	
Physicians & specialists	55
Total users	**33,959**

See Davis Vision consolidated listing under New York.

Delta Preferred Option/Delta Preferred Option Plus
P.O. Box 50419, Indianapolis, Ind. 46250; 317-842-4022; fax: 317-577-2361

Specialty PPO providing dental services only

Staff	
Dentists	128
Specialists	10
Users: Group Health	
Employer/payer groups	1
Employees & dependents	7,962
Total users	**7,962**

Operational date: 1989.
Not for profit.
Ownership: Delta Dental Plan of Michigan.
Service area: Indiana: statewide.
Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers; charges flat fee per employee, administrative fee based on expected claims activity.
UR: Practice pattern review, predetermination review, consultant review. UR provided by the PPO.
Officers: C. Richard Seitz, president; E. Craig Lesley, vp-marketing.
Contact: E. Craig Lesley.

Eye Care Plan of America
1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health	
Employer/payer groups	15
Single & family coverage	251,640

Service area: Indiana: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.
11560 W. 95th St., Suite 207, Overland Park, Kan. 66214; 913-894-6677

Specialty PPO providing workers comp services only

Staff	
Physicians	100
Board-certified	50%
Specialists	600
Facilities	
Hospitals	28
Users: Workers Compensation	
Single coverage	54,726
Total users	**54,726**

Operational date: September 1993.
Service area: Indiana: Carmel, Crown Point, Danville, Dyer, Evansville, Fort Wayne, Gary, Hammond, Huntington, Indianapolis, Kokomo, Munster, South Bend and Terre Haute areas.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Health Preferred of Mid-America
2400 E. Devon Ave., Suite 188, Des Plaines, Ill. 60018; 708-803-4762; fax: 708-803-4787

Staff	
Physicians	17
Board-certified	76%
Specialists	41
Facilities	
Hospitals	3

Service area: Indiana: Lake County.
See Health Preferred of Mid-America consolidated listing under Illinois.

HealthNetwork Inc.
1420 Kensington Road, Suite 203, Oak Brook, Ill. 60521; 708-954-2900; fax: 708-954-1518

Staff	
Physicians	450
Patients/physician	333
Board-certified	75%
Specialists	550
Facilities	
Hospitals	34
Users: Group Health	
Employer/payer groups	338
Employees & dependents	150,000
Total users	**150,000**

Service area: Indiana: statewide.
Contact: Jill F. Odzer, 800-345-7848.
See HealthNetwork Inc. consolidated listing under Illinois.

HealthStar Managed Care Corp.
8275 Allison Pointe Trail, Suite 325, Indianapolis, Ind. 46250; 317-579-5400; fax: 317-579-5401

Staff	
Physicians	310
Patients/physician	25
Specialists	575
Administrative	8
Facilities	
Hospitals	26
Pharmacies	8,700
Users: Group Health	
Employer/payer groups	15
Single coverage	10,800
Employees & dependents	27,000
Total users	**27,000**

Service area: Indiana.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Officers: Beth Ann Kearns, executive director.
See HealthStar Managed Care Corp. consolidated listing under Illinois.

Medco Value Plus
7011 Grand National Drive, Orlando, Fla. 32819; 800-952-5277

Facilities	
Hospitals	6
Users: Group Health	
Employer/payer groups	7
Single & family coverage	13,700

Service area: Indiana: 23 counties.
Contact: Harold Green, director.
See Medco Value Plus consolidated listing under Florida.

MedView Services Inc.
32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	677
Board-certified	90%
Specialists	2,403
Facilities	
Hospitals	67

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Users: Group Health	
Employer/payer groups	11
Employees & dependents	61,500
Users: Workers Compensation	
Employer/payer groups	32
Single coverage	1,305,000
Total users	**1,366,500**

Service area: Indiana.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,578
Board-certified	93%
Specialists	631
Facilities	
Hospitals	70
Users: Group Health	
Employer/payer groups	789
Employees & dependents	161,300
Users: Workers Compensation	
Employer/payer groups	50
Single coverage	5,000
Total users	**161,300**

Service area: Indiana.
See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Indiana

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff	
Physicians	9
Specialists	11
Facilities	
Hospitals	1
Users: Group Health	
Employer/payer groups	2
Single coverage	1,522
Family coverage	9,069
Employees & dependents	29,021
Total users	**29,021**

Service area: Indiana.
See National Foot Care Program Inc. consolidated listing under Michigan.

PPOM

300 N. Michigan, Suite 406, South Bend, Ind. 46601; 219-289-7766; fax: 216-282-4344

Staff	
Physicians	100
Specialists	85
Administrative	2
Facilities	
Hospitals	1

Service area: Indiana: 20 northern counties.
Contact: Jay Levin, vp/marketing director.
See PPOM consolidated listing under Michigan.

Physicians Health Plan of Northern Indiana

7222 Engle Road, Fort Wayne, Ind. 46804-2230; 219-432-6690; fax: 219-432-0493

Staff	
Physicians	217
Specialists	347
Facilities	
Hospitals	13
Pharmacies	56
Users: Group Health	
Employer/payer groups	235
Single coverage	6,244
Family coverage	12,920
Employees & dependents	48,257
Total users	**48,257**
Claims paid	
1992	$50,476,569
1991	$52,235,705

Operational date: October 1983.
Not for profit.
Ownership: Members.
Service area: Indiana: Adams, Allen, De Kalb, Huntington, Jay, La Grange, Noble, Steuben, Wells and Whitley counties.

Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including vision, dental, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures. UR provided by the PPO.

Officers: Jay M. Gilbert, president/executive director; Dr. Philip Shubert, medical director; Marcia Haaff, marketing director.

Physicians Medical Alliance

3951 N. Meridian St., Suite 100, Indianapolis, Ind. 46208; 317-924-8728; fax: 317-923-1575

Staff	
Physicians	590
Board-certified	70%
Specialists	1,004
Administrative	3
Facilities	
Hospitals	42
Users: Group Health	
Employer/payer groups	18
Employees & dependents	60,000
Users: Workers Compensation	
Employer/payer groups	33
Single coverage	60,000

Operational date: January 1986.
For profit.
Service area: Indiana: statewide.
Services: Physicians, hospitalization, vision and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, billed charges; is compensated by employers/payers, providers, insurers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized.
UR: UR provided by an outside contractor.
Officers: Dr. Norman S. Marks, president; Nancy L. Mabel, executive director; Dr. E. Henry Lamkin Jr., medical director.
Contact: Linda R. Trowbridge.

Preferred Plan, A TakeCare Preferred Network*

7223 Engle Road, Suite 110, Fort Wayne, Ind. 46804; 219-434-2600; fax: 219-434-2622

Staff	
Physicians	4,987
Patients/physician	56
Board-certified	64%
Specialists	13,617
Administrative	60
Facilities	
Hospitals	278
Pharmacies	205
Users: Group Health	
Employer/payer groups	98
Employees & dependents	276,757
Total users	**276,757**

Operational date: May 1992.
For profit.
Ownership: TakeCare Inc.
Service area: Arizona, California, District of Columbia, Georgia, Illinois, Indiana, Iowa, Kansas, Maryland, Massachusetts, Missouri, Nebraska, Nevada, Ohio, Texas and Virginia.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized.
UR: Standard procedures including psychiatric review. UR provided by the PPO.
Officers: Karen L. Greenrose, executive director; Dr. Michael Mohrman, medical director; E. Craig Keohan, marketing director; Patricia Weathers, director-network management; Judie Scott, director-PPO operations.
Contact: Amy M. Galecki, manager-PPO administration.
** Figures are consolidated, including all PPOs in this organization.*

Preferred Plan of Indiana

7174 Waldemar Drive, Indianapolis, Ind. 46268; 317-329-3141; fax: 317-329-3142

Staff	
Physicians	447
Patients/physician	44
Board-certified	90%
Specialists	1,468
Administrative	3
Facilities	
Hospitals	26
Users: Group Health	
Employer/payer groups	9
Employees & dependents	19,062
Total users	**19,062**

Service area: Illinois: Clark and Edgar counties; Indiana: Adams, Allen, Clay, De Kalb, Hamilton, Hancock, Hendricks, Huntington, Johnson, Marion, Morgan, Noble, Sullivan, Vigo, Wabash, Wells and Whitley counties; Ohio: Defiance and Paulding counties.
See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Private Healthcare Systems Inc.

9399 W. Higgins Road, Suite 500, Rosemont, Ill. 60018; 708-292-6700

Staff	
Physicians	693
Specialists	953
Administrative	5
Facilities	
Hospitals	21
Users: Group Health	
Employer/payer groups	581
Employees & dependents	39,442
Total users	**39,442**

Service area: Indiana: Gary/Hammond, Indianapolis and Terre Haute metropolitan areas.
Contact: Edward Sandrick, senior vp-operations, 708-292-6701.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	242
Board-certified	95%
Specialists	343
Facilities	
Hospitals	44

Service area: Indiana.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Indiana

8425 Woodfield Crossing Blvd., Suite 301, P.O. Box 80009, Indianapolis, Ind. 46280; 317-469-8000

Staff	
Physicians	381
Board-certified	95%
Specialists	520
Administrative	17
Facilities	
Hospitals	16
Pharmacies	70

Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Indiana: Anderson, Bloomington, Evansville, Fort Wayne, Hendricks and Johnson counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures including maternity and psychiatric. UR provided by the PPO.
Officers: George Becker, president; Shirley Lady, executive director; Dr. John R. Dugan, medical director; Noreen Shriefer, marketing director.
Contact: Shirley Lady.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-Central Indiana/ Fort Wayne

184 Shuman Blvd., Suite 400, Naperville, Ill. 60563; 708-983-2400

Staff	
Physicians	138
Facilities	
Hospitals	1
Users: Group Health	
Employer/payer groups	56
Single & family coverage	973

Operational date: April 1987.
Service area: Indiana: Allen County.
Officers: Tim Dickman, executive director; Al Szabo, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Central Indiana/ Indianapolis

184 Shuman Blvd., Suite 400, Naperville, Ill. 60563; 708-983-2400

Staff	
Physicians	893
Facilities	
Hospitals	7
Users: Group Health	
Employer/payer groups	153
Single & family coverage	14,017

Operational date: February 1987.
Service area: Indiana: Boone, Hamilton, Hancock, Hendricks, Johnson, Madison, Marion, Morgan, Shelby and Tippecanoe counties.
Officers: Tim Dickman, executive director; Al Szabo, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Northwest Indiana

184 Shuman Blvd., Suite 400, Naperville, Ill. 60563; 800-752-4285

Staff	
Physicians	273
Facilities	
Hospitals	11
Users: Group Health	
Employer/payer groups	59
Single & family coverage	4,547

Operational date: April 1990.
Service area: Indiana: Lake, La Porte, Porter and St. Joseph counties.
Officers: Tim Dickman, executive director; Al Szabo, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

TriState Healthcare Partners

600 Mary St., Evansville, Ind. 47747; 812-428-7265; fax: 812-428-7258

Staff	
Physicians	100
Board-certified	86%
Specialists	150
Facilities	
Hospitals	2
Pharmacies	60
Users: Group Health	
Employer/payer groups	17
Employees & dependents	21,000
Users: Workers Compensation	
Employer/payer groups	8
Single coverage	1,700
Total users	**21,000**

Operational date: July 1985.
Not for profit.
Ownership: Deaconess Hospital.
Service area: Southeastern Illinois, southwestern Indiana, northwestern Kentucky.

Services: Standard package. Other services include podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by providers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion. UR provided by outside contractors.
Officers: Dr. Peter Stevenson, president; Marla Seaton, executive director.
Contact: Marla Seaton.

IOWA

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	2

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 1010 Market St., Suite 560, St. Louis, Mo. 63101

Staff	
Physicians & specialists	424
Board-certified	73.3%
Facilities	
Hospitals	6

Service area: Iowa: Davenport, Des Moines, Moline and Rock Island areas.
Contact: Bill Carroll, manager-major group sales, 314-342-7945 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	18

Service area: Iowa: Cedar Falls, Des Moines, greater Omaha, Osceola, Quad Cities and Waterloo areas.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Des Moines

1700 Higgins Road, Suite 600, Des Plaines, Ill. 60018; 708-699-5600; fax: 708-699-5675

Staff	
Physicians & specialists	521
Facilities	
Hospitals	3
Total users	**5,564**

Operational date: April 1992.
Service area: Iowa: Des Moines area.
Compensation: Negotiates hospital charges by per diem.
Contact: Gayle Andrae, 708-699-5605.
See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

8735 W. Higgins Road, Suite 250, O'Hare Plaza, Chicago, Ill. 60631; 800-552-0556; fax: 312-693-5018

Staff	
Specialists	1
Facilities	
Hospitals	2
Claims paid	
1992	$96,100
1991	$4,554

Service area: Iowa: Scott County.
Officers: Linda Eldridge, executive director.
Contact: Debra Halladay, marketing manager-national accounts.
See Community Care Network Inc. consolidated listing under California.

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Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists	50
Total users	**70,692**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	4
Single & family coverage	137,522

Service area: Iowa: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

11560 W. 95th St., Suite 207, Overland Park, Kan. 66214; 913-894-6677

Specialty PPO providing workers comp services only

Staff

Physicians	34
Board-certified	50%
Specialists	59

Facilities

Hospitals	9

Users: Workers Compensation

Single coverage	50,000
Total users	**50,000**

Operational date: September 1990.

Service area: Iowa: Allamakee, Black Hawk, Cerro Geade, Polk, Pottawattamie and Scott counties.

Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs.

Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Health Care Preferred

601 Locust, Suite 500, Des Moines, Iowa 50309-3743; 515-244-6300; fax: 515-237-1272

Staff

Physicians	527
Specialists	960

Facilities

Hospitals	35

Users: Group Health

Employer/payer groups	23
Employees & dependents	45,884
Total users	**45,884**

Service area: Illinois: Henry and Rock Island counties; Iowa: 29 central counties.

Contact: Leslie Robinson, director-management/administration, 301-881-1033.

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Health First

2700 Pierce St., P.O. Box 2055, Sioux City, Iowa 51104; 712-279-3950; fax: 712-279-3836

Staff

Physicians	50
Board-certified	95%
Specialists	82
Administrative	4

Facilities

Hospitals	6

Users: Group Health

Employer/payer groups	199
Single & family coverage	8,313
Employees & dependents	15,750
Total users	**15,750**

Operational date: January 1987.

Not for profit.

Ownership: Joint hospital/physician venture.

Service area: Iowa: Buena Vista, Cherokee, Plymouth, Sioux and Woodbury counties; Nebraska: Dakota and Dixon counties; South Dakota: Union County.

Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry, OB/Gyn, home health and outpatient rehabilitation. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding second surgical opinion and hospital bill audits. UR provided by the PPO.

Officers: Dr. Gene N. Herbek, president-board of directors; Rick J. Pyburn, executive director.

HealthNetwork Inc.

1420 Kensington Road, Suite 203, Oak Brook, Ill. 60521; 708-954-2900; fax: 708-954-1518

Staff

Physicians	20
Patients/physician	5,000
Board-certified	75%
Specialists	30

Facilities

Hospitals	11

Users: Group Health

Employer/payer groups	338
Employees & dependents	100,000
Total users	**100,000**

Service area: Iowa: statewide.

Contact: Jill F. Odzer, 800-345-7848.

See HealthNetwork Inc. consolidated listing under Illinois.

Midwest Business Medical Assn. Ltd.

220 Emerson Place, Davenport, Iowa 52801; 319-322-1021

Staff

Physicians	218
Board-certified	97%
Specialists	724
Administrative	4

Facilities

Hospitals	21

Users: Group Health

Single coverage	7,300
Family coverage	14,000
Employees & dependents	42,300

Users: Workers Compensation

Single coverage	127,500
Total users	**169,800**

Service area: Western Illinois, Iowa, Nebraska.

Officers: Jayne Huett, marketing director.

See Midwest Business Medical Assn. Ltd. (MBMA) consolidated listing under Illinois.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians	306
Board-certified	91%
Specialists	122

Facilities

Hospitals	10

Users: Group Health

Employer/payer groups	155
Employees & dependents	29,580

Service area: Iowa.

See MultiPlan Inc. consolidated listing under New York.

Option One

8420 W. Dodge Road, Suite 210, Omaha, Neb. 68114-3492; 402-391-7044; fax: 402-390-8239

Staff

Physicians	32
Patients/physician	257
Board-certified	90%
Specialists	60
Administrative	15

Facilities

Hospitals	1

Users: Group Health

Employer/payer groups	85
Employees & dependents	7,800
Total users	**7,800**

Claims paid

1992	$4,200,000
1991	$3,700,000

Service area: Iowa: Harrison, Mills and Pottawattamie counties.

See Option One consolidated listing under Nebraska.

Preferred Plan of Nebraska/Iowa

11205 Wright Circle, Suite 125, Omaha, Neb. 68144; 402-334-0445; fax: 402-334-0314

Staff

Physicians	32
Patients/physician	66
Board-certified	60%
Specialists	34
Administrative	1.5

Facilities

Hospitals	1

Service area: Iowa: Mills and Pottawattamie counties.

Contact: Tim Fowler, sales representative.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians	43
Board-certified	95%
Specialists	35

Facilities

Hospitals	12

Service area: Iowa.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

KANSAS

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff

Physicians & specialists	802

Facilities

Hospitals	15

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities

Hospitals	16

Service area: Kansas: Atchison, Kansas City, Norton, Topeka and Wichita.

See CAPP CARE Inc. consolidated listing under California.

Choice Care

1133 Topeka Blvd., Topeka, Kan. 66629; 913-291-7000; fax: 913-291-8216

Facilities

Hospitals	74

Users: Group Health

Employer/payer groups	355
Single coverage	11,490
Family coverage	17,232
Employees & dependents	73,609
Total users	**73,609**

Claims paid

1992	$5,927,391
1991	$4,719,164

Operational date: January 1986.

Not for profit.

Ownership: Blue Cross and Blue Shield of Kansas.

Service area: Kansas: 45 counties (primarily eastern).

Services: Hospitalization. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers.

UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. UR provided by the PPO.

Officers: Thomas Miller, president; John Knack, executive director; Dr. John Listerman, medical director; Andrew Corbin, marketing director.

CIGNA PPO-Kansas/Missouri

7400 W. 110th Street, Suite 600, Overland Park, Kan. 66210; 913-451-9389; fax: 913-451-0974

Staff

Physicians & specialists	1,687
Administrative	11

Facilities

Hospitals	25
Total users	**10,813**

Operational date: January 1988.

Service area: Kansas and Missouri: Kansas City area.

Compensation: Negotiates hospital charges by per diem.

Contact: Joanne Spencer.

See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

51 Corporate Woods, 9393 W. 110th St., Suite 502, Overland, Kan. 66210; 800-528-9063; fax: 913-451-6750

Staff

Physicians	164
Patients/physician	47
Board-certified	70.1%
Specialists	576

Facilities

Hospitals	6

Users: Group Health

Employer/payer groups	22
Employees & dependents	7,770

Users: Workers Compensation

Employer/payer groups	3

Claims paid

1992	$45,588

Service area: Kansas: 105 counties statewide.

Officers: Michele Holzman, executive director.

Contact: Bob Brightwell, marketing manager.

See Community Care Network Inc. consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists	11
Total users	**6,965**

See Davis Vision consolidated listing under New York.

Delta Preferred Option

1010 N. Main, Wichita, Kan. 67202; 316-264-8413; fax: 316-264-5912

Specialty PPO providing dental services only

Staff

Dentists	376

Operational date: June 1993.

Not for profit.

Ownership: Delta Dental Plan of Kansas Inc.

Service area: Kansas.

Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Officers: Ron Gessl, president; Edward Roling, marketing director.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	4
Single & family coverage	127,287

Service area: Kansas: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

11560 W. 95th St., Suite 207, Overland Park, Kan. 66214; 913-894-6677

Specialty PPO providing workers comp services only

Staff

Physicians	43
Board-certified	50%
Specialists	216

Facilities

Hospitals	13

Users: Workers Compensation

Single coverage	600,000
Total users	**600,000**

Operational date: October 1989.

Service area: Kansas: Kansas City, Lenexa, North Kansas City, Olathe, Overland Park, Shawnee, Shawnee Mission, Topeka and Wichita areas.

Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Medco Value Plus

7011 Grand National Drive, Orlando, Fla. 32819; 800-952-5277; fax: 407-363-7928

Facilities

Hospitals	2

Users: Group Health

Employer/payer groups	2
Single & family coverage	200

Service area: Kansas: nine counties.

Services: Hospitalizations, psychiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Contact: Harold Green, director.

See Medco Value Plus consolidated listing under Florida.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff

Physicians	125
Board-certified	90%
Specialists	353

Facilities

Hospitals	17

Users: Workers Compensation

Employer/payer groups	3
Single coverage	34,500
Total users	**34,500**

Service area: Kansas.

Contact: Cathy Lamar, director-sales.

See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Kansas

Nine Corporate Woods, Suite 185, Overland Park, Kan. 66210-2102; 913-451-5656

Staff

Physicians & specialists	1,717
Board-certified	78%

Facilities

Hospitals	15

Users: Group Health

Employees & dependents	10,835
Total users	**10,835**

Operational date: July 1991.

Service area: Kansas/Missouri: Kansas City.

See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians	762
Board-certified	82%
Specialists	305

Facilities

Hospitals	22

Users: Group Health

Employer/payer groups	379
Employees & dependents	76,200

Service area: Kansas.

See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Kansas

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff

Specialists	4

Continued on next page

Continued from previous page

Users: Group Health	
Employer/payer groups	1
Single coverage	22
Family coverage	108
Employees & dependents	363
Total users	**363**

Service area: Kansas.

See National Foot Care Program Inc. consolidated listing under Michigan.

Preferred Chiropractic Care Inc.

555 N. McLean Blvd., Wichita, Kan. 67203; 316-263-7800; fax: 316-263-7814

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	510
Administrative	10
Users: Group Health	
Employer/payer groups	3,300
Single coverage	3,150,000
Total users	**5,003,000**

Operational date: November 1984.
For profit.
Service area: Arizona, Florida, Kansas, New Jersey, New York, Oklahoma and Texas.
Services: Chiropractors. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Precertification, retrospective review, outpatient service predetermination and case management. UR provided by the PPO.
Officers: Dr. Brad Dopps, president; M. Gary Banwart, CEO.

Preferred Health Care Inc.

345 Riverview Drive, Suite 600, Wichita, Kan. 67203; 316-268-0345; fax: 316-268-0346

Staff	
Physicians	600
Patients/physician	250
Board-certified	75%
Specialists	900
Administrative	25
Facilities	
Hospitals	69
Users: Group Health	
Employer/payer groups	403
Single coverage	22,223
Family coverage	33,331
Employees & dependents	150,000
Total users	**150,000**

Operational date: January 1985.
For profit.
Ownership: Health Affiliates Inc., Health Providers Inc., group of physicians.
Service area: Kansas: 75 central and southwestern counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals.
UR: Standard procedures excluding second surgical opinion, outpatient service predetermination and case management. UR provided by the PPO.
Officers: Marlon R. Dauner, president; Benjamin Matassarin, medical director; Gregg Dick, vp-finance.

Preferred Health Professionals

10955 Lowell, Suite 300, Overland Park, Kan. 66210; 913-339-4400; fax: 913-339-9804

Staff	
Physicians	507
Specialists	826
Administrative	44
Facilities	
Hospitals	32
Pharmacies	35
Users: Group Health	
Employees & dependents	115,000
Total users	**115,000**

Operational date: 1983.
Not for profit.
Ownership: Hospital and group of doctors.
Accredited by AAPI.
Service area: Kansas: Douglas, Jackson, Jefferson, Johnson, Leavenworth, Miami, Nemaha, Pottawatomie, Shawnee and Wyandotte counties; Missouri: Benton, Cass, Chariton, Clay, Henry, Jackson, Johnson, Lafayette, Linn, Macon, Pettis, Platte, Ray and Saline counties.

Contracts with Health Choice in Missouri (Andrew, Buchanan, Clinton, De Kalb, Gentry, Livingston and Nodaway counties); Health Partners of Kansas in Kansas (Butler, Harper, Harvey, Sedgewick and Sumner counties).

Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by the PPO.
Officers: Sylvia Dochterman, president; Barbara C. Potter, vp/COO; Dr. Abe Braverman, medical director; John Bolin III, marketing director.

Preferred Mental Health Inc.

8220 Robinson, Overland Park, Kan. 66204; 913-381-7700; fax: 913-381-7701

Specialty PPO providing mental health and substance abuse services only	
Staff	
Psychiatrists/Physicians	863
Board-certified	96%
Specialists	437
Administrative	8
Facilities	
Hospitals	347
Users: Group Health	
Employer/payer groups	34
Employees & dependents	94,680
Total users	**94,680**

Operational date: April 1987.
For profit.
Ownership: Doctor.
Service area: Nationwide excluding Alaska.
Services: Standard services excluding prescriptions. Other services include employee assistance programs, claims management and substance abuse/mental health consultations. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion. UR provided by the PPO.
Officers: Thomas J. Fitzgerald, Ph.D., president/executive director; Holly Borrego, marketing director; James O. Jackson, Ph.D.
Contact: Holly Borrego.

Preferred Vision Care

8695 College Blvd., Suite 220, Overland Park, Kan. 66210; 913-451-1672; fax: 913-451-1704

Specialty PPO providing vision services only	
Staff	
Physicians	3,600
Patients/physician	2,500
Board-certified	100%
Specialists	300
Administrative	14,400
Users: Group Health	
Employer/payer groups	20,000
Single coverage	700,000
Family coverage	800,000
Employees & dependents	3,750,000
Total users	**3,750,000**

Operational date: February 1987.
For profit.
Service area: Puerto Rico, United States and the U.S. Virgin Islands.
Services: Vision. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers; charges flat fee per employee.
UR: Concurrent review, retrospective review and hospital bill audits. UR provided by the PPO.
Officers: Paul J. Disser, president; R. Kelly Disser, executive director; Michele G. Disser, medical director; Robert J. Sweeney, marketing director.

Prescription Network of Kansas

1308 W. 10th St., Topeka, Kan. 66604; 913-232-1712 or 800-279-3022; fax: 913-232-3764

Specialty PPO providing prescription services only	
Staff	
Administrative	5
Facilities	
Pharmacies	378
Users: Group Health	
Employer/payer groups	175
Employees & dependents	22,370
Total users	**22,370**

Operational date: October 1985.
Not for profit.
Ownership: Kansas Pharmacy Service Corp.
Service area: Kansas, Missouri and Texas.
Services: Prescriptions. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates pharmacy charges by discount off average wholesale price; is compensated by employers/payers; charges flat fee per claim.
UR: Concurrent drug utilization review and retrospective drug utilization review. UR provided by the PPO and QA Inc.
Officers: Gary Holst, president; Peter Stern, executive director; Kent Richardson, marketing director; David Mahanna, vp; James De Goler, secretary/treasurer.
Contact: Peter Stern.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	161
Board-certified	95%
Specialists	331
Facilities	
Hospitals	12

Service area: Kansas.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Travelers Managed Care System-Kansas City

7500 College Blvd., Suite 720, Overland Park, Kan. 66201; 913-469-4500

Staff	
Physicians	1,009
Facilities	
Hospitals	13
Users: Group Health	
Employer/payer groups	115
Single & family coverage	12,371

Operational date: October 1987.
Service area: Kansas: Cass, Johnson, Leavenworth, Miami and Wyandotte counties; Missouri: Clay, Jackson, Lafayette and Platte counties.
Officers: Jeanne McCarthy, director-operations; Bruce Banks, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

WPPA

1102 S. Hillside, Wichita, Kan. 67211; 316-683-4111; fax: 316-683-1606

Staff	
Physicians	472
Patients/physician	190
Board-certified	76%
Specialists	979
Administrative	7
Facilities	
Hospitals	46
Users: Group Health	
Employer/payer groups	41
Employees & dependents	90,000
Users: Workers Compensation	
Employer/payer groups	2
Single coverage	14,250
Total users	**90,000**

Operational date: October 1985.
For profit.
Ownership: Medical Society Medical Review Foundation.
Service area: Kansas excluding Kansas City.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee, by percent of savings.
UR: Standard procedures excluding length of stay determination and hospital bill audits. Also performs mental health/substance abuse outpatient review. UR provided by the PPO.
Officers: James M. Van Milligan, executive director.

KENTUCKY

Aetna Health Plans-Bowling Green

10401 Linn Station Road, Louisville, Ky. 40223; 502-423-6253; fax: 502-339-7639

Staff	
Physicians	43
Specialists	84
Facilities	
Hospitals	4
Pharmacies	37

Operational date: May 1993.
Service area: Kentucky: Allen, Butler, Edmonson, Logan, Warren and portions of Hart and Simpson counties.
Officers: James McLane, president; Dr. John Keisel, medical director; Steve Jones, marketing director.
Contact: Lynn Reed.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Lexington

10401 Linn Station Road, Louisville, Ky. 40223; 502-423-6253; fax: 502-339-7639

Staff	
Physicians	40
Patients/physician	40
Board-certified	84.6%
Specialists	167
Facilities	
Hospitals	6
Pharmacies	80
Users: Group Health	
Employer/payer groups	20
Employees & dependents	1,617
Total users	**1,617**

Operational date: February 1992.
Service area: Kentucky: Bourbon, Clark, Fayette, Franklin, Jessamine, Madison, Scott and Woodford counties.
Officers: James McLane, president; Barbara Osting, executive director; Dr. John Keisel, medical director; Steve Jones, marketing director.
Contact: Lynn Reed.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Louisville

10401 Linn Station Road, Louisville, Ky. 40223; 502-423-6253; fax: 502-339-7639

Staff	
Physicians	402
Patients/physician	30
Specialists	908
Facilities	
Hospitals	12
Pharmacies	223
Users: Group Health	
Employer/payer groups	105
Employees & dependents	11,984
Total users	**11,984**

Operational date: October 1985.
Service area: Indiana: Clark, Floyd, Harrison and Scott counties; Kentucky: Anderson, Bullitt, Franklin, Jefferson, Oldham, Shelby, Spencer and Trimble counties.
Officers: James McLane, president; Barbara Osting, executive director; Dr. John Keisel, medical director; Steve Jones, marketing director.
Contact: Lynn Reed.

See Aetna Health Plans consolidated listing under Connecticut.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	16

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 1010 Market St., Suite 560, St. Louis, Mo. 63178; 314-342-7945

Staff	
Physicians & specialists	1,059
Board-certified	73.4%
Facilities	
Hospitals	8
Users: Group Health	
Single & family coverage	3,435

Service area: Kentucky: Ashland, Bowling Green, Fayette County, Henderson County, Hopkinsville, Huntington, Lexington, Louisville, Owensboro and Paducah areas.
Contact: Bill Carroll, manager-major group sales, 314-342-7945 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	9

Service area: Kentucky: Covinton, Hardin County, Louisville metropolitan area and Owensboro.

See CAPP CARE Inc. consolidated listing under California.

Center Care

P.O. Box 148, 800 Park St., Bowling Green, Ky. 42102-0148; 502-745-1517; fax: 502-745-1498

Staff	
Physicians	80
Patients/physician	375
Board-certified	70%
Specialists	114
Administrative	6
Facilities	
Hospitals	29
Pharmacies	200
Users: Group Health	
Employer/payer groups	40
Single coverage	4,800
Family coverage	7,200
Employees & dependents	30,000
Total users	**30,000**

Operational date: January 1990.
Not for profit.
Ownership: Commonwealth Health Corp.
Service area: Kentucky: Allen, Barren, Butler, Cumberland, Edmonson, Hart, Logan, Monroe, Simpson and Warren counties.

Contracts with Aetna Health Plans, Affordable/HealthCare Compare, Metropolitan Life Insurance Co., Pro-Net and USA HealthNet in southcentral Kentucky.

Services: Standard package including vision and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; charges flat fee per employee.
Officers: John C. Desmarais, president-Commonwealth Health Corp.; John Mark Fones, general manager/marketing director; Dr. Raymond Cloutier, medical director; Teresa Wilson, operations manager; Jennifer Murray, X Lucas, account representatives.

Continued on next page

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Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	7
Single & family coverage	112,178

Service area: Kentucky: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

HealthStar Managed Care Corp.

9300 Shelbyville Road, Suite 215, Louisville, Ky. 40222; 502-425-9447; fax: 502-429-0107

Staff

Physicians	125
Specialists	500
Administrative	2

Facilities

Hospitals	8

Operational date: June 1993.
Service area: Kentucky.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Officers: Jane Benson, executive director.

See HealthStar Managed Care Corp. consolidated listing under Illinois.

Humana Health Care Plan Inc.

101 Prosperous Place, Suite 300, Lexington, Ky. 40509; 606-263-1400; fax: 606-263-1488

Staff

Physicians	185
Patients/physician	210
Board-certified	90%
Specialists	486
Administrative	14

Facilities

Hospitals	18
Pharmacies	81
Total users*	**37,316**

** Figures are from 8/31/93.*

Operational date: 1984.
For profit.
Ownership: Humana Inc.
Service area: Kentucky: 61 central, northern and western counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges premium to employer.
UR: Standard procedures excluding second surgical opinion and hospital bill audits. UR provided by the PPO.
Officers: Wayne T. Smith, president/COO; Betty Chowning, executive director; Dr. Timothy D. Costich, medical director; Kathy Congleton, marketing director; Bill Wakefield, administrator; Mike Warman, AED-operations; Eric Boklage, AED-finance.
Contact: Betty Chowning.

Humana Health Care Plan Inc.-Louisville Market Office

Waterside Building, 101 E. Main St., Louisville, Ky. 40202; 502-580-5005; fax: 502-580-5002

Staff

Physicians	325
Patients/physician	49
Board-certified	61%
Specialists	799
Administrative	164

Facilities

Hospitals	12
Pharmacies	91

Users: Group Health

Employer/payer groups	8
Employees & dependents	15,958

Operational date: 1984.
For profit.
Service area: Kentucky: 18 central and western counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn., skilled nursing facilities, physical therapy, occupational medicine/rehabilitation, home health nursing/infusion therapy, audiology and ambulance. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, per case; is compensated by employers/payers; charges flat fee per member, by percent of services by doctors/hospitals, by fee schedule.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Vicky Gregg, vp; Ted La Bedz, executive director; Dr. Jim Nadler, medical director; Kyle Simmons, marketing director; Mike Funk, associate executive director-administration; Bill Barnes, AED; Rob Nunnelley, AED-finance.
Contact: Mike Funk, 502-580-5802.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff

Physicians	48
Board-certified	90%
Specialists	205

Facilities

Hospitals	17

Users: Workers Compensation

Employer/payer groups	4
Single coverage	53,700
Total users	**53,700**

Service area: Kentucky.
Contact: Cathy Lamar, director-sales.

See MedView Services Inc. consolidated listing under Michigan.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians	624
Board-certified	82%
Specialists	250

Facilities

Hospitals	26

Users: Group Health

Employer/payer groups	324
Employees & dependents	63,500

Service area: Kentucky.

See MultiPlan Inc. consolidated listing under New York.

Option 2000

9901 Linn Station Road, Louisville, Ky. 40223; 502-423-2308; fax: 502-423-6460

Facilities

Hospitals	121

Users: Group Health

Employees & dependents	321,291
Total users	**321,291**

Operational date: December 1984.
Ownership: Blue Cross & Blue Shield of Kentucky.
Service area: Kentucky.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates, DRGs; is compensated by employers/payers.
UR: Standard procedures. UR provided by the PPO.
Officers: Robert T. McIntire, executive director; Dr. Dwight Blackburn, medical director; Michael J. Lorch, operations director.

Preferred Health Plan Inc.

10001 Linn Station Road, Suite 105, Louisville, Ky. 40223; 502-339-7500; fax: 502-339-8716

Staff

Physicians	550
Patients/physician	183
Board-certified	80%
Specialists	600

Facilities

Hospitals	9

Users: Group Health

Employer/payer groups	21
Family coverage	45,000
Employees & dependents	101,000
Total users	**101,000**

Operational date: December 1987.
For profit.
Ownership: Hospitals and group of doctors.
Service area: Indiana: Clark, Floyd and Harrison counties; Kentucky: Bullitt, Hardin, Jefferson, Meade, Nelson, Oldham, Shelby and Spencer counties.
Services: Standard package excluding prescriptions. Other services include OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, hourly for utilization review. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Bernard Tamme, president; Dr. Lyle Graham, medical director; Paula Barr, marketing director; Mary Stivers, director-operations; Patrick Galla, senior account representative.

Private Healthcare Systems Inc.

3319 West End Ave., Suite 400, Nashville, Tenn. 37203; 615-386-9194

Staff

Physicians	409
Specialists	650
Administrative	7

Facilities

Hospitals	8

Users: Group Health

Employer/payer groups	489
Employees & dependents	27,726
Total users	**27,726**

Service area: Kentucky: Louisville metropolitan area.
Contact: Edward Sandrick, senior vp-operations, 708-292-6701.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians	137
Board-certified	95%
Specialists	108

Facilities

Hospitals	22

Service area: Kentucky.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Louisville

250 Gibraltar Road, Horsham, Pa. 19044; 215-443-3740; fax: 215-443-2095

Service area: Contracts with The Physicians Inc. in Kentucky (Bullitt, Jefferson, Henry, Oldham, Shelby, Spencer and Trimble counties); Preferred Health Plan in Indiana (Clark, Floyd and Harrison counties).
Contact: H. Danielle Walsh, managed health care strategist.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

LOUISIANA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors	49

Users: Group Health

Employer/payer groups	3

Users: Workers Compensation

Employer/payer groups	111

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

For an explanation of PPO directory terms and methodology see guide on page 68.

Aetna Health Plans-Baton Rouge/Lafayette

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-295-7833; fax: 504-837-6571

Staff

Physicians	146
Patients/physician	32
Board-certified	77%
Specialists	345

Facilities

Hospitals	8
Pharmacies	164

Users: Group Health

Employer/payer groups	38
Employees & dependents	4,727
Total users	**4,727**

Operational date: January 1990.
Service area: Louisiana: Acadia, Ascension, East Baton Rouge, East Feliciana, Iberia, Iberville, Lafayette, Livingston, St. Landry, St. Martin, West Baton Rouge, West Feliciana and portions of Point Coupee, St. Helena and Tangipahoa parishes.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Angie Hall.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Lake Charles

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-295-7833; fax: 504-837-6571

Facilities

Hospitals	2
Pharmacies	32

Operational date: November 1988.
Service area: Louisiana: Allen, Beauregard, Calcasieu, Cameron and Jefferson Davis parishes.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Angie Hall.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-New Orleans

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-295-7833; fax: 504-837-6571

Staff

Physicians	313
Patients/physician	20
Board-certified	72.5%
Specialists	997

Facilities

Hospitals	13
Pharmacies	245

Users: Group Health

Employer/payer groups	75
Employees & dependents	6,416
Total users	**6,416**

Operational date: March 1988.
Service area: Louisiana: Jefferson, Lafourche, Orleans, St. Bernard, St. Tammany and portions of Plaquemines, St. Charles, St. James, St. John the Baptist and Washington parishes.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Deborah Cunningham, 504-830-5600.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Shreveport

2350 Lakeside Blvd., Suite 500, Richardson, Texas 75082; 214-470-7882; fax: 214-680-3416

Staff

Physicians	36
Patients/physician	61
Board-certified	71.4%
Specialists	91

Facilities

Hospitals	3
Pharmacies	56

Users: Group Health

Employer/payer groups	27
Employees & dependents	2,199
Total users	**2,199**

Operational date: March 1987.
Service area: Louisiana: Bossier and Caddo parishes and portions of De Soto Parish.
Officers: James McLane, president; Carolyn Dawson, executive director; Mark Bailey, marketing director.
Contact: Beverly Morse.

See Aetna Health Plans consolidated listing under Connecticut.

American LIFECARE Inc.

650 Poydras St., Suite 1150, New Orleans, La. 70130; 504-561-0600; fax: 504-522-5503

Staff

Physicians	619
Specialists	1,006

Facilities

Hospitals	45
Total users	**340,000**

Operational date: September 1983.
For profit.
Service area: Arkansas, Louisiana and Mississippi.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, package pricing; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding outpatient service predetermination. UR provided by various outside contractors.
Officers: Ed Michael Reggie, president; Nan M. Wallis, executive director; Dr. Theodore Borgman Jr., medical director; Franklin Hall, marketing director; Donald Dubay, director-network development.
Contact: Nan M. Wallis.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff

Physicians & specialists	1

Facilities

Hospitals	20

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 12005 Ford Road, Suite 300, Dallas, Texas 75234; 214-620-5427

Staff

Physicians & specialists	1,388
Board-certified	68.7%

Facilities

Hospitals	23

Users: Group Health

Single & family coverage	4,164

Service area: Louisiana: Alexandria, Baton Rouge, Houma, Lafayette, Lake Charles, Monroe, New Orleans, Shreveport and Thibodaux.
Contact: Brad Thorson, manager-major group sales, 214-620-5427 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff

Physicians & specialists	1,630

Facilities

Hospitals	66

Service area: Louisiana: Lincoln parish and Alexandria, Baton Rouge, Lafayette, Lake Charles, New Orleans, Shreveport and south central areas.

See CAPP CARE Inc. consolidated listing under California.

Continued on next page

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CIGNA PPO-Baton Rouge

4354 S. Sherwood Forest Blvd., Suite D24, Baton Rouge, La. 70816; 504-295-2800; fax: 504-295-2888

Staff	
Physicians & specialists	303
Administrative	6
Facilities	
Hospitals	13
Total users	**2,123**

Operational date: April 1993.
Service area: Louisiana: Baton Rouge area.
Compensation: Negotiates hospital charges by per diem.
Contact: Vicky Smith, 504-832-3004.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Louisiana (New Orleans)

Lakeway III, 3838 N. Causeway Blvd., Suite 2800B, Metairie, La. 70002; 504-832-3004; fax: 504-831-7499

Staff	
Physicians & specialists	520
Facilities	
Hospitals	10

Operational date: July 1991.
Service area: Louisiana.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Vicky Smith, 504-832-7499.
See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

3850 N. Causeway Blvd., Suite 500, Metairie, La. 70002; 800-972-0499; fax: 504-836-7381

Staff	
Physicians	344
Patients/physician	64
Board-certified	72.7%
Specialists	1,410
Facilities	
Hospitals	17
Users: Group Health	
Employer/payer groups	27
Employees & dependents	22,125
Claims paid	
1992	$7,098,283
1991	$3,100,116

Service area: Louisiana: Ascension, East Baton Rouge, Jefferson, Livingston, Orleans, Plaquemines, St. Bernard, St. Charles, St. John the Baptist, St. Tammany and West Baton Rouge parishes.
Officers: Michele Holzman, executive director.
Contact: Adele Matherne, account executive.
See Community Care Network Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	37
Facilities	
Hospitals	4

Service area: Louisiana: 20 cities.
See CORPHEALTH, Inc. consolidated listing under Texas.

Cost Care Physician Managed Network

660 Newport Center Drive, Suite 600, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Staff	
Physicians	504
Board-certified	96%
Specialists	785
Administrative	23
Facilities	
Hospitals	12
Users: Group Health	
Employer/payer groups	15
Employees & dependents	13,475
Total users	**13,475**

Service area: Louisiana: Baton Rouge.
Contracts with Principal Health Care in Louisiana (New Orleans).
Contact: Ray Foose, vp-marketing.
See Cost Care Physician Managed Networks consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	39
Total users	**19,212**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	107,342

Service area: Louisiana: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

First Choice Health Plan

P.O. Box 98029, Baton Rouge, La. 70898-9029; 504-295-3307; fax: 504-295-2054

Staff	
Physicians	2,105
Specialists	3,823
Facilities	
Hospitals	33
Pharmacies	810
Users: Group Health	
Employer/payer groups	1,859
Employees & dependents	72,479
Total users	**72,479**

Operational date: January 1985.
Not for profit.
Ownership: Blue Cross & Blue Shield of Louisiana.
Service area: Louisiana.
Services: Standard package including chiropractors, durable medical equipment, OB/Gyn, home health, skilled nursing, ambulatory surgery, hospice, ambulance and mobile lithotripsy. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, DRGs, percent of contract benefits; is compensated by employers/payers.
UR: Standard procedures excluding discharge planning, second surgical opinion, outpatient service predetermination.
Officers: P.J. Mills, president; James Gengelbach, D.O., medical director; Gerald Didier, marketing director.
Contact: Joe B. Manry Jr., executive vp-health services administration division.

FOCUS Healthcare Management Inc.

5947 South Shore Drive, Baton Rouge, La. 70817; 615-377-9936

Specialty PPO providing workers comp services only	
Staff	
Physicians	9
Board-certified	50%
Specialists	89
Facilities	
Hospitals	61
Users: Workers Compensation	
Employer/payer groups	37
Single coverage	868,873
Total users	**868,873**

Operational date: January 1990.
Service area: Louisiana: Bossier, Caddo, Claiborne, East Baton Rouge, Iberia, Jefferson, Lafayette, Lafourche, Orleans, St. Baptist, St. John, St. Landry, St. Mary, St. Tammany, Tangipahoa, Vermilion and Washington parishes.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Gulf South Administrative Services Inc.

5615 Corporate Blvd., Suite 5, Baton Rouge, La. 70808; 504-927-7212; fax: 504-922-9241

Staff	
Physicians	190
Board-certified	85%
Specialists	360
Administrative	115
Facilities	
Hospitals	11
Pharmacies	140
Users: Group Health	
Employees & dependents	10,000
Total users	**10,000**

For profit.
Ownership: General Health Systems.
Service area: Louisiana: 11 parishes in the Baton Rouge area.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: Patrick C. Powers, president; Jack Walker, Ph.D., executive vp-operations; Dr. Dwight Brower, vp-medical affairs; Charles D. Calvi, executive vp-marketing; Adam Short, vp-finance.

John Hancock Preferred Physician Managed Network

John Hancock Financial Services, P.O. Box 111, Boston, Mass. 02117; 617-572-6000; fax: 617-572-7138

See Cost Care Physician Managed Network listing under Louisiana.

Healthcare Advantage Inc.*

4427 St. Robertson St., New Orleans, La. 70115; 504-899-8686; fax: 504-899-8677

Staff	
Physicians	1,048
Board-certified	90%
Specialists	3,000
Facilities	
Hospitals	112
Users: Group Health	
Employer/payer groups	150
Employees & dependents	125,000
Users: Workers Compensation	
Employer/payer groups	10
Single coverage	35,000
Total users	**158,000**
Claims paid	
1992	$27,000,000

Operational date: June 1989.
For profit.
Ownership: Touro Infirmary.
Service area: Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, Oklahoma, Tennessee and Texas.
Contracts with Health Choice in Alabama, Tennessee; Affiliated Healthcare in Texas; PPO Oklahoma in Oklahoma; HealthStar in Georgia.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Jane Cooper, president; Dr. John Ernst, medical director; Mary Delesdernier, marketing director; Gary Stein, chairman.
Contact: Jane Cooper.
** Figures are consolidated, including all PPOs in this organization.*

PPO standard services include: physicians, hospitalization, prescriptions, substance abuse, psychiatry.

Healthcare Advantage Inc.

4427 S. Robertson St., New Orleans, La. 70115; 504-899-8686; fax: 504-899-8677

Staff	
Physicians	500
Board-certified	90%
Specialists	1,106
Facilities	
Hospitals	43
Users: Group Health	
Employer/payer groups	371
Employees & dependents	108,000
Users: Workers Compensation	
Employer/payer groups	8
Single coverage	15,000
Total users	**123,000**
Claims paid	
1992	$18,400,000

Service area: Louisiana: 58 parishes statewide.
See Healthcare Advantage Inc. consolidated listing under Louisiana.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	261
Board-certified	90%
Specialists	1,088
Facilities	
Hospitals	72
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	1,500
Total users	**1,500**

Service area: Louisiana.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Mental Health Advantage.

4427 S. Robertson St., New Orleans, La. 70115; 504-899-6849; fax: 504-899-8677

Specialty PPO providing mental health services only	
Staff	
Psychiatrists	20
Board-certified	100%
Administrative	1
Facilities	
Hospitals	5
Users: Group Health	
Employer/payer groups	2
Employees & dependents	1,500

Operational date: October 1993.
For profit.
Ownership: Healthcare Advantage and Ramsay Health Care.
Service area: Louisiana: seven parishes.
Services: Standard services excluding prescriptions. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers; charges flat fee per employee.
UR: Precertification, concurrent review, discharge planning, retrospective review, outpatient service predetermination and case management. UR provided by the PPO.

Met-Elect Network of Louisiana

5 Post Oak Park, Suite 2120, Houston, Texas 77027-3416; 713-961-9944

Staff	
Physicians & specialists	1,300
Board-certified	87%
Facilities	
Hospitals	32
Users: Group Health	
Employees & dependents	8,118
Total users	**8,118**

Operational date: January 1987.
Service area: Louisiana: Shreveport and southern Louisiana.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,182
Board-certified	80%
Specialists	473
Facilities	
Hospitals	85
Users: Group Health	
Employer/payer groups	591
Employees & dependents	122,400

Service area: Louisiana.
See MultiPlan Inc. consolidated listing under New York.

Physical Therapy Provider Network Inc.

5420 Corporate Blvd., Suite 304, Baton Rouge, La. 70808; 504-927-6888

Specialty PPO providing physical therapy services only	
Staff	
Physical therapists	200
Facilities	
Locations	47
Users: Group Health	
Contracting organizations	15
Total users	**2,000,000**
Claims paid	
1992	$2,400,000
1991	$1,800,000

Service area: Louisiana.
Officers: Ronald Driggs, president; Kim Bueche, executive director.
Contact: Kim Bueche.
See Physical Therapy Provider Network Inc. consolidated listing under California.

Principal Health Care Inc.-PPO New Orleans

3421 N. Causeway Blvd., Suite 600, Metairie, La. 70002; 504-834-0840; fax: 504-834-2694

Staff	
Physicians	207
Board-certified	75%
Specialists	591
Facilities	
Hospitals	21
Users: Group Health	
Employer/payer groups	4
Employees & dependents	3,789
Total users	**3,789**

Service area: Louisiana: Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles, St. John the Baptist and St. Tammany parishes.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

Xerox Center, 222 W. Las Colinas Blvd., Irving, Texas 75039; 214-432-1451

Staff	
Physicians	452
Specialists	936
Administrative	5
Facilities	
Hospitals	23
Users: Group Health	
Employer/payer groups	272
Employees & dependents	32,468
Total users	**32,468**

Service area: Louisiana: Baton Rouge, New Orleans and Shreveport metropolitan areas.
Contact: Paul Robinson, regional vp-operations, 617-895-3181.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	618
Board-certified	95%
Specialists	999

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Facilities

Hospitals 108

Service area: Louisiana.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Facilities

Hospitals 19

Service area: Louisiana: statewide.

Contact: Chris Goetz.

See Provider Networks of America Inc. consolidated listing under Texas.

Southeast Medical Alliance

111 Veterans Memorial Blvd., Suite 500, Metairie, La. 70005; 504-837-7374; fax: 504-837-9063

Staff

Physicians 511
Board-certified 95%
Specialists 1,289
Administrative 31

Facilities

Hospitals 60

Users: Group Health

Employer/payer groups 650
Single coverage 1,000
Family coverage 95,000
Employees & dependents 245,000

Total users 245,000

Claims paid

1992 ..... $15,287,776

Operational date: June 1989.

Not for profit.

Ownership: East Jefferson General, Lakeside, Slidell Memorial, Southern Baptist, Tulane University Medical Center, West Jefferson Medical Center.

Service area: Arkansas, Louisiana and Mississippi.

Contracts with Beech Street PPO and ProAmerica in Texas; Signature Health Plans in Tennessee; Sooner Health Plans in Oklahoma.

Services: Standard package, including vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings.

UR: Standard procedures. UR provided by the PPO and outside contractors.

Officers: Barbara B. Louviere, president; Dr. A. Mark Parker, medical director; Penny Schindler, marketing director; Lisa F. Gurtler, CFO.

Contact: Penny Schindler.

Travelers Managed Care System-New Orleans

3900 N. Causeway Blvd., Metairie, La. 70002; 504-832-7655

Staff

Physicians 628

Facilities

Hospitals 12

Users: Group Health

Employer/payer groups 86
Single & family coverage 46,422

Operational date: December 1987.

Service area: Louisiana: Iberia, Jefferson, Lafourche, Orleans, Plaquemines, St. Bernard, St. Charles, St. John the Baptist, St. Mary, St. Tammany and Terrebonne counties.

Officers: Robert M. Fox, executive director; John Olewski, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

MAINE

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 95

Users: Group Health

Employer/payer groups 2

Users: Workers Compensation

Employer/payer groups 21

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-Lewiston

3 Highwood Drive, Suite 100, Tewksbury, Maine 01876; 508-640-6045; fax: 508-640-1701

Staff

Physicians 17
Patients/physician 118
Board-certified 70.6%
Specialists 34

Facilities

Hospitals 2
Pharmacies 17

Users: Group Health

Employer/payer groups 8
Employees & dependents 2,018

Total users 2,018

Operational date: May 1987.

Service area: Maine: Androscoggin County and portions of Cumberland, Kennebec, Oxford and Sagadahoc counties.

Officers: James McLane, president; Meredith Perlman, executive director; Dr. Edward Rolde, medical director; John Sanders, marketing director.

Contact: Michele Johnson.

See Aetna Health Plans consolidated listing under Connecticut.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 15

Total users 19,967

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Single & family coverage 58,731

Service area: Maine: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 210
Board-certified 93%
Specialists 82

Facilities

Hospitals 35

Users: Group Health

Employer/payer groups 105
Employees & dependents 20,100

Service area: Maine.

See MultiPlan Inc. consolidated listing under New York.

MARYLAND

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 34

Users: Group Health

Employer/payer groups 2

Users: Workers Compensation

Employer/payer groups 4

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Alliance PPO Inc.

4 Taft Court, Rockville, Md. 20850; 301-294-5147; fax: 301-762-6132

Staff

Physicians 6,500
Board-certified 89%
Specialists 8,500
Administrative 26

Facilities

Hospitals 117

Users: Group Health

Employer/payer groups 3,500
Single coverage 198,000
Family coverage 198,000
Employees & dependents 497,000

Users: Workers Compensation

Employer/payer groups 1
Single coverage 9,000

Total users 506,000

Claims paid

1992 ..... $46,000,000
1991 ..... $18,000,000

Operational date: May 1988.

For profit.

Service area: Delaware: Kent and Sussex counties; District of Columbia; Maryland; Virginia; West Virginia: Jefferson County.

Services: Standard package, excluding prescriptions. Other services include chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: Dr. Mark Groban, president; Eric Baugh, medical director; Steven J. Murfin, marketing director.

Contact: Steven J. Murfin, vp.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only

Staff

Chiropractors 48
Board-certified 100%

Users: Group Health

Employees & dependents 2,000

Total users 2,000

Service area: Maryland: 12 counties.

Officers: Thomas J. Allenburg, D.C., president; David L. Cole, executive director; Scott Watson, marketing director.

Contact: Scott Watson, 919-668-0909.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities

Hospitals 4

See Beech Street of California Inc. consolidated listing under California.

Blue Cross & Blue Shield of Maryland

10455 Mill Run Circle, Owings Mills, Md. 21117; 410-581-3000

Staff

Physicians 4,700
Specialists 3,900

Facilities

Hospitals 52

Users: Group Health

Employees & dependents 468,500

Total users 468,500

Service area: Maryland: 23 counties and the City of Baltimore.

Officers: William Jews, president; Dr. Daniel McCrone, medical director; Rita Costello, marketing director.

CNA Managed Care PPO-Baltimore

CNA Insurance Cos., 1101 Market St., 25th Floor, Philadelphia, Pa. 19107; 215-351-3842

Staff

Physicians & specialists 4,602
Board-certified 71.5%

Facilities

Hospitals 43

Users: Group Health

Single & family coverage 31,146

Service area: District of Columbia; Maryland: Baltimore and Hagerstown.

Contact: MaryBeth Snyder, manager-major group sales, 215-351-3842 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities

Hospitals 8

Service area: Maryland: Baltimore and greater Washington, D.C., area.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Baltimore/ District of Columbia

9700 Patuxent Woods Drive, Suite 200, Columbia, Md. 21046; 410-720-5800; fax: 410-720-5860

Staff

Physicians & specialists 4,255
Administrative 28

Facilities

Hospitals 42

Total users 11,869

Operational date: January 1992.

Service area: District of Columbia; Maryland: Baltimore area.

Compensation: Negotiates hospital charges by per diem.

Contact: Sharon Stewart, 410-720-5860.

See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

2000 14th St. N., Suite 480, Arlington, Va. 22201; 800-367-2294; fax: 703-841-1322

Staff

Physicians 364
Board-certified 79.1%
Specialists 1,249

Facilities

Hospitals 8

Users: Group Health

Employer/payer groups 33
Employees & dependents 139,895

Users: Workers Compensation

Employer/payer groups 18

Claims paid

1992 ..... $2,566,295
1991 ..... $1,871,341

Service area: Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Frederick, Howard, Kent, Montgomery, Prince Georges, Talbot, Washington and Wicomico counties.

Contracts with Willse & Associates in Maryland (22 counties).

Officers: Paul Marchant, executive director.

Contact: Dan Tessauro, manager-sales/marketing.

See Community Care Network Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists 8

Service area: Maryland: Baltimore, Bethesda, Chevy Chase, Columbia, Ellicott City and Silver Spring areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 39

Total users 12,475

See Davis Vision consolidated listing under New York.

Dental Benefit Providers Inc.

7200 Wisconsin Ave., Suite 800, Bethesda, Md. 20814; 301-654-6900; fax: 301-986-7965

Specialty PPO providing dental services only

Staff

Dentists 3,500
Board-certified 100%
Specialists 918

Users: Group Health

Employer/payer groups 78
Employees & dependents 1,100,000

Operational date: January 1984.

For profit.

Service area: California: Alameda, Contra Costa, Fresno, Los Angeles, Marin, Orange, Placer, Riverside, Sacramento, San Bernardino, San Francisco, San Joaquin, San Mateo, Santa Clara, Solano, Stanislaus, Venture, Yolo and Yuba counties; Colorado: Adams, Arapahoe, Boulder, Denver, Douglas, El Paso, Jefferson, Larimer, Pueblo and Weed counties; Connecticut: Fairfield, Hartford, Middlesex, New Haven, New London, Tolland and Stratford counties; District of Columbia; Georgia: Cobb and Fulton counties; Idaho: Ada County; Illinois: Cook, DuPage, Kane, Lake and Will counties; Indiana: Allen, Hamilton, Hancock, Howard, Lake, Madison, Marion, Monroe and Wayne counties; Iowa: Woodbury County; Kansas: Johnson and Wyandotte counties; Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Charles, Dorchester, Frederick, Harford, Howard, Kent, Montgomery, Prince Georges, St. Marys and Wicomico counties; Massachusetts: Barnstable, Berkshire, Bristol, Essex, Franklin, Hampden, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties; Michigan: Cheboygan, Genessee, Ingham, Macomb, Oakland, Saginaw, Washtenaw and Wayne counties; Missouri: Buchanan, Cass, Clay and Jackson counties; New Hampshire: Hillsborough County; New Jersey: Bergen, Camden, Essex, Hudson, Mercer, Middlesex, Morris, Ocean, Passaic and Union counties; New Mexico: Bernalillo, Sandoval and Sante Fe counties; New York: Bronx, Kings, Nassau, New York, Putnam, Queens, Richmond, Suffolk and Westchester counties; Ohio: Cuyahoga, Geauga, Lake, Lorain, Medina, Portage and Summit counties; Oregon: Benton and Multnomah counties; Pennsylvania: Bucks, Chester, Delaware, Montgomery and Philadelphia counties; Rhode Island: Providence County; Texas: Dallas and Tarrant counties; Virginia: Chesapeake, Fairfax, Hampton, Isle of Wight, Loudoun, Newport News, Norfolk, Portsmouth, Prince William, Spotsylvania, Stafford, Virginia Beach and York counties.

Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Is compensated by employers/payers; charges flat fee per employee.

UR: Precertification, retrospective review and case management. UR provided by the PPO.

Officers: Dr. Ralph Foxman, president; Dr. Carlton Gong, medical director; Edward Murphy, CEO; Connie Zastoupil, executive vp-marketing.

Diagnostic & Therapy Services P.C.

8136 Old Keene Mill Road, Springfield, Va. 22152-1843; 703-866-5908; fax: 703-866-5910

Specialty PPO providing workers comp services only

Staff

Physicians 50

Service area: District of Columbia; five counties and 40-mile surrounding radius.

See Diagnostic & Therapy Services P.C. consolidated listing under Virginia.

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EPIC Pharmacy Network Inc.

6717 Mechanicsville Turnpike, Suite 103, Mechanicsville, Va. 23111; 804-559-4597; fax: 804-559-2038

Specialty PPO providing pharmacy services only

Facilities

Pharmacies	200

Service area: Maryland.

See EPIC Pharmacy Network Inc. consolidated listing under Virginia.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	23
Single coverage	305,700

Service area: Maryland: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

Health Care 2000

660 Kenilworth Drive, Towson, Md. 21204; 410-296-8326; fax: 410-296-8363

Staff

Physicians	1,500
Board-certified	95%
Specialists	1,100
Administrative	25

Facilities

Hospitals	15
Pharmacies	150

Users: Group Health

Employer/payer groups	10
Single coverage	150,000
Family coverage	70,000

Operational date: 1983.
For profit.
Service area: Central Maryland.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by rates set by state; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Mitchell Diamond, president; Dr. Richard Maffezzoli, medical director.

Met-Elect Network of Maryland/District of Columbia/Virginia

1150 18th St. N.W., Suite 325, Washington, D.C. 20036; 202-659-6720

Staff

Physicians & specialists	2,871
Board-certified	90%

Facilities

Hospitals	28

Users: Group Health

Employees & dependents	11,116
Total users	**11,116**

Operational date: January 1987.
Service area: District of Columbia; Maryland: Baltimore and Hagerstown; northern Virginia.

See Met-Elect Network consolidated listing under Connecticut.

National Capitol PPO (NCPPO)

7979 Old Georgetown Road, Suite 200, Bethesda, Md. 20814; 301-654-6853; fax: 301-907-8212

Staff

Physicians	915
Patients/physician	175
Board-certified	90%
Specialists	2,930
Administrative	35

Facilities

Hospitals	30

Users: Group Health

Employer/payer groups	525
Single coverage	25,000
Family coverage	40,000
Employees & dependents*	210,000

Users: Workers Compensation

Employer/payer groups	15
Single coverage	25,000
Total users	**230,000**

Claims paid

1992	$38,000,000
1991	$19,000,000

** Figures include mental health contracts.*

Operational date: January 1988.
For profit.
Service area: District of Columbia; Maryland: Baltimore, Frederick, Howard, Montgomery and Prince Georges counties; Virginia: Alexandria, Arlington and Fairfax counties.
Services: Standard package excluding prescriptions. Other services include OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO and Health Cost Consultants.
Officers: Elliot A. Segal, president; Robert A. McCluskey, executive director; Robert A. Berenson, Arthur A. Rubin, medical directors; Karen Keller, marketing director.

National Foot Care Program Inc.-Maryland

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff

Specialists	1

Facilities

Hospitals	1

Users: Group Health

Employer/payer groups	1
Single coverage	193
Family coverage	938
Employees & dependents	2,974
Total users	**2,974**

Service area: Maryland.

See National Foot Care Program Inc. consolidated listing under Michigan.

Occupational Health Resources of Maryland

306 W. Fayette St., Baltimore, Md. 21201; 410-752-3010; fax: 410-539-7023

Specialty PPO providing occupational health/workers comp services only

Staff

Physicians	14
Patients/physician	1,500
Board-certified	25%
Specialists	40
Administrative	5

Users: Workers Compensation

Employer/payer groups	800
Single coverage	72,000
Total users	**72,000**

Operational date: April 1993.
For profit.
Ownership: Occupational Health Resources Inc.
Service area: Maryland: 23 counties.
Services: Physicians, prescriptions, occupational health services, independent medical examinations. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers, insurers, TPAs; charges by unit of service or by case.
UR: Preadmission review, concurrent review, second surgical opinion, outpatient service predetermination, case management. UR provided by the PPO.
Officers: Jeffrey Rose, president; Margaret Jaffe-Neer, COO; Dr. Christopher Brigham, vp-medical affairs; Peter M. Hotz, vp-marketing/sales; Stanley Musial, vp-finance.
Contact: Zoe Heineman.

PHN-PPO Inc.

5700 Executive Drive, Baltimore, Md. 21228; 410-747-9060; fax: 410-788-7543

Staff

Physicians	700
Board-certified	80%
Specialists	1,000

Facilities

Hospitals	12

Operational date: June 1986.
For profit.
Ownership: Preferred Health Network of Maryland Inc.

Service area: Maryland: Anne Arundel, Baltimore, Carroll, Cecil, Harford and Howard counties and City of Baltimore.
Services: Standard package excluding substance abuse and psychiatry. Other services include durable medical equipment, podiatry and OB/Gyn.
Compensation: Compensated by providers, insurers, TPAs; charges flat fee per employee, by percent of services by doctors/hospitals.
UR: Discharge planning. UR provided by the PPO.
Officers: L. David Taylor, president; Dr. James Pepple, medical director; David C. Cohen, vp-sales/marketing; Edgar Schneider, vp-finance; Frank Appel, vp-medical services; Richard Powell, vp-operations.

Preferred Plan of Mid-Atlantic

2 Wisconsin Circle, Suite 1010, Chevy Chase, Md. 20815; 301-951-1808; fax: 301-951-3719

Staff

Physicians	831
Patients/physician	32
Board-certified	50%
Specialists	1,413
Administrative	2

Facilities

Hospitals	24

Users: Group Health

Employer/payer groups	6
Employees & dependents	35,084
Total users	**35,084**

Service area: Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Montgomery, Prince Georges, Queen Annes, St. Marys and Washington counties.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Principal Health Care Inc.-PPO*

1801 Rockville Pike, Suite 601, Rockville, Md. 20852; 301-881-1033; fax: 301-231-0020

Staff

Physicians	7,392
Board-certified	81%
Specialists	18,098

Facilities

Hospitals	322

Users: Group Health

Employer/payer groups	47
Employees & dependents	156,110
Total users	**156,110**

For profit.
Ownership: Principal Financial Group.
Service area: Alabama, Arizona, California, Colorado, Delaware, District of Columbia, Florida, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Missouri, Nebraska, Ohio and Virginia.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers; charges flat fee per employee, by percent of savings.
UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. UR provided by the PPO and outside contractors.
Officers: Kenneth Linde, president; Dr. Mel Museles, medical director; Michael Soto, marketing director.
Contact: Leslie Robinson, director-management/administration.

** Figures are consolidated, including all PPOs in this organization.*

Principal Health Care Inc.-PPO Mid-Atlantic**

1801 Rockville Pike, Suite 110, Rockville, Md. 20852; 310-881-4903; fax: 301-231-0020

Facilities

Hospitals	22

Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Montgomery, Prince Georges, Queen Annes, St. Marys and Washington counties; Virginia: Alexandria City, Arlington, Culpepper, Fairfax, Facquier, Loudoun, Prince William and Stafford counties.

*** Currently under development.*

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

2000 Corporate Ridge, Suite 510, McLean, Va. 22102; 703-749-3660

Staff

Physicians	1,177
Specialists	3,425
Administrative	6

Facilities

Hospitals	43

Users: Group Health

Employer/payer groups	1,421
Employees & dependents	141,485
Total users	**141,485**

Service area: District of Columbia; Maryland: Baltimore and Hagerstown metropolitan areas.
Contact: Glenda Henderson, senior vp-operations, 617-895-7540.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians	1,634
Board-certified	95%
Specialists	3,123

Facilities

Hospitals	47

Service area: Maryland.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Washington/Baltimore

2800 N. Charles St., Baltimore, Md. 21218; 410-554-7200; fax: 410-554-7440

Staff

Physicians	1,327
Board-certified	93%
Specialists	1,984
Administrative	47

Facilities

Hospitals	35
Pharmacies	750

Operational date: April 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Delaware: Delaware county; District of Columbia; Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Dorchester, Frederick, Garrett, Howard, Kent, Montgomery, Prince George's, Queen Annes, Somerset, St. Marys, Talbot, Washington, Wicanico and Worcester counties; Virginia: Alexandria City, Arlington, Berkley, Clark, Fairfax, Falls Church, Faquier, Frederick, Grant, Hampshire, Jefferson, Loudoun, Mineral, Prince Georges, Prince William, Stafford and Warren counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: William Link, president-group operations; Barbara Hill, president; William Pawluck, vp-medical affairs; Greg Conderacci, vp-marketing.
Contact: Greg Hembrock, director-marketing.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Sanus Preferred Services Inc.

7601 Ora Glen Drive, Greenbelt, Md. 20770; 800-635-3121

Staff

Physicians	820
Board-certified	90%
Specialists	1,900

Facilities

Hospitals	35

Users: Group Health

Employer/payer groups	7
Employees & dependents	30,000

Users: Workers Compensation

Employer/payer groups	1
Single coverage	10,500
Total users	**30,000**

Operational date: June 1986.
For profit.
Ownership: HMO.
Service area: District of Columbia; Maryland: Anne Arundel, Baltimore, Calvert, Carroll, Charles, Frederick, Harford, Howard, Montgomery, Prince Georges and St. Marys counties; Virginia: 14 northern counties, 10 counties in the Richmond metropolitan area.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by the PPO.
Officers: Jeff Emerson, executive director; Dr. David Anders, medical director; Joan Harp, marketing director.

Travelers Managed Care System-Central Maryland

111 Market Place, Suite 820, Baltimore, Md. 21202; 410-783-9011

Staff

Physicians	1,800

Facilities

Hospitals	13

Users: Group Health

Employer/payer groups	113
Single & family coverage	16,489

Operational date: December 1986.
Service area: Maryland: Anne Arundel, Baltimore, Carroll, Frederick, Harford, Howard and Washington counties.
Officers: Karen Haugen, executive director; Brad Van Winkle, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

MASSACHUSETTS

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors	44

Users: Group Health

Employer/payer groups	2

Users: Workers Compensation

Employer/payer groups	16

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Advantage

10 Accord Executive Drive, P.O. Box 9108, Norwell, Mass. 02061; 617-871-9945; fax: 617-982-9668

Staff

Physicians	2,811
Patients/physician	4.74
Specialists	5,629
Administrative	559

Facilities

Hospitals	71
Pharmacies	393

Users: Group Health

Employer/payer groups	127
Single coverage	3,159
Family coverage	2,970
Employees & dependents	13,324
Total users	**13,324**

Claims paid

1992	$7,712,077
1991	$391,676

Operational date: January 1991.
Not for profit.
Ownership: Pilgrim Health Care Inc..
Service area: Massachusetts: Barnstable, Bristol, Essex, Middlesex, Norfolk,

Continued on next page

Continued from previous page
Plymouth, Suffolk and Worcester counties; Rhode Island: Bristol, Kent, Newport, Providence and Washington counties.

Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures.

Officers: Allan I. Greenberg, CEO; Dr. Michael A. Kaufman, medical director; Dr. Paul R. Reich, vp-medical affairs; Matthew A. Michela, vp/marketing director; Dr. Samuel K. Stewart, vp; Thomas J. Brophy, vp-finance/CFO; Richard J. Campagna, vp-claims service/member services; Geoffrey J. Coffman, vp-network development; Jill G. Simoes, vp-sales.

Contact: Sonja L. Stern, manager-sales support services, 800-848-9995 or 617-871-3950, ext. 2641.

Aetna Health Plans-Boston

Three Highwood Drive, Suite 100, Tewksbury, Mass. 01876; 508-640-6049; fax: 508-640-1701

Staff	
Physicians	1,000
Patients/physician	13
Board-certified	85.2%
Specialists	2,426
Facilities	
Hospitals	32
Pharmacies	769
Users: Group Health	
Employer/payer groups	225
Employees & dependents	13,149
Total users	13,149

Operational date: October 1988.

Service area: Massachusetts: Middlesex, Suffolk and portions of Bristol, Essex, Norfolk, Plymouth and Worcester counties; New Hampshire: portions of Hillsborough, Merrimack and Rockingham counties.

Officers: James McLane, president; Sharon O'Brien, executive director; Dr. Edward Rolde, medical director; John Sanders, marketing director.

Contact: Tracy O'Neil.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Western Massachusetts

Windsor Customer Center, 80 Lamberton Road, Windsor, Conn. 06095; 203-298-4283; fax: 203-298-4422

Staff	
Physicians	180
Patients/physician	5
Specialists	462
Facilities	
Hospitals	4
Pharmacies	125
Users: Group Health	
Employer/payer groups	7
Employees & dependents	907
Total users	907

Operational date: June 1992.

Service area: Massachusetts: Franklin and Hampden counties and portions of Hampshire County.

Officers: James McLane, president; John Anderson, executive director; Dr. Edward J. Smith, medical director; Susan Sulliven, marketing director.

Contact: Sue Crean.

See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	535
Board-certified	80%
Specialists	1,249
Facilities	
Hospitals	30
Pharmacies	532

Service area: Massachusetts: Barnstable, Bristol, Essex, Hampden, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties.

See The AFFORDABLE Medical Networks consolidated listing under Illinois.

Allmerica Medical Management Mutual Alliance Plan

State Mutual Life Assurance Co., 440 Lincoln St., Worcester, Mass. 01653; 508-855-2471; fax: 508-855-2877

Staff	
Physicians	570
Patients/physician	56
Board-certified	100%
Specialists	1,692
Administrative	24
Facilities	
Hospitals	36
Pharmacies	9
Users: Group Health	
Employer/payer groups	41
Single coverage	1,200
Family coverage	8,500
Employees & dependents	18,000
Total users	18,000

Operational date: October 1988.

For profit.

Ownership: State Mutual Life Assurance Co.

Service area: Massachusetts: Bristol, Essex, Franklin, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties.

Contract with Carolina Preferred PPO in North Carolina, South Carolina; Health Link in Missouri (St. Louis); HealthNet in Missouri (Kansas City); Ohio Health Choice PPO in Ohio; Private Healthcare Systems Inc. nationwide

Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding second surgical opinion, hospital bill audits and outpatient service predetermination. UR provided by the PPO.

Officers: Penny Noyes, assistant vp; Lawrence Jacobson, manager-development/support.

Contact: Lawrence Jacobson, 508-855-3278.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	4

See Beech Street of California Inc. consolidated listing under California.

Blue Care Elect

100 Summer St., Boston, Mass. 02110; 617-956-2000

Staff	
Physicians	2,350
Patients/physician	17
Specialists	6,154
Facilities	
Hospitals	65
Pharmacies	1,200
Users: Group Health	
Employer/payer groups	426
Single & family coverage	17,140
Employees & dependents	40,169
Total users	40,169

Operational date: September 1989.

Not for profit.

Ownership: Blue Cross & Blue Shield of Massachusetts Inc.

Service area: Massachusetts.

Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers; charges flat fee per employee, cost plus, ASC.

UR: Standard procedures excluding precertification, length of stay determination, hospital bill audits and outpatient service predetermination. Also performs medically appropriate protocol systems. UR provided by the PPO.

Officers: William C. Van Faasen, president; Alan Rosenberg, executive director; Dr. David Maltz, medical director; Carol Herman, marketing director.

CNA Managed Care PPO

CNA Insurance Cos., 1250 Hancock St., Quincy, Mass. 02269; 617-984-4865

Staff	
Physicians & specialists	4,962
Board-certified	65.7%
Facilities	
Hospitals	39
Users: Group Health	
Single & family coverage	5,365

Service area: Massachusetts: Boston, Fitchburg, Lawrence, Leominster, Lowell, Salem and Worcester; New Hampshire: Manchester and Nashua.

Contact: Zaven Kazazian, vp-group sales, 312-822-4365 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	3

Service area: Massachusetts: Boston metropolitan area.

See CAPP CARE Inc. consolidated listing under California.

Carenet Inc.

40 John Glenn Drive, Amherst, N.Y. 14228; 716-691-8556; fax: 716-691-8524

Staff	
Physicians	190
Patients/physician	37
Board-certified	100%
Specialists	352
Administrative	6
Facilities	
Hospitals	4
Pharmacies	100
Users: Group Health	
Employer/payer groups	4
Employees & dependents	7,100
Total users	7,100
Claims paid	
1992	$8,500,000

Service area: Massachusetts: Berkshire, Essex, Hampden, Hampshire and Suffolk counties.

Contact: Thomas J. Doney, marketing director.

See Carenet Inc. consolidated listing under New York.

CIGNA PPO-Massachusetts (Boston)

492 Old Connecticut Path, Framingham, Mass. 01701; 800-345-9458; fax: 508-879-6273

Staff	
Physicians & specialists	2,833
Administrative	6
Facilities	
Hospitals	24
Total users	2,583

Operational date: July 1991.

Service area: Massachusetts: Boston and Springfield areas.

Compensation: Negotiates hospital charges by per diem.

Contact: Linda Schneider, 508-935-2110.

See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Springfield/Worcester

5700 Bigelow Commons, Building Five, Enfield, Conn. 06082; 800-345-9458; fax: 203-741-6968

Staff	
Physicians & specialists	876
Administrative	1
Facilities	
Hospitals	7
Total users	2,222

Operational date: April 1992.

Service area: Massachusetts: Springfield and Worcester areas.

Compensation: Negotiates hospital charges by per diem.

Contact: Vicki Dillingham, 203-253-7391.

See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff	
Specialists	1

Service area: Massachusetts: Boston, Brookline, Nahant, North Andover and Quincy areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Cost Care Physician Managed Network

660 Newport Center Drive, Suite 600, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Staff	
Physicians	2,028
Board-certified	86%
Specialists	3,259
Administrative	19
Facilities	
Hospitals	46
Users: Group Health	
Employer/payer groups	42
Employees & dependents	110,000
Total users	110,000

Service area: Massachusetts, New Hampshire and Rhode Island.

Contact: Ray Foose, vp-marketing.

See Cost Care Physician Managed Networks consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff	
Physicians & specialists	137
Total users	179,132

See Davis Vision consolidated listing under New York.

DeltaPreferred Option

10 Presidents Landing, P.O. Box 9104, Medford, Mass. 02155-9104; 617-393-1000; fax: 617-393-1199

Specialty PPO providing dental services only

Staff	
Dentists	550
Patients/dentist	2
Specialists	89
Users: Group Health	
Employer/payer groups	3
Single coverage	168
Family coverage	182
Employees & dependents	807
Claims paid	
1992	$7,263

Operational date: July 1992.

Not for profit.

Ownership: Delta Dental Plan of Massachusetts.

Service area: Massachusetts.

Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Is compensated by employers/payers; charges by percent of services by doctors/hospitals.

UR: Case management. UR provided by the PPO.

Officers: Robert E. Hunter, president; Howard M. Kassler, director-managed care; Scott F. O'Gorman, vp-marketing; George Wezniak, treasurer; Thomas Raffio, senior vp.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health	
Employer/payer groups	11
Single & family coverage	188,364

Service area: Massachusetts: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

For an explanation of PPO directory terms and methodology see guide on page 68.

John Hancock Preferred Physician Managed Network

John Hancock Financial Services, P.O. Box 111, Boston, Mass. 02117; 617-572-6000; fax: 617-572-7138

See Cost Care Physician Managed Network listing under Massachusetts.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	343
Board-certified	90%
Specialists	1,289
Facilities	
Hospitals	47
Users: Group Health	
Employer/payer groups	7
Employees & dependents	10,400
Users: Workers Compensation	
Employer/payer groups	11
Single coverage	351,000
Total users	361,400

Service area: Massachusetts.

Contact: Cathy Lamar, director-sales.

See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Massachusetts

Keystone Building, 21st Floor, 99 High St., Boston, Mass. 02110-2310; 617-574-3911

Staff	
Physicians & specialists	2,282
Board-certified	89%
Facilities	
Hospitals	30
Users: Group Health	
Employees & dependents	7,888
Total users	7,888

Operational date: July 1988.

Service area: Massachusetts: Boston, Springfield and eastern Massachusetts; southern New Hampshire.

See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,692
Board-certified	98%
Specialists	677
Facilities	
Hospitals	53
Users: Group Health	
Employer/payer groups	846
Employees & dependents	167,500

Service area: Massachusetts.

See MultiPlan Inc. consolidated listing under New York.

Physical Therapy Provider Network Inc.

36 Burbank St., Pittsfield, Mass. 01202; 413-499-7876; fax: 413-443-0737

Specialty PPO providing physical therapy services only

Operational date: September 1993.

Service area: Massachusetts.

Officers: Danielle Vittone, president; Randy Porter, executive director.

Contact: Randy Porter.

See Physical Therapy Provider Network Inc. consolidated listing under California.

Pioneer Health-The PPO

1275 Elm St., P.O. Box 9100, West Springfield, Mass. 01090-9100; 413-737-8558; fax: 413-731-7917

Staff	
Physicians	280
Board-certified	93%
Specialists	630
Administrative	55
Facilities	
Hospitals	11
Pharmacies	75
Users: Group Health	
Employer/payer groups	560
Single & family coverage	19,500
Employees & dependents	53,400

Continued on next page

Continued from previous page

Operational date: August 1985.
For profit.
Ownership: Managed care services organization.
Service area: Massachusetts: Franklin, Hampden, Hampshire and Worcester counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Bruce E. Suchy, president; Dr. William J. Baker, medical director; Paul L. Broughton Jr., vp-operations; Kay Moynihan, vp-utilization management; Roland J. Malboeuf, vp-provider relations.

Preferred Dental Network (PDN)

300 Congress St., Quincy, Mass. 02169; 617-471-4100; fax: 617-471-6323

Specialty PPO providing dental services only	
Staff	
Dentists	785
Board-certified	100%
Administrative	55
Users: Group Health	
Single coverage	2,500
Family coverage	2,500

Operational date: April 1993.
For profit.
Service area: Massachusetts, southern New Hampshire, Rhode Island.
Services: Dental. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Is compensated by employers/payers, insurers, TPAs, employees; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Individual practice patterns compared to global standards. UR provided by the PPO.
Officers: William G. McKelvey, president; Helmut Schmidt, executive director.

Preferred Plan of Massachusetts

124 Washington St., Suite 104, Foxboro, Mass. 02035; 508-543-2898; fax: 508-698-1630

Staff	
Physicians	548
Patients/physician	38
Board-certified	53%
Specialists	955
Administrative	3
Facilities	
Hospitals	24
Users: Group Health	
Employer/payer groups	9
Employees & dependents	21,627
Total users	**21,627**

Service area: Massachusetts: Bristol, Essex, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties.
Contact: Patrick O'Brien, sales representative.
See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Private Healthcare Systems Inc.*

1100 Winter St., Waltham, Mass. 02154; 617-861-7500; fax: 617-895-3477

Staff	
Physicians	33,882
Board-certified	65%
Specialists	59,694
Administrative	168
Facilities	
Hospitals	984
Pharmacies	23,400
Users: Group Health	
Employer/payer groups	42,855
Employees & dependents	2,758,221
Total users	**2,758,221**
Claims paid	
1992	$10 billion
1991	$7.9 billion

Operational date: April 1985.
For profit.
Ownership: Benefit Trust Life Insurance Co., Business Men's Assurance Co. of America, CNA Insurance Cos., Confed Admin Services Inc., Employers Health Insurance, Fortis Benefits Insurance Co., General American Life Insurance Co., Great-West Life & Annuity Insurance Co., The Guardian Life Insurance Co. of America, Jefferson-Pilot Life Insurance Co., The New England Mutual Life Insurance Co., Northwestern National Life Insurance Co., Pacific Mutual Life Insurance Co., Phoenix Home Life Mutual Insurance Co., State Mutual Life Assurance Co. of America, Time Insurance Co.
Service area: Alabama, Arizona, California, Colorado, District of Columbia, Florida, Georgia, Illinois, Indiana, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Hampshire, New Jersey, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, Washington and Wisconsin.
Services: Standard package including durable medical equipment, podiatry, OB/Gyn., workers compensation services, transplant centers of excellence, managed pharmacy, point-of-service plan, ambulatory surgery centers and exclusive provider organization. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, per case rates; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings not realized.
UR: Standard procedures excluding hospital bill audits. Other services include psychiatric/substance abuse utilization review. UR provided by the PPO.
Officers: Gene P. Guselli, president/CEO; Donna Goldin, executive vp; N. Stephen Ober, executive vp/corporate medical director; Michael A. Euele, vp-client services.
Contact: Geraldine A. Harrison, senior marketing and communications specialist.

** Figures are consolidated, including all PPOs in this organization.*

Private Healthcare Systems Inc.

1100 Winter St., Waltham, Mass. 02154; 617-895-7500

Staff	
Physicians	1,519
Specialists	3,443
Administrative	7
Facilities	
Hospitals	40
Users: Group Health	
Employer/payer groups	911
Employees & dependents	67,124
Total users	**67,124**

Service area: Massachusetts: Boston, Brockton, Fitchburg, Lawrence, Leominster, Lowell, Salem and Worcester metropolitan areas; New Hampshire: Manchester and Nashua metropolitan areas.
Contact: Glenda Henderson, senior vp-operations, 617-895-7540.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	387
Board-certified	95%
Specialists	639
Facilities	
Hospitals	46

Service area: Massachusetts.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Facilities	
Hospitals	32

Service area: Massachusetts: statewide.
Contact: Nick Hosn.
See Provider Networks of America Inc. consolidated listing under Texas.

PruNetwork-New England

10 New England Center, Old River Road, P.O. Box 1827, Andover, Mass. 01810; 508-681-4723; fax: 508-659-4199

Staff	
Physicians	1,640
Patients/physician	1.4
Board-certified	92%
Specialists	2,080
Administrative	2,000
Facilities	
Hospitals	46
Pharmacies	355
Users: Group Health	
Employer/payer groups	1
Single coverage	535
Family coverage	557
Employees & dependents	2,205
Total users	**2,205**
Claims paid	
1992	$83,053
1991	$78,900

Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Massachusetts: 10 counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; by percent of services by doctors/hospitals.
UR: Standard procedures excluding retrospective review and outpatient service predetermination. UR provided by the PPO.
Officers: Anne Bossi, vp-Northeastern group operations; Paul Conlin, vp-operations; Dr. Judith Taylor, medical director; John LeDell, vp/chief marketing officer-Northeastern group operations.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Total Health Plan Inc.

333 Wyman St., Waltham, Mass. 02254; 617-466-9400; fax: 617-466-8504

Staff	
Physicians	2,147
Patients/physician	30
Board-certified	74%
Specialists	3,979
Administrative	27
Facilities	
Hospitals	46
Pharmacies	52,000
Users: Group Health	
Employer/payer groups	190
Single coverage	15,000
Family coverage	18,000
Employees & dependents	65,000
Total users	**65,000**
Claims paid	
1992	$67,500,000
1991	$39,000,000

Operational date: October 1986.
For profit.
Ownership: Tufts Associated Health Plans Inc.
Service area: Massachusetts: Essex, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties; southern New Hampshire; Rhode Island.
Services: Standard package including chiropractors, vision, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, outpatient fee-schedules; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion. UR provided by the PPO.
Officers: Nancy L. Learning, president; Dr. Lawrence Baker, medical director; Marilynn Weinreich, director-sales; Dr. Harris A. Berman, CEO.
Contact: Marilynn Weinreich, 617-466-9439.

Travelers Managed Care System-Massachusetts/New Hampshire/Rhode Island

125 High St., Boston, Mass. 02109; 617-772-2670

Staff	
Physicians	3,778
Facilities	
Hospitals	32
Users: Group Health	
Employer/payer groups	1,213
Single & family coverage	64,018

Operational date: March 1987.
Service area: Massachusetts: Bristol, Essex, Middlesex, Norfolk, Plymouth, Suffolk and Worcester counties; New Hampshire: Hillsborough, Merrimack and Rockingham counties; Rhode Island: Bristol, Kent, Newport, Providence and Washington counties.
Officers: Mary Ann Shea, executive director; Joseph Robinson, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

MICHIGAN

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	69
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	4

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans-Detroit

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-2816; fax: 313-464-2924

Staff	
Physicians	913
Patients/physician	29
Specialists	1,557
Facilities	
Hospitals	23
Pharmacies	665
Users: Group Health	
Employer/payer groups	150
Employees & dependents	26,691
Total users	**26,691**

Operational date: October 1987.
Service area: Michigan: Macomb, Monroe, Oakland, Wayne and portions of Livingston and Washtenaw counties.
Officers: James McLane, president; Carole Nowak, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director.
Contact: Katherine Anderson.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Flint

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-1523; fax: 313-464-2924

Staff	
Physicians	144
Patients/physician	5
Specialists	150
Facilities	
Hospitals	5
Pharmacies	88
Users: Group Health	
Employer/payer groups	8
Employees & dependents	796
Total users	**796**

Operational date: September 1989.
Service area: Michigan: Genesee county and portions of Lapeer and Shiawassee counties.
Officers: James McLane, president; Carole Nowak, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director.
Contact: Wendie Kistler.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Grand Rapids/Muskegon

3855 Sparks Drive S.E., Suite 200, Grand Rapids, Mich. 49546; 616-940-0203; fax: 616-940-0220

Staff	
Physicians	135
Patients/physician	26
Board-certified	74.2%
Specialists	234
Facilities	
Hospitals	10
Pharmacies	157
Users: Group Health	
Employer/payer groups	27
Employees & dependents	3,508
Total users	**3,508**

Operational date: January 1988.
Service area: Michigan: Kent, Muskegon, Ottawa and portions of Allegan, Ionia and Montcalm counties.
Officers: James McLane, president; Carole Nowak, executive director; Dr. Terry Gordon, medical director; Anthony Parker, marketing director.
Contact: Donna Forster.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Lansing

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-1523; fax: 313-464-2924

Staff	
Physicians	114
Patients/physician	6
Specialists	267
Facilities	
Hospitals	3
Pharmacies	73
Users: Group Health	
Employer/payer groups	15
Employees & dependents	722
Total users	**722**

Operational date: August 1989.
Service area: Michigan: Clinton, Eaton and Ingham counties.
Officers: James McLane, president; Carole Nowak, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director.
Contact: Wendie Kistler.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Port Huron

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-1523; fax: 313-464-2924

Staff	
Physicians	52
Patients/physician	60
Board-certified	71.7%
Specialists	55
Facilities	
Hospitals	3
Pharmacies	29
Users: Group Health	
Employer/payer groups	9
Employees & dependents	3,133
Total users	**3,133**

Operational date: February 1988.
Service area: Michigan: St. Clair and Sanilac counties.
Officers: James McLane, president; Carole Nowak, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director.
Contact: Wendie Kistler.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Saginaw/Bay City

19852 Haggerty Road, Livonia, Mich. 48152; 313-462-2183; fax: 313-464-2924

Staff	
Physicians	120
Patients/physician	15
Specialists	191
Facilities	
Hospitals	6
Pharmacies	83
Users: Group Health	
Employer/payer groups	13
Employees & dependents	1,874
Total users	**1,874**

Operational date: May 1987.
Service area: Michigan: Huron, Sagi-

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naw and portions of Bay and Tuscola counties.

Officers: James McLane, president; Carole Nowak, executive director; Dr. Terry Gordon, medical director; Philip Pierce, marketing director.

Contact: Wendie Kistler.

See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network-North Central

2825 N. Mayfair Road, Suite 106, Wauwatosa, Wis. 53222; 414-476-4733; fax: 414-476-4517

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	13
Board-certified	100%
Administrative	10
Users: Group Health	
Employees & dependents	5,000
Total users	**5,000**

Service area: Michigan: Macomb, Oakland, St. Clair and Wayne counties.

Officers: Jefferey J. Nienhaus, executive director.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	37
Facilities	
Hospitals	4

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO-Detroit

CNA Insurance Cos., 400 Galleria Officentre, Southfield, Mich. 48034; 313-351-6065

Staff	
Physicians & specialists	3,265
Board-certified	58.5%
Facilities	
Hospitals	38
Users: Group Health	
Single & family coverage	2,411

Service area: Michigan: Ann Arbor, Bay City, Detroit, East Lansing, Flint, Grand Rapids, Jackson, Kalamazoo, Lansing, Midland, Muskegon and Saginaw areas.

Contact: Ed Murphy, manager-major group sales, 313-351-6065 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	3,553
Facilities	
Hospitals	122

Service area: Michigan: Ann Arbor, Bay City, Detroit, Flint, Jackson, Lansing, Livingston County, Manistee, Port Huron, St. Clair and Saginaw.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Michigan

27777 Franklin Road, Suite 900, Southfield, Mich. 48034; 313-353-4022; fax: 313-351-1979

Staff	
Physicians & specialists	2,574
Administrative	1
Facilities	
Hospitals	38
Total users	**9,871**

Operational date: April 1989.

Service area: Michigan: Detroit area.

Compensation: Negotiates hospital charges by discount off customary rates.

Contact: Theresa Pritchard, 313-351-1971.

See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	10

Service area: Michigan: Birmingham, Roseville and Sterling Heights areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Crescent

7600 Second Ave., Detroit, Mich. 48202-2402; 313-873-0606; fax: 313-972-4662

Specialty PPO providing orthotics and prosthetics services only	
Facilities	
Clinics	44
Total users	**20,000**

Operational date: May 1991.

For profit.

Service area: Michigan.

Services: Orthotics and prosthetics.

Compensation: Negotiates hospital charges by discount off customary rates, fee schedule negotiated with payers; is compensated by membership dues; no charge for access.

UR: Retrospective review. UR provided by the PPO.

Officers: Joseph Lentine, president; David Ruppert.

Contact: David Ruppert, 517-347-8701.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	66
Total users	**2,786**

See Davis Vision consolidated listing under New York.

Delta Preferred Option/Delta Preferred Option Plus

Delta Dental Plan of Michigan, P.O. Box 30416, Lansing, Mich. 48909; 517-349-6000; fax: 517-347-5237

Specialty PPO providing dental services only	
Staff	
Dentists	789
Specialists	150
Users: Group Health	
Employer/payer groups	60
Employees & dependents	262,770
Total users	**262,770**

Operational date: January 1988.

Not for profit.

Ownership: Delta Dental Plan of Michigan.

Service area: Michigan.

Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Is compensated by employers/payers; charges flat fee per employee, administrative fee based on expected claims activity.

UR: Fee audits, practice pattern review, predetermination, consultant review. UR provided by the PPO.

Officers: C. Richard Seitz, president; E. Craig Lesley, vp-marketing.

Contact: E. Craig Lesley.

DenteMax Inc.

32480 Schoolcraft, Livonia, Mich. 48150; 313-427-2288; fax: 313-427-7830

Specialty PPO providing dental services only	
Staff	
Dentists	1,144
Board-certified	100%
Specialists	234
Users: Group Health	
Employer/payer groups	73

Operational date: August 1985.

For profit.

Service area: Michigan: 62 counties (mainly southern).

Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals, individual contract. The PPO will adjust fees based on savings realized or not realized.

UR: Precertification. UR provided by the PPO.

Officers: Edward L. Cleland, president; Glenn R. Melenyk, D.D.S., executive vp; Kenneth R. Dallafior, marketing director; Frank Trucano, chairman.

ETHIX Great Lakes

6001 Adams, Suite 100, Bloomfield Hills, Mich. 48304; 313-433-8320; fax: 313-433-8330

Staff	
Physicians	846
Patients/physician	58
Board-certified	86%
Specialists	2,219
Administrative	21
Facilities	
Hospitals	46
Users: Group Health	
Employer/payer groups	1,740
Claims paid	
1992	$27,177,971

Operational date: March 1989.

For profit.

Service area: Michigan: 29 lower peninsula counties.

Services: Standard package excluding prescriptions. Other services include durable medical equipment, OB/Gyn, urgent care centers, athletic medicine and rehabilitation, cardiac rehabilitation, dialysis center, home health, labs, physical therapy, radiology and speech pathology. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings.

UR: Standard procedures excluding hospital bill audits and case management. UR provided by the PPO.

EXCEL Preferred Provider Plan

7091 Orchard Lake Road, Suite 275, West Bloomfield, Mich. 48322; 800-538-5671; fax: 313-539-3084

Staff	
Physicians	653
Board-certified	95%
Specialists	1,035
Facilities	
Hospitals	54
Users: Group Health	
Employer/payer groups	2
Single coverage	55
Family coverage	103
Employees & dependents	389
Total users	**389**

Operational date: March 1993.

For profit.

Service area: Michigan: Bay, Genessee, Huron, Ingham, Kent, Livingston, Macomb, Monroe, Montcalm, Newaygo, Oakland, Ogemaw, Ostego, Tuscola, Washtenaw and Wayne counties; Ohio: 31 counties.

Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn, home health care, laboratory, radiology centers, physical therapy, orthotics and prosthetics. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers; charges flat fee per employee, by percent of savings.

UR: Standard procedures excluding preadmission review. UR provided by the PPO.

Officers: Dr. Julius Combs, president; Dr. Marilyn Sauder, medical director; Kimberly Sultana, marketing coordinator; Denice Davis, senior vp-planning/development.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	15
Single & family coverage	234,579

Service area: Michigan: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

7101 Executive Center Drive, Suite 375, Brentwood, Tenn. 37027; 615-377-9936

Specialty PPO providing workers comp services only	
Staff	
Physicians	1,368
Board-certified	50%
Specialists	3,630
Facilities	
Hospitals	102
Users: Workers Compensation	
Single coverage	205,000
Total users	**205,000**

Operational date: February 1993.

Service area: Michigan: 30 cities.

Compensation: Negotiates hospital charges by per diem, DRGs.

Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Health Alliance Plan of Michigan/Preferred Health Plan

2850 W. Grand Blvd., Detroit, Mich. 48202; 313-874-7930; fax: 313-874-8301

Staff	
Physicians	600
Patients/physician	686
Board-certified	68%
Specialists	1,862
Administrative	594
Facilities	
Hospitals	36
Pharmacies	450
Users: Group Health	
Employer/payer groups	100
Single coverage	1,135
Family coverage	1,397
Employees & dependents	5,521
Total users	**7,600**

Operational date: June 1986.

Not for profit.

Ownership: Health Alliance Plan of Michigan.

Service area: Michigan: Macomb, Monroe, Oakland, St. Clair, Sanilac, Washtenaw and Wayne counties.

Services: Standard package including vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: James Walworth, president; Roman Kulich, COO; Dr. David Siegel, vp-health and medical affairs; John F. Breitmeyer, vp-marketing.

Contact: Rick Jelinek, 313-552-6000.

IBA Health & Life Assurance Co.

458 W. South St., Kalamazoo, Mich. 49007; 616-341-8000; fax: 616-341-7377

Staff	
Physicians	1,500
Board-certified	80%
Specialists	1,300
Facilities	
Hospitals	44
Users: Group Health	
Employer/payer groups	32
Employees & dependents	36,768
Total users	**36,768**
Claims paid	
1992	$15,947,449
1991	$12,397,765

Operational date: May 1986.

For profit.

Ownership: Bronson Healthcare Group.

Service area: Michigan.

Services: Standard package including chiropractors, durable medical equipment, podiatry, OB/Gyn and physical therapy. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, TPAs; charges flat fee per employee.

UR: Standard procedures. UR provided by the PPO and outside contractors.

Officers: Larry O'Brien, president; Helen Hughes, vp-operations; Dr. Gerald Friedman, medical director; Perry Talicska, vp-finance; Eric Fimbres, vp-MIS.

MedView Services Inc.*

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	14,537
Board-certified	90%
Specialists	52,355
Administrative	139
Facilities	
Hospitals	1,545
Users: Group Health	
Employer/payer groups	43
Employees & dependents	758,350
Users: Workers Compensation	
Employer/payer groups	123
Single coverage	9,306,100
Total users	**10,163,950**

Operational date: February 1987.

For profit.

Ownership: Pharmacy Management Services Inc.

Service area: California, Colorado, Connecticut, Florida, Illinois, Indiana, Kansas, Kentucky, Louisiana, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Wisconsin.

Contracts with SouthCare Medical Alliance in Georgia (Clayton, Cobb, Dekalb, Fulton and Gwinnett counties).

Services: Standard package excluding prescriptions. Other services including chiropractors, durable medical equipment, podiatry, OB/Gyn, home health care and case management. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, per bill. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: Robert H. Marks, president; Debra Cerre-Ruedisili, senior vp/COO; Michael Hagan, D.O., medical director; Darrell Jarvis, marketing director; Gerald L. Page, vp/CFO; Polly Jantzen, vp; Valerie Wilson, vp-operations; Russell Whatmore, vp-contracting.

Contact: Cathy Lamar, director-sales.

** Figures are consolidated, including all PPOs in this organization.*

MedView Services Inc.

32991 Hamilton Court, Suite 300, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	596
Board-certified	90%
Specialists	2,717
Administrative	72
Facilities	
Hospitals	60
Users: Group Health	
Employer/payer groups	13
Employees & dependents	153,000
Users: Workers Compensation	
Employer/payer groups	35
Single coverage	2,130,000
Total users	**2,283,000**

Service area: Michigan.

Contact: Cathy Lamar, director-sales.

See MedView Services Inc. consolidated listing under Michigan.

Continued on next page

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Met-Elect Network of Michigan

100 Galleria Office Center, Suite 428, Southfield, Mich. 48034; 313-827-7540

Staff	
Physicians & specialists	2,001
Board-certified	87%
Facilities	
Hospitals	18
Users: Group Health	
Employees & dependents	8,034
Total users	**8,034**

Operational date: August 1989.
Service area: Michigan: Detroit.
See Met-Elect Network consolidated listing under Connecticut.

MIDA Dental Plans

2000 Town Center, Suite 2200, Southfield, Mich. 48075; 313-353-6410; fax: 313-353-0727

Specialty PPO providing dental services only	
Staff	
Dentists	3,860
Patients/dentist	65
Board-certified	100%
Specialists	1,339
Administrative	18
Users: Group Health	
Employees & dependents	254,000
Total users	**254,000**

Operational date: February 1987.
For profit.
Service area: Arizona, California, Illinois, Kentucky, Michigan, Missouri, Ohio and Texas.
Services: Dental. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Is compensated by employers/payers; charges flat fee per employee, by percent of services by doctors/hospitals.
UR: Retrospective review and outpatient service predetermination. UR provided by the PPO.
Officers: Dr. Walter Knysz Jr., president; Dr. Stephen Patterson, medical director; Tamara Jacobs, marketing director; Janet Oleszkowicz, senior vp-national operations.
Contact: Bob Dombrowski.

National Foot Care Program Inc.*

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only	
Staff	
Physicians	74
Specialists	177
Administrative	10
Facilities	
Hospitals	35
Users: Group Health	
Employer/payer groups	3
Single coverage	22,962
Family coverage	102,848
Employees & dependents	365,611
Total users	**365,611**

Operational date: February 1984.
For profit.
Ownership: Value Health Inc.
Service area: Alabama, Delaware, Illinois, Indiana, Kansas, Maryland, Michigan, Missouri, New Jersey, Ohio, Pennsylvania, Tennessee and Wisconsin.
Services: Physicians, hospitalization and podiatry. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by all-inclusive negotiated rate; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures, excluding discharge planning, hospital bill audits and case management. Also uses routine chart review. UR provided by the PPO and U.S. Administrators.
Officers: Claude Oster, D.O., president/executive director; Sanford Rosenfeld, D.P.M., Duane Darnell, D.O., vps-medical affairs; David James, marketing director; Robbie Romeo, vp-operations/COO.
** Figures are consolidated, including all PPOs in this organization.*

National Foot Care Program Inc.-Michigan

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only	
Staff	
Physicians	25
Specialists	43
Facilities	
Hospitals	11
Users: Group Health	
Employer/payer groups	3
Single coverage	12,469
Family coverage	54,200
Employees & dependents	204,435
Total users	**204,435**

Service area: Michigan.
See National Foot Care Program Inc. consolidated listing under Michigan.

PPOM*

28588 Northwestern Highway, Suite 380, Southfield, Mich. 48034; 313-357-7766; fax: 313-357-2418

Staff	
Physicians	4,200
Specialists	3,300
Administrative	140
Facilities	
Hospitals	94
Users: Group Health	
Employer/payer groups	520
Employees & dependents	550,000
Users: Workers Compensation	
Employer/payer groups	11
Claims paid	
1992	$329,500,000
1991	$250,900,000

Operational date: March 1984.
For profit.
Service area: Indiana, Michigan and Ohio.
Services: Standard package, excluding prescriptions. Other services include durable medical equipment, podiatry, OB/Gyn, laboratory and radiology. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, DRGs; is compensated by employers/payers; charges by percent of services by doctors/hospitals.
UR: Standard procedures, excluding length of stay determination, retrospective review, hospital bill audits and case management. UR provided by the PPO and outside contractors.
Officers: Richard Rogel, CEO; David Miller, president; Dr. Allen Waldman, vp/medical director; Jay Levin, vp/marketing director.
Contact: Jay Levin.
** Figures are consolidated, including all PPOs in this organization.*

Physical Therapy Provider Network

1735 Hamilton Road, Suite 400, Okemos, Mich. 48864; 517-349-6728; fax: 517-349-1379

Specialty PPO providing physical therapy services only	
Staff	
Physical therapists	150
Facilities	
Locations	42
Users: Group Health	
Contracting organizations	15
Total users	**2,800,000**
Claims paid	
1992	$1,000,000
1991	$1,000,000

Operational date: January 1990.
Service area: Michigan.
Officers: James B. Hayden, president; David Ruppert, marketing director; Terry Heaton, vp-marketing; Kim Edgel, secretary; Sandra Jenkins, vp-operations; Kathy Carrier, treasurer; Shahab Mogul, Bill Roth, Luis Kahnovsky, directors.
Contact: David Ruppert.
See Physical Therapy Provider Network Inc. consolidated listing under California.

Physicians Health Plan Inc.

P.O. Box 30377, Lansing, Mich. 48909-7877; 517-349-2101; fax: 517-347-9460

Staff	
Physicians	663
Board-certified	82%
Specialists	1,128
Facilities	
Hospitals	38
Pharmacies	425
Users: Group Health	
Employer/payer groups	1,050
Single coverage	21,600
Family coverage	38,400
Employees & dependents	151,000
Total users	**151,000**
Claims paid	
1992	$181,000,000
1991	$167,000,000

Operational date: March 1981.
Not for profit.
Ownership: E.W. Sparrow hospital.
Service area: Michigan: 28 counties in the areas of Jackson, Kalamazoo, Lansing and Muskegon.
Affiliated United HealthCare Corp.-owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.
Services: Standard package, including vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: James M. Savage, president; Dr. Joseph Sheets, medical director; Douglas E. Lottes, vp-sales.
Contact: Sherry Sparks, 517-347-9427.

Private Healthcare Systems Inc.

3000 Town Center, Suite 830, Southfield, Mich. 48975; 313-351-9130

Staff	
Physicians	1,347
Specialists	1,909
Administrative	6
Facilities	
Hospitals	38
Users: Group Health	
Employer/payer groups	442
Employees & dependents	19,148
Total users	**19,148**

Service area: Michigan: Detroit, Flint, Grand Rapids, Jackson, Kalamazoo, Muskegon and Saginaw/Bay City/Midland metropolitan areas.
Contact: Edward Sandrick, senior vp-operations, 708-292-6701.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	1,107
Board-certified	95%
Specialists	1,605
Facilities	
Hospitals	97

Service area: Michigan.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Travelers Managed Care System-Detroit

184 Shuman Blvd., Suite 400, Naperville, Ill. 60563; 708-983-2400

Staff	
Physicians	1,509
Facilities	
Hospitals	24
Users: Group Health	
Employer/payer groups	171
Single & family coverage	9,826

Operational date: November 1988.
Service area: Michigan: Macomb, Oakland and Wayne counties.
Officers: Tim Dickman, executive director; Ron White, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Western Michigan

184 Shuman Blvd., Suite 400, Naperville, Ill. 60563; 708-983-2400

Staff	
Physicians	472
Facilities	
Hospitals	9
Users: Group Health	
Employer/payer groups	57
Single & family coverage	8,262

Operational date: December 1986.
Service area: Michigan: Ionia, Kent, Montcalm, Muskegon and Ottawa counties.
Officers: Tim Dickman, executive director; Ron White, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

MINNESOTA

Aetna Health Plans-Minneapolis/St. Paul

5050 Excelsior Blvd., Minneapolis, Minn. 55416; 612-925-8595; fax: 612-925-6944

Staff	
Physicians	594
Patients/physician	14
Board-certified	72.3%
Specialists	921
Facilities	
Hospitals	14
Pharmacies	311
Users: Group Health	
Employer/payer groups	52
Employees & dependents	8,662
Total users	**8,662**

Operational date: July 1988.
Service area: Minnesota: Carver, Hennepin, Ramsey and portions of Anoka, Dakota, Scott and Washington counties.
Officers: James McLane, president; Rae Vanek, executive director; Dr. Maureen Reed, medical director; Chad Beste, marketing director.
Contact: Diane Mattson.
See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network Inc.*

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	4,250
Board-certified	100%
Administrative	60
Users: Group Health	
Employees & dependents	3,949,792
Users: Workers Compensation	
Single coverage	1,255,800
Total users	**5,205,800**

Operational date: 1987.
For profit.
Service area: Arizona, California, Colorado, Florida, Georgia, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Oregon, Pennsylvania, Texas, Utah, Virginia, Washington and Wisconsin.
Services: Chiropractors. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals, fee per review.
UR: Precertification, retrospective review and outpatient service predetermination. UR provided by the PPO.
Officers: Thomas J. Allenburg, D.C., president/medical director; David L. Cole, executive director; Andrew Aho, marketing director.
Contact: Andrew Aho.
** Figures are consolidated, including all PPOs in this organization.*

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	330
Board-certified	100%
Users: Group Health	
Employees & dependents	352,000
Users: Workers Compensation	
Single coverage	50,000

Continued on next page

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EXPRESS SCRIPTS

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Continued from previous page

Total users	**402,000**

Service area: Minnesota: 44 counties.

Contact: Andrew Aho, marketing director.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718;
714-727-1353 or 800-233-2478;
fax: 714-727-1319

Facilities	
Hospitals	2

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., CNA Plaza, 22 West, Chicago, Ill. 60685;
312 822-7626

Staff	
Physicians & specialists	1,730
Board-certified	83.5%
Facilities	
Hospitals	17
Users: Group Health	
Single & family coverage	1,120

Service area: Minnesota: Minneapolis and St. Paul areas.

Contact: Wayne Malzone, manager-major group sales, 312-822-7626 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200;
fax: 714-251-2222

Facilities	
Hospitals	5

Service area: Minnesota: Minneapolis, St. Cloud and St. Paul areas.

See CAPP CARE Inc. consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500;
fax: 516-932-9845

Specialty PPO providing vision services only

Staff	
Physicians & specialists	9
Total users	**355**

See Davis Vision consolidated listing under New York.

Delta Dental Plan of Minnesota

7807 Creekridge Circle, Minneapolis, Minn. 55440; 612-944-5252;
fax: 612-944-4182

Specialty PPO providing dental services only

Staff	
Dentists	800
Patients/dentist	25
Specialists	30
Users: Group Health	
Employer/payer groups	200
Single coverage	15,000
Family coverage	17,000
Employees & dependents	77,000
Total users	**77,000**

Operational date: 1988.
Not for profit.
Service area: Minnesota.

Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Is compensated by insurers, TPAs; charges by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.

UR: Precertification, retrospective review. UR provided by the PPO.

Officers: Michael Walsh, president; Thomas Ireland, D.D.S., dental director; Robert McGrath, marketing director.

ETHIX Midwest

8500 Normandale Lake Blvd., Suite 2050, Bloomington, Minn. 55437;
612-896-1200; fax: 612-896-4880

Staff	
Physicians	2,350
Board-certified	89%
Specialists	1,624
Administrative	60
Facilities	
Hospitals	30
Users: Group Health	
Employer/payer groups	280
Single coverage	55,720
Family coverage	32,523
Employees & dependents	191,247
Users: Workers Compensation	
Employer/payer groups	289
Single coverage	139,808
Total users	**255,074**
Claims paid	
1992	$85,711,159
1991	$71,895,431

Operational date: 1982.
For profit.
Ownership: The ETHIX Corp.
Service area: Minnesota: statewide; Wisconsin: Hudson County.

Contracts with Beech Street nationwide; ETHIX National in Michigan, Minnesota, Missouri, North Carolina, Oregon, Pennsylvania, Texas, Washington; Health Management Assn. in the southwestern U.S.; ProAmerica Managed Care Network nationwide.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn, home health, surgery centers and urgent care centers. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, providers, insurers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: M. Nazie Eftekhari, president; Dr. Brian Ebeling, medical director; Steven Osterkamp, marketing director; Lynn Esensten, vp-operations.

Contact: Steven Osterkamp.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110;
fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health	
Employer/payer groups	2
Single & family coverage	240,296

Service area: Minnesota: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

Health Partners

8100 34th Ave. S., P.O. Box 1309, Minneapolis, Minn. 55440-1309;
612-883-6000

Staff	
Physicians	1,200
Patients/physician	2,000
Board-certified	95%
Specialists	3,120
Administrative	1,068
Facilities	
Hospitals	39
Pharmacies	500
Users: Group Health	
Employer/payer groups	11
Single coverage	10,021
Family coverage	11,430
Employees & dependents	46,312
Total users	**46,312**
Claims paid	
1992	$1,340,000
1991	$85,000

Operational date: May 1987.
Not for profit.
Service area: Minnesota: 24 counties; Wisconsin: Buffalo, Pepin, Pierce, Polk and St. Croix counties.

Contracts with Aetna Health Plans nationwide; The HMO Group in Arizona, Connecticut, District of Columbia, Illinois, Massachusetts, Minnesota, Missouri, New Hampshire, New York, Pennsylvania, Washington, Wisconsin; Kaiser Permanente in California, Colorado, Connecticut, Georgia, Hawaii, Illinois, Kansas, Maryland, Massachusetts, Michigan, Missouri, North Carolina, New York, Ohio, Oregon, Texas, Virginia, Wisconsin.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn, home health, hospice and health education programs. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, per procedure; is compensated by employers/payers; charges flat fee per employee, by percent of services by doctors/hospitals.

UR: Precertification, concurrent review, discharge planning, outpatient service predetermination and case management. UR provided by the PPO.

Officers: George C. Halvorson, president/CEO; Kirby Erickson, COO; Dr. George Isham, medical director; Ted Wise, vp-sales/marketing; Mary Brainera, COO-Groups; Dr. Paul Brat, COO-staff division; Craig Amundson, D.D.S., COO-dental director; George Boyadis, CFO; Jan Malcolm, senior vp-public policy/programs.

Medica

5601 Smetana Drive, P.O. Box 1587, Minneapolis, Minn. 55440;
612-936-1200; fax: 612-936-4900

Staff	
Physicians	2,709
Specialists	2,408
Administrative	700
Facilities	
Hospitals	84
Pharmacies	750
Users: Group Health	
Employer/payer groups	3,317
Single coverage	135,916
Family coverage	119,096
Employees & dependents	426,179
Total users	**426,179**
Claims paid	
1992	$579,270,040
1991	$509,766,206

Operational date: 1974.
Not for profit.
Service area: Minnesota: 48 counties, including Minneapolis/St. Paul area; North Dakota: Barnes, Cass, Ransom, Richland, Stutsman and Traill counties.

Affiliated United HealthCare Corp. owned and managed PPOs: Medica in North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn, preventive care, emergency services, lab and X-ray. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, per stay; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures including alternative care review, benefit review, specialty programs and nurse line. UR provided by the PPO.

Officers: Dr. K. James Ehlen, CEO; Dr. Allan J. Chernov, medical director; James W. Eppel Jr., vp-commercial products; Stanley Hamilton, vp-finance/administration; Dr. J. Bryan Bushick, vp-quality/performance management; David Strand, senior vp/general counsel.

Contact: Suzanne Bluestein, 612-936-6974.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011;
800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,104
Board-certified	94%
Specialists	442
Facilities	
Hospitals	12
Users: Group Health	
Employer/payer groups	552
Employees & dependents	112,200

Service area: Minnesota.

See MultiPlan Inc. consolidated listing under New York.

NWNL Health Management Corp.

P.O. Box 358, 20 S. Washington, Minneapolis, Minn. 55440;
612-672-8400; fax: 612-672-8519

Staff	
Physicians	749
Patients/physician	7
Specialists	2,833
Facilities	
Hospitals	29
Pharmacies	420
Users: Group Health	
Employer/payer groups	13
Family coverage	3,226
Employees & dependents	7,263
Total users	**7,263**

Operational date: January 1992.
For profit.
Ownership: Northwestern National Life Insurance Co.
Service area: Minnesota: city of Ramsey; Anoka, Carver, Dakota, Hennepin, Scott, Washington and Wright counties.

Services: Standard package including vision, durable medical equipment, podiatry, OB/Gyn, prenatal education and centers of excellence for organ transplants. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding second surgical opinion. UR provided by the PPO.

Officers: Frederic Sattler, president; Dr. J. Bryan Warren, medical director; Curt Olson, marketing director; Cecelia Manlove, senior vp-health services; Margaret Liedholm, vp-operations; Mike Cornelison, vp-finance.

Contact: Kathy Nickelson.

Northwestern National Life Premier Benefits

20 Washington Ave. S., Minneapolis, Minn. 55401; 612-372-5453;
fax: 612-372-5791

Service area: Contracts with First Choice in Washington (Seattle); Healthcare Advantage in Louisiana (New Orleans); NWNL Health Network in Minnesota (Minneapolis/St. Paul); Private Healthcare Systems Inc. nationwide; Scripps in California (San Diego).

Contact: Marvin Lind, director-managed care.

PreferredOne

One Main St. S.E., Suite 400, Minneapolis, Minn. 55414-1027;
612-623-8282; fax: 612-623-0984

Staff	
Physicians	2,200
Board-certified	98%
Specialists	2,400
Administrative	105
Facilities	
Hospitals	45
Pharmacies	600
Users: Group Health	
Employer/payer groups	6,200
Single & family coverage	139,000
Employees & dependents	347,000
Users: Workers Compensation	
Employer/payer groups	1,970
Single coverage	71,000

Operational date: January 1984.
Not for profit.
Ownership: Hospital/physician joint venture.
Accredited by AAPI.
Service area: Minnesota; statewide; portions of Montana, North Dakota and Wisconsin.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: Marcus Merz, president; Dr. Kenneth Dedeker, medical director; K. Jim Miller, vp-marketing; David Olsen, vp-operations; Tina Frontera-Adson, director-health care management services; Mary Lewis, director-finance.

Contact: K. Jim Miller.

Continued on next page

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Continued from previous page

Private Healthcare Systems Inc.

9399 W. Higgins Road, Suite 500, Rosemont, Ill. 60018; 708-292-6700

Staff	
Physicians	694
Specialists	1,036
Administrative	6
Facilities	
Hospitals	17
Users: Group Health	
Employer/payer groups	317
Employees & dependents	19,540
Total users	**19,540**

Service area: Minnesota: Minneapolis/St. Paul metropolitan area.

Contact: Edward Sandrick, senior vp-operations, 708-292-6701.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	872
Board-certified	95%
Specialists	1,197
Facilities	
Hospitals	44

Service area: Minnesota.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Minnesota

3701 Wayzata Blvd., P.O. Box 9479, Minneapolis, Minn. 55440; 612-349-1010

Staff	
Physicians	788
Board-certified	87%
Specialists	1,347
Administrative	22
Facilities	
Hospitals	25
Pharmacies	364

Operational date: November 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Minnesota: Anoka, Carver, Dakota, Hennepin, Ramsey, Scott and Washington counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures including maternity and psychiatric review. UR provided by the PPO.
Officers: George Becker, president; Gary Schultz, executive director; Dr. Stuart R. Lancer, medical director; Gregg Prussing, marketing director.
Contact: Gary Schultz.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Select Care

1700 W. 82nd St., Suite 100, Bloomington, Minn. 55431; 612-887-6700; fax: 612-885-5718

Staff	
Physicians	3,600
Patients/physician	140
Board-certified	90.8%
Administrative	6
Facilities	
Hospitals	53
Pharmacies	600
Users: Group Health	
Employer/payer groups	1,850
Single coverage	32,000
Family coverage	54,000
Employees & dependents	190,000
Total users	**190,000**

Operational date: January 1983.
Not for profit.
Ownership: HealthSpan.
Accredited by AAPI.
Service area: Minnesota, eastern North Dakota and western Wisconsin.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion. Also performs referral management. UR provided by the PPO.
Officers: Jack G. Davis, president; Dr. Richard Frey, Dr. Marvin S. Segal, vps/medical directors; Michael L. Thielen, vp-marketing/sales; Leroy G. Meyering, vp-operations/CFO; Barbara O. Johnson, vp-managed care.

Twin Cities Managed Care for Work Comp

333 N. Washington Ave., Suite 450, Minneapolis, Minn. 55401; 612-373-9465

Specialty PPO providing workers comp services only	
Staff	
Physicians	45
Board-certified	90%
Specialists	200
Administrative	4
Facilities	
Hospitals	10
Users: Workers Compensation	
Employer/payer groups	3
Single coverage	400
Total users	**400**

Operational date: December 1992.
For profit.
Ownership: Rehab Clinics Inc.
Service area: Minnesota: Rochester, St. Cloud and St. Paul metropolitan areas.
Services: Standard package excluding prescriptions and substance abuse. Other services include chiropractors. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by Minnesota state fee schedule.
UR: Precertification, retrospective review and case management.
Officers: Thomas Coplin, president; Dr. Thomas Jetzer, medical director.
Contact: Kathleen Kuha, plan administrator.

MISSISSIPPI

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	28
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	5

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-Columbus

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-830-5600; fax: 504-837-6571

Staff	
Physicians	23
Board-certified	81.3%
Specialists	24
Facilities	
Hospitals	2
Pharmacies	27

Operational date: January 1993.
Service area: Alabama: Lamar and Pickens counties; Mississippi: Lowndes, Monroe and Noxubee counties.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Tracy Langford.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Gulf Port

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-830-5600; fax: 504-837-6571

Staff	
Physicians	39
Patients/physician	34
Specialists	92
Facilities	
Hospitals	2
Pharmacies	40
Users: Group Health	
Employer/payer groups	13
Employees & dependents	1,332
Total users	**1,332**

Operational date: November 1987.
Service area: Mississippi: Harrison and Stone counties and portions of Hancock County.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Deborah Cunningham.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Jackson/Vicksburg

3900 N. Causeway Blvd., Suite 410, Metairie, La. 70002; 504-830-5600; fax: 504-837-6571

Staff	
Physicians	41
Patients/physician	14
Board-certified	80.5%
Specialists	157
Facilities	
Hospitals	6
Pharmacies	110
Users: Group Health	
Employer/payer groups	6
Employees & dependents	571
Total users	**571**

Operational date: October 1992.
Service area: Mississippi: Adams, Claiborne, Franklin, Jefferson, Hinds, Madison, Rankin, Warren and Wilkinson counties.
Officers: James McLane, president; Michael Rogers, executive director; Dr. Vincent Miles, medical director; Carl Bryant, marketing director.
Contact: Tracy Langford.

See Aetna Health Plans consolidated listing under Connecticut.

Anthem Health Systems/ American Health Network-Mississippi

10199 Southside Blvd., Suite 300, Jacksonville, Fla. 32246; 904-363-7400; fax: 904-363-7411

Staff	
Physicians	300
Facilities	
Hospitals	7

Service area: Mississippi: Alcorn, DeSoto, Lafayette, Lowndes, Tippah, Union and Prentiss counties.

See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	6

See Beech Street of California Inc. consolidated listing under California.

Blue Cross & Blue Shield of Mississippi Inc.

P.O. Box 1043, Jackson, Miss. 39215; 601-932-3704; fax: 601-932-4843

Facilities	
Hospitals	23
Users: Group Health	
Employees & dependents	34,000

Operational date: 1985.
Not for profit.
Ownership: Blue Cross & Blue Shield of Mississippi Inc.
Service area: Mississippi: statewide.
Services: Standard package including durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding length of stay determination and outpatient services predetermination. UR provided by the PPO.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	157
Facilities	
Hospitals	31

Service area: Mississippi: Biloxi, Gulfport, Hattiesburg, Jackson, Meridian, Picayune, Vicksburg, Winona areas and Northeast and Northern Mississippi.

See CAPP CARE Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	3

Service area: Mississippi: Biloxi, Gulfport, Hattiesburg and Jackson areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	16
Total users	**2,684**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	2
Single & family coverage	72,360

Service area: Mississippi: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

5947 South Shore Drive, Baton Rouge, La. 70817; 504-752-7617

Specialty PPO providing workers comp services only	
Staff	
Physicians	50
Board-certified	50%
Specialists	251
Facilities	
Hospitals	14
Users: Workers Compensation	
Employer/payer groups	8
Single coverage	47,060
Total users	**47,060**

Operational date: June 1991.
Service area: Mississippi: Grenada, Harrison, Hinds, Jackson, Newton and Pike counties; and Bay St. Louis, Corinth, Gulfport, Hattiesburg, Lexington, Lucedale, Meridian and Vicksburg.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs.
Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Healthcare Advantage Inc.

4427 S. Robertson St., New Orleans, La. 70115; 504-899-8686; fax: 504-899-8677

Staff	
Physicians	110
Board-certified	88%
Specialists	390
Facilities	
Hospitals	30
Users: Group Health	
Employer/payer groups	131
Employees & dependents	24,000
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	10,000
Total users	**34,000**
Claims paid	
1992	$7,800,000

Service area: Mississippi: 60 counties statewide.
Services: Standard package excluding prescriptions. Other services include durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.

See Healthcare Advantage Inc. consolidated listing under Louisiana.

Met-Elect Network of Mississippi

5 Post Oak Park, Suite 2120, Houston, Texas 77027-3416; 713-961-9944

Staff	
Physicians & specialists	236
Board-certified	89%
Facilities	
Hospitals	9
Users: Group Health	
Employees & dependents	3,430
Total users	**3,430**

Operational date: January 1987.
Service area: Mississippi: Brookhaven, Clinton and Jackson areas.

See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	540
Board-certified	84%
Specialists	216
Facilities	
Hospitals	28
Users: Group Health	
Employer/payer groups	270
Employees & dependents	56,100

Service area: Mississippi.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	103
Board-certified	95%
Specialists	198
Facilities	
Hospitals	21

Service area: Mississippi.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

MISSOURI

Aetna Health Plans-Columbia/Jefferson City

1 Cityplace Drive, Suite 670, St. Louis, Mo. 63141; 314-994-2518; fax: 314-567-3627

Staff	
Physicians	55
Patients/physician	6
Board-certified	70%
Specialists	216
Facilities	
Hospitals	3
Pharmacies	30

Continued on next page

Continued from previous page

Users: Group Health	
Employer/payer groups	2
Employees & dependents	336
Total users	**336**

Operational date: September 1991.
Service area: Missouri: Boone, Callaway, Cole, Gasconade, Maries, Miller, Moniteau and Osage counties and portions of Morgan County.
Officers: James McLane, president; Nancy Lieberman, executive director; Dr. Harold Zarkowsky, medical director; Robert Tucker, marketing director.
Contact: Cynthia Murphy.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Kansas City

7301 College Blvd., Suite 150, Overland Park, Kan. 66210; 913-451-2154; fax: 913-451-0683

Staff	
Physicians	467
Patients/physician	51
Board-certified	75.7%
Specialists	971
Facilities	
Hospitals	12
Pharmacies	239
Users: Group Health	
Employer/payer groups	294
Employees & dependents	23,982
Total users	**23,982**

Operational date: June 1986.
Service area: Kansas: Johnson and Wyandotte counties and portions of Leavenworth County; Missouri: Clay, Jackson and portions of Cass and Platte counties.
Officers: James McLane, president; Dr. Harold Zarkowsky, medical director; Rodney Williamson, marketing director.
Contact: Lori Ermentrout.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-St. Louis

1 Cityplace Drive, Suite 670, St. Louis, Mo. 63141; 314-994-2518; fax: 314-567-3627

Staff	
Physicians	521
Patients/physician	61
Board-certified	79.4%
Specialists	1,809
Facilities	
Hospitals	22
Pharmacies	370
Users: Group Health	
Employer/payer groups	297
Employees & dependents	31,980
Total users	**31,980**

Operational date: November 1986.
Service area: Illinois: Madison and St. Clair counties; Missouri: Clinton, Franklin, Gasconade, St. Charles, St. Francois, St. Louis and portions of Jefferson, Madison and Ste. Genevieve counties.
Officers: James McLane, president; Nancy Lieberman, executive director; Dr. Harold Zarkowsky, medical director; Robert Tucker, marketing director.
Contact: Cynthia Murphy.
See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	510
Board-certified	80%
Specialists	1,191
Facilities	
Hospitals	42
Pharmacies	433

Service area: Missouri: Adair, Boone, Butler, Callaway, Cass, Clay, Franklin, Greene, Jackson, Jasper, Lafayette, Newton, Phelps, Platte, St. Charles, St. Francois and St. Louis counties.
See The AFFORDABLE Medical Networks consolidated listing under Illinois.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	198
Facilities	
Hospitals	14

See Beech Street of California Inc. consolidated listing under California.

Blue Cross & Blue Shield of Missouri-Alliance

1831 Chestnut St., St. Louis, Mo. 63103; 314-923-4444; fax: 314-923-4809

Staff	
Physicians	1,923
Board-certified	70%
Specialists	2,222
Facilities	
Hospitals	69
Pharmacies	419
Users: Group Health	
Employees & dependents	550,000
Total users	**550,000**

Operational date: January 1985.
Not for profit.
Ownership: Blue Cross & Blue Shield of Missouri.
Service area: Illinois: three counties; Missouri: 67 counties.
Services: Standard package, including durable medical equipment, podiatry, OB/Gyn, home health, home IV, respiratory, hospice and ambulatory surgery. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by a combination of per case, per diem and percent discount; is compensated by employers/payers.
UR: Standard procedures including ambulatory bill audit, health status assessments and patient practice guideline education/advocacy. UR provided by the PPO.
Officers: Roy Heimburger, president; Richard S. Smith, senior vp-marketing; D. Ann Saladino, vp-value management.

CNA Managed Care PPO

CNA Insurance Cos., 1010 Market St., Suite 560, St. Louis, Mo. 63178; 314-342-7945

Staff	
Physicians & specialists	3,350
Board-certified	72%
Facilities	
Hospitals	39
Users: Group Health	
Single & family coverage	10,572

Service area: Kansas: Kansas City, Lawrence, Topeka and Wichita; Missouri: Columbia, Joplin, Kansas City, Rolla, Springfield and St. Louis.
Contact: Bill Carroll, manager-major group sales, 314-342-7945, or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	1,807
Facilities	
Hospitals	37

Service area: Missouri: Boonville, greater Kansas City, greater St. Louis, Springfield and southeast Missouri.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Columbia

8182 Maryland Ave., Suite 900, St. Louis, Mo. 63105; 314-726-7000; fax: 314-726-7820

Staff	
Physicians & specialists	255
Administrative	7
Facilities	
Hospitals	2
Total users	**2,400**

Operational date: January 1989.
Service area: Missouri: Columbia and Jefferson areas.
Compensation: Negotiates hospital charges by per diem.
Contact: Joyce Murray, 314-726-7792.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-St. Louis

8182 Maryland Ave., Suite 900, St. Louis, Mo. 63105; 314-726-7700; fax: 314-726-7820

Staff	
Physicians & specialists	2,692
Administrative	7
Facilities	
Hospitals	24
Total users	**28,000**

Operational date: September 1987.
Service area: Missouri: St. Louis area.
Compensation: Negotiates hospital charges by per diem.
Contact: Joyce Murray, 314-726-7792.
See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

111 W. Port Plaza, Suite 540, St. Louis, Mo. 63146; 800-272-1601

Staff	
Physicians	516
Patients/physician	11
Board-certified	70.9%
Specialists	1,639
Facilities	
Hospitals	33
Users: Group Health	
Employer/payer groups	21
Employees & dependents	5,458
Users: Workers Compensation	
Employer/payer groups	2
Claims paid	
1992	$2,495,243
1991	$1,617,340

Service area: Missouri: 115 counties statewide.
Officers: Michele Holzman, executive director.
Contact: Dennis Cooper, senior account executive.
See Community Care Network Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Facilities	
Hospitals	1

Service area: Missouri: Ellisville, Kansas City and Springfield areas.
See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	36
Total users	**9,554**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	16
Single & family coverage	180,218

Service area: Missouri: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

11560 W. 95th St., Suite 207, Overland Park, Kan. 66214; 913-894-6677

Specialty PPO providing workers comp services only	
Staff	
Physicians	70
Board-certified	50%
Specialists	481
Facilities	
Hospitals	54
Users: Workers Compensation	
Single coverage	900,000
Total users	**900,000**

Operational date: October 1989.
Service area: Missouri: 25 counties.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

GenCare Sanus Health Plan

969 Executive Parkway, Suite 100, St. Louis, Mo. 63141; 314-434-6114; fax: 314-434-8461

Staff*	
Physicians	691
Board-certified	72%
Specialists	2,604
Facilities	
Hospitals	42
Users: Group Health	
Employer/payer groups	500
Employees & dependents	105,812
Users: Workers Compensation	
Employer/payer groups	24
Single coverage	13,227
Total users	**108,157**

** Staff figures as of 8/1/93.*

Operational date: 1985.
For profit.
Ownership: General American Life Insurance Co.
Service area: Illinois: Bond, Clinton, Calhoun, Greene, Jersey, Macoupin, Madison, Monroe, Montgomery, Randolph, St. Clair and Williamson counties; Missouri: Boone, Callaway, Cole, Crawford, Franklin, Gasconade, Jefferson, Lincoln, Montgomery, Pike, Randolph, St. Charles, St. Francois, Ste. Genevieve, St. Louis, Warren and Washington counties.
Services: Standard package, excluding prescriptions. Other services include chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, flat fee for commonly performed outpatient hospital procedures; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures, including high-risk pregnancy, mental health/chemical dependency and workers compensation management. UR provided by the PPO.
Officers: Michael Hogan, president; Tom Zorumski, executive director; Dr. Matthew Emons, medical director; Randy Cupp, marketing director; Brenda Haalboom, finance director.

HealthNetwork Inc.

1420 Kensington Road, Suite 203, Oak Brook, Ill. 60521; 708-954-2900; fax: 708-954-1518

Staff	
Physicians	260
Patients/physician	307
Board-certified	75%
Specialists	390
Facilities	
Hospitals	30
Users: Group Health	
Employer/payer groups	338
Employees & dependents	80,000
Total users	**80,000**

Service area: Missouri: statewide.
Contact: Jill F. Odzer, 800-345-7848.
See HealthNetwork Inc. consolidated listing under Illinois.

Humana Health Care Plans

10450 Holmes, Suite 440, Kansas City, Mo. 64131; 816-941-8003; fax: 816-941-3910

Total users	**267**

Operational date: August 1992.
Officers: David W. Fields, executive director; Greg Argenas, sales manager; Dr. Bruce Barter, medical director.

Medco Value Plus

7011 Grand National Drive, Orlando, Fla. 32819; 800-952-5277; fax: 407-363-7928

Facilities	
Hospitals	3
Users: Group Health	
Employer/payer groups	5
Single & family coverage	8,000

Service area: Missouri: 14 counties.
Services: Hospitalization, substance abuse and psychiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Contact: Harold Green, director.
See Medco Value Plus consolidated listing under Florida.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	294
Board-certified	90%
Specialists	933
Facilities	
Hospitals	56
Users: Group Health	
Employer/payer groups	5
Employees & dependents	73,200
Users: Workers Compensation	
Employer/payer groups	12
Single coverage	401,000
Total users	**474,200**

Service area: Missouri.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Missouri

14500 S. Outer 40 Road, Chesterfield, Mo. 63017; 314-542-1400

Staff	
Physicians & specialists	2,282
Board-certified	90%
Facilities	
Hospitals	30
Users: Group Health	
Employees & dependents	8,596
Total users	**8,596**

Operational date: February 1986.
Service area: Missouri: St. Louis area.
See Met-Elect Network consolidated listing under Connecticut.

Mid-America Health Network Inc.

2300 Main St., Suite 700, Kansas City, Mo. 64108; 816-221-8400; fax: 816-221-7709

Staff	
Physicians	648
Board-certified	76%
Specialists	1,276
Administrative	100
Facilities	
Hospitals	24
Pharmacies	145
Users: Group Health	
Employer/payer groups	5,041
Family coverage	150,000
Employees & dependents	342,846
Users: Workers Compensation	
Employer/payer groups	6
Single coverage	3,025
Total users	**345,871**

Operational date: June 1984.
For profit.
Accredited by AAPI.
Service area: Kansas: Anderson, Atchison, Bourbon, Doniphan, Douglas, Franklin, Johnson, Leavenworth, Linn, Miami and Wyandotte counties; Missouri: 22 northwest and central counties.
Services: Standard package, including podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures, excluding hospital bill audits. UR provided by the PPO.
Officers: Dennis G. Kasselman, president; Dr. Richard R. Brummett, medical director; Rob Lundeen, vp-finance/operations; Ron Coverdell, vp-health services.
Contact: Laurie Rockhill.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,488
Board-certified	95%

Continued on next page

Continued from previous page
Specialists 595

Facilities

Hospitals 82

Users: Group Health

Employer/payer groups 742
Employees & dependents 146,800

Service area: Missouri.

See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Missouri

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff

Physicians 7
Specialists 12

Facilities

Hospitals 9

Users: Group Health

Employer/payer groups 2
Single coverage 1,491
Family coverage 7,426
Employees & dependents 24,979

Total users 24,979

Service area: Missouri.

See National Foot Care Program Inc. consolidated listing under Michigan.

Physicians Health Plan of Greater St. Louis

77 W. Part Plaza, Suite 500, St. Louis, Mo. 63146; 314-275-7000; fax: 314-542-1149

Staff

Physicians 1,065
Specialists 2,173
Administrative 50

Facilities

Hospitals 29
Pharmacies 173

Users: Group Health*

Single coverage 20,110
Family coverage 10,664
Employees & dependents 71,036

Users: Workers Compensation

Employer/payer groups 5

Total users 84,700**

Claims paid

1992 ..... $52,520,984
1991 ..... $36,881,278

** User figures as of 3/93. ** Total users as of 7/93.*

Operational date: March 1996.

For profit.

Ownership: United HealthCare Corp. and group of doctors.

Service area: Illinois: Jersey, Madison, Monroe, Randolph and St. Clair counties. Missouri: Crawford, Franklin, Gasconade, Jefferson, Phelps, St. Charles, St. Louis and Warren counties.

Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding length of stay determination, retrospective review, second surgical opinion, hospital bill audits, outpatient service predetermination, case management. UR provided by the PPO.

Officers: Michael Neidorff, president/CEO; Lucille McLain, medical director; Linda Huber, marketing director; Phil Mainquist, finance; Sue Chinnock, management services; Susan Hanipe, management information systems.

Contact: Carry Hobbs, 314-542-1131.

Preferred Health Professionals

10955 Lowell, Suite 300, Overland Park, Kan. 66210; 913-339-4400; fax: 913-339-9804

Service area: Missouri: Benton, Cass, Chariton, Clay, Henry, Jackson, Johnson, Lafayette, Linn, Macon, Pettis, Platte, Ray and Saline counties.

Contracts with Health Choice in Missouri.

See Preferred Health Professionals listing under Kansas.

Preferred Plan of Missouri/Illinois

1215 Fern Ridge, Suite 206, St. Louis, Mo. 63141; 314-434-4341; fax: 314-434-4934

Staff

Physicians 296
Specialists 1,862
Administrative 4

Facilities

Hospitals 36

Users: Group Health

Employer/payer groups 11
Employees & dependents 19,274

Total users 19,274

Service area: Missouri: 29 counties in and around the St. Louis metropolitan area.

Contact: Richard P. Grow, general manager.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Preferred Plan of Missouri/Kansas City

11020 King St., Suite 108, Overland Park, Kan. 66210; 913-345-8121; fax: 913-345-8503

Staff

Physicians 337
Specialists 979
Administrative 3

Facilities

Hospitals 14

Users: Group Health

Employer/payer groups 5
Employees & dependents 3,698

Total users 3,698

Service area: Kansas: Johnson, Leavenworth, Miami and Wyandotte counties; Missouri: Buchanan, Cass, Clay, Jackson, Lafayette and Ray counties.

Contact: Marci Cheavens, provider relations.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Principal Health Care Inc.-PPO Kansas City

1001 E. 101st Terrace, Suite 230, Kansas City, Mo. 64131; 816-941-3030; fax: 816-941-8516

Staff

Physicians 747
Specialists 1,450

Facilities

Hospitals 35

Users: Group Health

Employer/payer groups 5
Employees & dependents 9,985

Total users 9,985

Service area: Kansas: Douglas, Johnson, Leavenworth, Miami, Shawnee and Wyandotte counties; Missouri: Bates, Benton, Boone, Cass, Clay, Henry, Jackson, Johnson, Kansas City, Lafayette, Platte, Randolph, Ray and portions of Buchanan and Clinton counties.

Contact: Leslie Robinson, director-management/administration, 301-881-1033.

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Principal Health Care Inc.-PPO St. Louis

12312 Olive, Suite 150, St. Louis, Mo. 63141; 314-434-6990; fax: 314-434-7540

Facilities

Hospitals 28

Service area: Illinois: Calhoun, Clay, Clinton, Fayette, Franklin, Jackson, Jersey, Madison, Monroe, St. Clair, Union and Williamson counties; Missouri: Clinton, Franklin, Jefferson, St. Charles, St Francois and St. Louis counties and city of St. Louis.

Contact: Leslie Robinson, director-management/administration, 301-881-1033.

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

2405 Grand Ave., Suite 1270, Kansas City, Mo. 64108; 816-221-4455

Staff

Physicians 1,199
Specialists 2,151
Administrative 5

Facilities

Hospitals 39

Users: Group Health

Employer/payer groups 1,235
Employees & dependents 73,179

Total users 73,179

Service area: Missouri: Kansas City and St. Louis metropolitan areas; Kansas: Kansas City and Lawrence metropolitan areas.

Contact: Edward Sandrick, senior vp-operations, 708-292-6701.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians 699
Board-certified 95%
Specialists 1,691

Facilities

Hospitals 58

Service area: Missouri.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

The Prudential Health Care Plan of St. Louis

12312 Olive Blvd., Suite 500, Creve Coeur, Mo. 63141; 314-542-4500; fax: 314-542-4577

Staff

Physicians 348
Patients/physician 7
Board-certified 96%
Specialists 683
Administrative 77

Facilities

Hospitals 18
Pharmacies 98

Users: Group Health

Employer/payer groups 9
Single coverage 5
Family coverage 14

Total users 3,028

Operational date: May 1991.

For profit.

Ownership: The Prudential Insurance Co. of America.

Accredited by AAPI.

Service area: Illinois: Madison, Monroe, Randolph and St. Clair counties; Missouri: Franklin, Jefferson, St. Charles and St. Louis counties; city of St. Louis.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by discounted fees and capitation; is compensated by employers/payers.

UR: Standard procedures. UR provided by the PPO.

Officers: Robert Winters, chairman/CEO; Mike Dooley, executive director; Dr. Richard Fallon, medical director; Tracy Baker, marketing director.

Contact: Tracy Baker.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruNetwork of Kansas City

4600 Madison Ave., Suite 300, Kansas City, Mo. 64112; 816-756-5588; fax: 816-756-5667

Staff

Physicians 356
Patients/physician 4.2
Board-certified 100%
Specialists 1,053
Administrative 47

Facilities

Hospitals 24
Pharmacies 63

Users: Group Health

Employer/payer groups 11

Total users 1,508

Operational date: May 1991.

For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Kansas: Anderson, Atchison, Douglas, Franklin, Jefferson, Johnson, Leavenworth, Linn, Miami and Wyandotte counties; Missouri: Bates, Buchanan, Cass, Clay, Clinton, Henry, Jackson, Johnson, Lafayette, Platte and Ray counties.

Services: Standard package including chiropractors, vision, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem; is compensated by insurers; charges by discounted fee.

UR: Standard procedures excluding length of stay determination, discharge planning, retrospective review, hospital bill audits and outpatient service predetermination. UR provided by the PPO.

Officers: Rollin L. Lacy, president; David W. Dingley, executive director; Dr. Thomas Zink, medical director; Dave Rexroat, marketing director; Donna McClellan, nurse; Nomi Pope, provider relations; Tim Redmond, member services.

Contact: Dave Rexroat.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-St. Louis

231 S. Bemiston, Suite 715, St. Louis, Mo. 63105; 314-727-0930

Staff

Physicians 1,835

Facilities

Hospitals 19

Users: Group Health

Employer/payer groups 135
Single & family coverage 17,329

Operational date: December 1986.

Service area: Illinois: Madison, Monroe and St. Clair counties; Missouri: Franklin, Jefferson, St. Charles and St. Louis counties and city of St. Louis.

Officers: Tim Dickman, executive director; Frank Zima, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

MONTANA

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities

Hospitals 1

See Beech Street of California Inc. consolidated listing under California.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Single & family coverage 32,434

Service area: Montana: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

HealthLink-Blue Cross & Blue Shield of Montana

404 Fuller Ave., Helena, Mont. 59604; 406-444-8200; fax: 406-442-6946

Facilities

Hospitals 1

Users: Group Health

Employees & dependents 11,500

Total users 11,500

Operational date: July 1990.

Not for profit.

Ownership: Blue Cross & Blue Shield of Montana.

Service area: Montana.

Services: Hospitalization and psychiatry. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers; charges a retention charge on insured products.

UR: Standard procedures excluding second surgical opinion, hospital bill audits and outpatient service predetermination. UR provided by the Managed Care Montana.

Officers: Alan Cain, president; Dr. James Crichton, medical director; Randy Cline, marketing director; Charles Butler, provider relations.

Contact: Randy Cline.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 72
Board-certified 79%
Specialists 29

Facilities

Hospitals 4

Users: Group Health

Employer/payer groups 36
Employees & dependents 7,150

Service area: Montana.

See MultiPlan Inc. consolidated listing under New York.

NEBRASKA

Aetna Health Plans-Omaha/Council Bluffs

7301 College Blvd., Suite 150, Overland Park, Kan. 66210; 913-451-2154; fax: 913-451-0683

Staff

Physicians 157
Patients/physician 35
Board-certified 82.7%
Specialists 327

Facilities

Hospitals 5
Pharmacies 94

Users: Group Health

Employer/payer groups 40
Employees & dependents 5,491

Total users 5,491

Operational date: July 1987.

Service area: Iowa: Pottawattamie County; Nebraska: Douglas and Sarpy counties and portions of Washington County.

Officers: James McLane, president; Galin Lundgren, executive director; Dr. Harold Zarkowsky, medical director; Rodney Williamson, marketing director.

Contact: Lori Ermentrout.

See Aetna Health Plans consolidated listing under Connecticut.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff

Physicians & specialists 867

Facilities

Hospitals 12

Service area: Nebraska: Alliance, greater Omaha, Lincoln and O'Neil areas.

See CAPP CARE Inc. consolidated listing under California.

Community Care Network Inc.

250 Bishops Way, Suite 300, Brookfield, Wis. 53005-6222; 800-451-2577; fax: 414-784-2976

Staff

Physicians 2
Patients/physician 1,912
Board-certified 50%
Specialists 40

Facilities

Hospitals 3

Users: Group Health

Employer/payer groups 5
Employees & dependents 3,824

Claims paid

1992 ..... $37,118

Service area: Nebraska: 93 counties

Continued on next page

Continued from previous page
statewide.

Officers: Michele Holzman, executive director.

Contact: Bob Brightwell, marketing manager, 800-528-9063.

See Community Care Network Inc. consolidated listing under California.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	14
Single & family coverage	111,575

Service area: Nebraska: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

11560 W. 95th St., Suite 207, Overland Park, Kan. 66214; 913-894-6677

Specialty PPO providing workers comp services only

Staff

Physicians	9
Board-certified	50%
Specialists	20

Facilities

Hospitals	4

Users: Workers Compensation

Single coverage	150,000
Total users	**150,000**

Operational date: June 1991.

Service area: Nebraska: Blair, Lincoln and Omaha counties.

Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers, TPAs.

Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Met-Elect Network of Nebraska

9 Corporate Woods, Suite 185, Overland Park, Kan. 66210-2012; 913-451-5656

Staff

Physicians & specialists	1,093
Board-certified	84%

Facilities

Hospitals	11

Users: Group Health

Employees & dependents	4,094
Total users	**4,094**

Operational date: January 1991.

Service area: Nebraska: Omaha.

See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians	432
Board-certified	94%
Specialists	173

Facilities

Hospitals	9

Users: Group Health

Employer/payer groups	216
Employees & dependents	41,800

Service area: Nebraska.

See MultiPlan Inc. consolidated listing under New York.

Mutually Preferred PPO

Mutual of Omaha Plaza, Omaha, Neb. 68175; 402-978-5100; fax: 402-978-5391

Service area: Contracts with ASPA, Arizona Med Networks, InterMed Network, and Rural Arizona Network in Arizona; Admar/Med Network, NWP and SCA in Massachusetts; Associates for HealthCare in Wisconsin; Billings Physician Hospital Alliance in Montana; Boulder Valley IPA, Fort Collins IPA, Medical Network, Mountain Medical Affiliates, NorthCare, Northern Colorado MPA and Preferred Choice in Colorado; CompMed in Oklahoma; ETHIX Great Lakes in Michigan; ETHIX Southwest, Medical Care Referral Group, National Healthcare Alliance and North Texas Healthcare Network in Texas; Gulf Health Plans and Health Choice in Alabama; HPK and HealthNet in Kansas and Missouri; direct hospital contracts in Nebraska; Health Care Inc. and Universal Health Network in Nevada; Health Choice, Health Net and Signature Health Alliance in Tennessee; Health Direct PPO, HealthLink and Personal Care Preferred in Illinois and Indiana; Health First, Iowa Methodist and Mercy Hospital in Iowa; Health Network Inc., HealthRESPONSE, MHMC, MHSL, PATH and Universal Preferred in Ohio; Healthchoice, Preferred Health Providers and Volusia Health Network in Florida; HealthLink in Missouri; HealthMark Affiliated Networks in North Carolina; Intergroup Services Corp. in New Jersey and Pennsylvania; National Capital PPO in District of Columbia, Maryland and Virginia; PPO Alliance in California; PreferredOne in Minnesota, North Dakota and Wisconsin; Premier Medical Network in Utah; Sound Health Network Inc. in Alaska and Washington; SouthCare Medical Alliance in Georgia; Southeast Medical Alliance in Arkansas and Louisiana; VHA Tri-State Health Plans in Indiana; Vantage PPO in Oregon; Virginia Health Network in Virginia.

Officers: Al Wagner, senior vp; Bob Murphy, vp; Dr. David A. Ziegler, vp/medical director; Steve Kohoskie, senior vp-marketing.

Option One*

8420 W. Dodge Road, Suite 210, Omaha, Neb. 68114-3492; 402-391-7044; fax: 402-390-8239

Staff

Physicians	170
Patients/physician	382
Board-certified	90%
Specialists	380
Administrative	15

Facilities

Hospitals	7

Users: Group Health

Employer/payer groups	776
Employees & dependents	65,000
Total users	**65,000**

Claims paid

1992	$35,200,000
1991	$31,000,000

Operational date: October 1984.

Not for profit.

Service area: Iowa and Nebraska.

Services: Standard package excluding prescriptions. Other services include durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers; charges flat fee per employee, membership fees from hospital and physicians. The PPO will adjust fees based on savings realized.

UR: Standard procedures excluding second surgical opinion and hospital bill audits. Also performs mental health/chemical dependency review. UR provided by the PPO.

Officers: Gary Perkins, president; Ralph L. Morocco Jr., executive director; Dr. Peter Gordon, medical director; Kelly W. Sanderson, director-health resources management.

** Figures are consolidated, including all PPOs in this organization.*

Option One

8420 W. Dodge Road, Suite 210, Omaha, Neb. 68114-3492; 402-391-7044; fax: 402-390-8239

Staff

Physicians	138
Patients/physician	414
Board-certified	90%
Specialists	320
Administrative	15

Facilities

Hospitals	6

Users: Group Health

Employer/payer groups	691
Employees & dependents	57,200
Total users	**57,200**

Claims paid

1992	$31,000,000
1991	$27,300,000

Service area: Nebraska: Dodge, Douglas, Sarpy and Washington counties.

See Option One consolidated listing under Nebraska.

PPO Nebraska

P.O. Box 3248, Omaha, Neb. 68180-0001; 402-390-1800; fax: 402-392-4100

Staff

Physicians	724
Patients/physician	35
Board-certified	14%
Specialists	1,223

Facilities

Hospitals	72
Pharmacies	410

Users: Group Health

Employer/payer groups	72
Single coverage	2,219
Family coverage	2,714
Employees & dependents	9,866

Claims paid

1992	$28,000,000

Operational date: 1987.

Not for profit.

Ownership: Blue Cross & Blue Shield of Nebraska.

Service area: Nebraska: statewide.

Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding length of stay and second surgical opinion.

Officers: Richard L. Guffey, president; Steven A. Loranzen, executive director; David Bouda, medical director; Jerry Dworak, marketing director.

Preferred Plan of Nebraska/Iowa

11205 Wright Circle, Suite 125, Omaha, Neb. 68144; 402-334-0445; fax: 402-334-0314

Staff

Physicians	188
Patients/physician	66
Board-certified	62%
Specialists	493
Administrative	1.5

Facilities

Hospitals	10

Users: Group Health

Employer/payer groups	12
Employees & dependents	14,410
Total users	**14,410**

Service area: Nebraska: Cass, Dodge, Douglas, Lancaster, Sarpy and Washington counties.

Contact: Tim Fowler, sales representative.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Principal Health Care Inc.-PPO Omaha

10810 Farnam Drive, Suite 425, Omaha, Neb. 68154; 402-333-1720; fax: 402-333-1116

Staff

Physicians	171
Board-certified	99%
Specialists	485

Facilities

Hospitals	11

Users: Group Health

Employer/payer groups	4
Employees & dependents	5,700
Total users	**5,700**

Service area: Iowa: Harrison, Mills and Pottawattamie counties; Nebraska: Cass, Douglas, Lancaster, Sarpy and Washington counties and portions of Burt County.

Contact: Leslie Robinson, director-management/administration, 301-881-1033.

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

For an explanation of directory terms and methodology, see guide on page 68.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians	268
Board-certified	95%
Specialists	399

Facilities

Hospitals	11

Service area: Nebraska.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Share Health Plan of Nebraska

302 S. 36th St., Suite 300, Omaha, Neb. 68131; 402-345-9900; fax: 402-345-7904

Staff

Physicians	174
Board-certified	85%
Specialists	838

Facilities

Hospitals	15
Pharmacies	204

Users: Group Health

Employer/payer groups	350
Single coverage	7,065
Family coverage	7,764
Employees & dependents	33,483
Total users	**33,483**

Claims paid

1992	$4,062,062

Operational date: January 1990.

For profit.

Ownership: United HealthCare Corp.

Service area: Iowa: Cass, Harrison, Mills, Monona, Pottawattamie, Shelby and Woodbury counties; Nebraska: Cass, Dodge, Douglas, Gage, Johnson, Lancaster, Madison, Otoe, Saline, Sarpy, Saunders, Seward and Washington counties.

Affiliated with United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, per stay rate; is compensated by insurers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: John M. Braasch, president/CEO; Kathy Mallatt, vp-marketing/product/network development; Dr. Thomas M. Connors, medical director; Phil Barager, marketing director; Penny Steward Moore, director-planning.

NEVADA

ALTERNET

3405 Cambridge Ave., Las Vegas, Nev. 89014; 702-792-2994; fax: 702-792-5810

Staff

Physicians	450
Patients/physician	111
Board-certified	81%
Specialists	900
Administrative	6

Facilities

Hospitals	8
Pharmacies	92

Users: Group Health

Employer/payer groups	274
Single coverage	20,000
Family coverage	18,000
Employees & dependents	72,000

Users: Workers Compensation

Employer/payer groups	8
Single coverage	18,000
Total users	**90,000**

Operational date: July 1988.

For profit.

Service area: Nevada: statewide.

Contracts with MultiPlan Inc. nationwide.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn. and workers comp division. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding length of stay determination. UR provided by the PPO.

Officers: Joe L. Lawrence, president; G.W. Kring, executive director; Ken Mower, medical director; Terrence Morgan, marketing director; Carol Engler.

Contact: Terrence Morgan.

American Chiropractic Network-Southwest

8989 Rio San Diego Drive, Suite 250, San Diego, Calif. 92108; 619-297-8100; fax: 619-297-8189

Specialty PPO providing chiropractic services only

Staff

Chiropractors	35
Board-certified	100%
Administrative	40

Users: Group Health

Employees & dependents	5,000
Total users	**5,000**

Service area: Nevada: Las Vegas and Reno areas.

Compensation: Charges flat fee per employee, by percent of services by doctors/hospitals, fee per authorization processed.

Officers: George DeVries, president/marketing director; Dan Nusser, D.C., medical director; Thomas Allenburg, D.C., chairman; David Cole, treasurer.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Anthem Health Systems/American Health Network-Nevada

1860 Howe Ave., Suite 161, Sacramento, Calif. 95825; 916-649-6677; fax: 916-649-1747

Staff

Physicians	335

Facilities

Hospitals	6

Service area: Nevada: Clark, Elko and Washoe counties.

See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities

Hospitals	9

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff

Physicians & specialists	36

Facilities

Hospitals	21

Service area: Nevada: Fallon, Las Vegas, Reno and Sparks areas.

See CAPP CARE Inc. consolidated listing under California.

Continued on next page

Continued from previous page

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Facilities

Hospitals	3

Service area: Nevada: Las Vegas and Reno areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists	38
Total users	**77,968**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups	4
Single & family coverage	28,848

Service area: Nevada: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

Health Care Inc.

2340 Paseo del Prado, Suite 305, Las Vegas, Nev. 89102; 702-876-2600; fax: 702-876-6545

Staff

Physicians	200
Board-certified	85%
Specialists	400
Administrative	5

Facilities

Hospitals	11
Pharmacies	120

Users: Group Health

Employer/payer groups	10
Employees & dependents	44,000

Users: Workers Compensation

Employer/payer groups	1
Single coverage	8,000

Operational date: November 1983.
Not for profit.
Service area: Southern Nevada.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry, OB/Gyn., outpatient mental health, high risk pregnancy and workers comp. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, flat rate fee schedule; is compensated by employers/payers, insurers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: E. Lavonne Lewis, chairwoman; Carol M. Abbott, executive director; Dr. Eugene Speck, medical director.
Contact: Carol M. Abbott.

Humana Health Insurance of Nevada Inc.

3107 S. Maryland Parkway, Las Vegas, Nev. 89109; 702-737-7211; fax: 702-791-5826

Total users	**9,646**

Operational date: 1984.
Officers: Craig Drablos, executive director; John Grady, sales manager.

InterMed

1600 W. Broadway, Suite 385, Tempe, Ariz. 85282; 602-921-8941; fax: 602-894-5230

Staff

Physicians	263
Patients/physician	153
Board-certified	50%
Specialists	592

Facilities

Hospitals	11

Users: Group Health

Employer/payer groups	15
Single coverage	16,135
Employees & dependents	40,335
Total users	**40,335**

Operational date: April 1989.
For profit.
Ownership: Doctor.
Service area: Nevada: Clark County.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by the PPO and outside contractors.

See Health Management Associates consolidated listing under Arizona.

Interplan Corp.

2575 Grand Canal Blvd., Suite 200, Stockton, Calif. 95207; 209-473-0811; fax: 209-473-0863

Staff

Physicians	88
Patients/physician	76
Board-certified	94%
Specialists	170
Administrative	60

Facilities

Hospitals	7
Pharmacies	100

Users: Group Health

Employer/payer groups	8
Single coverage	7,000
Family coverage	7,000
Employees & dependents	16,100
Total users	**16,100**

Service area: Nevada: Las Vegas and Reno areas.

See Interplan Corp. consolidated listing under California.

Met-Elect Network of Nevada

3020 E. Camelback Road, Suite 100, Phoenix, Ariz. 85016; 602-553-1300

Staff

Physicians & specialists	527
Board-certified	98%

Facilities

Hospitals	6

Users: Group Health

Employees & dependents	994
Total users	**994**

Operational date: November 1990.
Service area: Nevada: Las Vegas, Reno and Sparks areas.

See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians	420
Board-certified	93%
Specialists	168

Facilities

Hospitals	16

Users: Group Health

Employer/payer groups	210
Employees & dependents	44,100

Service area: Nevada.

See MultiPlan Inc. consolidated listing under New York.

Nevada Preferred Professionals

2300 S. Rancho Drive, Suite 203, Las Vegas, Nev. 89102; 702-384-3366; fax: 702-384-9781

Staff

Physicians	398
Patients/physician	400
Board-certified	75%
Specialists	444
Administrative	10

Facilities

Hospitals	8
Pharmacies	40

Users: Group Health

Employer/payer groups	21
Employees & dependents	45,000
Total users	**45,000**

Operational date: August 1983.
For profit.
Ownership: Group of doctors.
Service area: Nevada: Clark County and the city of Reno.
Contracts with Principal Insurance nationwide.
Services: Standard package including chiropractors, durable medical equipment, podiatry, OB/Gyn., home health, sub-acute hospitals, physical therapy, pediatric specialists, centers for excellence, intravenous infusion and ambulance surgical centers. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Dr. Robert W. Clark, board president/medical director; Charlene K. Libby, administrative director; Molly Lattin, utilization review director; Dr. Alan W. Feld, board vp; Dr. Armand J. Scully, board treasurer; Dr. Jack S. Hirsh, board secretary.
Contact: Charlene K. Libby or Molly Lattin.

Northern Nevada Health Network

85 Washington St., Reno, Nev. 89503; 702-688-5866; fax: 702-688-5604

Staff

Physicians	185
Board-certified	90%
Specialists	336
Administrative	6

Facilities

Hospitals	14
Pharmacies	30

Users: Group Health

Employer/payer groups	277
Single coverage	12,000
Family coverage	15,000
Employees & dependents	53,000
Total users	**53,000**

Claims paid

1992	$28,000,000
1991	$24,500,000

Operational date: December 1988.
For profit.
Ownership: Northern Nevada Medical Group.
Service area: California: El Dorado and Plumes counties; Nevada: Churchill, Douglas, Elko, Humboldt, Lyon, Mineral, Storey, Washoe and White Pine counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding preadmission review, second surgical opinion and hospital bill audits. UR provided by the PPO and ETHIX Care Management.
Officers: Dr. Victor Knutzen, president; Keith O. Beagle, COO; Dr. Catherine Goring, medical director.

Preferred Plans Inc.

2235 E. Flamingo Road, Suite 406, Las Vegas, Nev. 89119; 702-737-6005; fax: 702-737-8525

Staff

Physicians	470
Board-certified	90%
Specialists	270
Administrative	4

Facilities

Hospitals	12
Pharmacies	60

Users: Group Health

Employer/payer groups	14
Employees & dependents	10,000
Total users	**10,000**

Operational date: February 1987.
For profit.
Ownership: Heller Associates.
Service area: California: El Dorado County; Nevada.
Services: Standard package including dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: Glen E. Ogden, president; Frank J. Heller, Philip R. Steffensen.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians	389
Board-certified	95%
Specialists	296

Facilities

Hospitals	18

Service area: Nevada.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Prudent Buyer Plan

Blue Cross & Blue Shield of Nevada, P.O. Box 10330, Reno, Nev. 89520; 702-829-4000

Staff

Physicians	1,500
Patients/physician	50
Board-certified	100%

Facilities

Hospitals	15

Users: Group Health

Employer/payer groups	305
Employees & dependents	45,000
Total users	**50,000**

Operational date: 1985.
Not for profit.
Ownership: Blue Cross & Blue Shield of Nevada.
Service area: Nevada.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, dental and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding second surgical opinion, hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: C. David Kikumato, president/CEO; Dr. William Bannen, medical director; Norman P. Becker, vp.
Contact: Norman P. Becker.

St. Mary's Preferred Healthcare Network

1105 Terminal Way, Suite 114, Reno, Nev. 89502; 702-322-3077 or 800-433-3077; fax: 702-322-4881

Staff

Physicians	251
Board-certified	90%
Specialists	697
Administrative	26

Facilities

Hospitals	15
Pharmacies	23

Users: Group Health

Employer/payer groups	52
Family coverage	30,977
Total users	**30,977**

Operational date: January 1983.
For profit.
Ownership: St. Mary's Health Care Corp.
Service area: California: El Dorado, Nevada and Placer counties; Nevada: Churchill, Clark, Douglas, Eureka, Humboldt, Lander, Lyon, Nye, Pershing, Storey, Washoe and White Pine counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry, OB/Gyn., home health, prosthetics/orthotics and laboratory. Services available unbundled. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals.
UR: Standard procedures excluding hospital bill audits. Also performs diagnostic and surgery utilization review.
Officers: Linda K. Howland, executive director; Dr. Doug Peters, medical director; Debby Vandenburgh, marketing director.
Contact: Debby Vandenburgh.

NEW HAMSPHIRE

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities

Hospitals	3

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities

Hospitals	1

Service area: New Hampshire: Salem area.

See CAPP CARE Inc. consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists	18
Total users	**23,041**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Single & family coverage	52,362

Service area: New Hampshire: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

Healthsource Preferred Choice

54 Regional Drive, P.O. Box 2041, Concord, N.H. 03302-2041; 603-225-5077; fax: 603-225-1927

Staff

Physicians	850
Board-certified	70%
Specialists	1,300

Facilities

Hospitals	55
Pharmacies	55

Users: Group Health

Employer/payer groups	46
Employees & dependents	63,000

Users: Workers Compensation

Employer/payer groups	8,700
Single coverage	44,000
Total users	**104,000**

Operational date: April 1989.
For profit.
Ownership: Group of doctors.
Service area: Maine, Massachusetts and New Hampshire.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry, OB/Gyn., VNAs and pediatrics. Only mental health available unbundled. May be customized to

Continued on next page

PPO standard services include: physicians, hospitalization, prescriptions, substance abuse and psychiatry.

Standard utilization review services include: preadmission hospital review, precertification, concurrent hospital treatment review, length of stay determination, discharge planning, retrospective review, second surgical opinion, hospital bill audits, outpatient service predetermination and case management.

Continued from previous page
meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings.

UR: Standard procedures, excluding hospital bill audits. UR provided by the PPO.

Officers: Dr. Norman Payson, president; Sally Crawford, CEO; Richard Salmon, medical director; Donna Lencki, vp-marketing; Beth Mauck, vp-managed care services.

Contact: Cynthia Wheelen, managed care product manager.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	258
Board-certified	96%
Specialists	103
Facilities	
Hospitals	11
Users: Group Health	
Employer/payer groups	129
Employees & dependents	24,600

Service area: New Hampshire.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities	
Hospitals	4

Service area: New Hampshire.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

NEW JERSEY

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	60
Users: Group Health	
Employer/payer groups	1
Users: Workers Compensation	
Employer/payer groups	6

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-New Jersey

700 E. Gate Drive, Suite 210, Mount Laurel, N.J. 08054; 609-866-7880; fax: 609-866-2801

Staff	
Physicians	1,509
Patients/physician	7.3
Specialists	2,092
Facilities	
Hospitals	49
Pharmacies	1,270
Users: Group Health	
Employer/payer groups	43
Employees & dependents	10,994
Total users	**10,994**

Operational date: July 1991.

Service area: New Jersey: Atlantic, Bergen, Burlington, Camden, Cape May, Cumberland, Essex, Gloucester, Hudson, Mercer, Middlesex, Monmouth, Morris, Ocean, Passaic, Salem, Somerset, Sussex, Union and Warren counties and portions of Hunterdon County.

Officers: James McLane, president; Kaye Morrow, executive director; Harvey Nassau, medical director; Rene Williams, marketing director.

Contact: Connie Hayes.

See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	47
Board-certified	100%
Users: Group Health	
Employees & dependents	2,500
Total users	**2,500**

Service area: New Jersey: Bergen, Burlington, Camden, Essex, Gloucester, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex and Union counties and Trenton.

Contact: Andrew Aho.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

American International Health & Rehabilitation Services Inc.

400 Interpace Parkway, Building A, Parsippany, N.J. 07054; 201-402-3628; fax: 201-402-3105

Specialty PPO providing workers comp services only

Service area: Contracts with FOCUS Healthcare Management Inc. in Alabama, Arkansas, Connecticut, Delaware, Georgia, Kansas, Louisiana, Mississippi, Missouri, New Jersey, Oklahoma, Pennsylvania, Tennessee, Virginia; Healthcare Compare in Arizona, California, Nevada, New Mexico, North Carolina, Ohio, Oregon, South Carolina, Texas, Utah; MedView/CompPro in Colorado, Florida, Illinois, Indiana, Massachusetts, Michigan; Midwest Business Medical Assn. in Iowa, Nebraska, Wisconsin.

Officers: Ralph L. Rousseau, president; Mary Pick, assistant vp-marketing.

Contact: Mary Pick.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	3

See Beech Street of California Inc. consolidated listing under California.

Block Vision Care

6 Becker Farm Road, P.O. Box 954, Roseland, N.J. 07068; 800-243-1401; fax: 201-992-6617

Specialty PPO providing vision services only	
Staff	
Physicians	5,500
Total users	**750,000**

Operational date: 1982.

For profit.

Service area: Nationwide.

Services: Vision. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Is compensated by employers/payers, providers, insurers; charges flat fee per employee, by capitation.

UR: Precertification and retrospective review. UR provided by the PPO.

Officers: Michael P. Block, CEO; Andrew Alcorn, executive vp; Mark O. Jolly, vp.

Blue Cross & Blue Shield of New Jersey-Select Network

3 Penn Plaza East, Newark, N.J. 07105; 800-522-2583

Staff	
Physicians	5,882
Board-certified	80%
Specialists	7,121
Facilities	
Hospitals	56
Pharmacies	2,298
Users: Group Health	
Employer/payer groups	1,062
Single coverage	32,365
Family coverage	167,773
Users: Workers Compensation	
Employer/payer groups	1,062
Single coverage	32,365
Total users	**167,773**

Operational date: October 1992.

Not for profit.

Ownership: Blue Cross & Blue Shield.

Accredited by AAPI.

Service area: New Jersey: statewide.

Services: Standard package, including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount for outpatient hospital services; is compensated by employers/payers; charges percent of savings realized funded through an access fee, flat administrative cost, cost per contract, percent of paid claims. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: William Marino, president/CEO; Dr. Robert J. Ailes, medical director; Donald C. Curry, vp-marketing.

Contact: Peter An, director-market research.

CNA Managed Care PPO-New Jersey

CNA Insurance Cos., 2 World Trade Center, 26th Floor, New York, N.Y. 10048; 212-839-6894

Staff	
Physicians & specialists	2,500
Board-certified	67.6%
Facilities	
Hospitals	35
Users: Group Health	
Single & family coverage	7,100

Service area: New Jersey: Bergen, Hunterdon, Middlesex, Monmouth, Ocean, Passaic and Somerset counties and Jersey City, Newark, Trenton and Vineland areas.

Contact: Barry Slocum, manager-major group sales, 212-839-6894, or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	1,600
Facilities	
Hospitals	95

Service area: New Jersey: Atlantic City, Newark, Trenton and eastern, northeastern, southcentral and western New Jersey.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Northern New Jersey

3 Stewart Court, Denville, N.J. 07834; 201-328-4200; fax: 201-328-7220

Staff	
Physicians & specialists	3,274
Administrative	14
Facilities	
Hospitals	33
Total users	**5,966**

Operational date: January 1993.

Service area: Northern New Jersey.

Compensation: Negotiates hospital charges by per diem.

Contact: Stan Zulewski, 201-361-3444.

See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Southern New Jersey

1 Beaver Valley Road, Suite CHP, Wilmington, Del. 19803; 302-477-3700; fax: 302-477-3708

Staff	
Physicians & specialists	1,390
Facilities	
Hospitals	28
Total users	**1,742**

Operational date: January 1993.

Service area: Southern New Jersey.

Compensation: Negotiates hospital charges by per diem.

Contact: Dorothy McGilvery, 302-477-3717.

See CIGNA Health Plans consolidated listing under Connecticut.

Consumer Health Network

908 Oak Tree Road, Suite C, South Plainfield, N.J. 08807; 908-754-6200; fax: 908-725-5393

Staff	
Physicians	812
Specialists	2,147
Administrative	18
Facilities	
Hospitals	53
Users: Group Health	
Employer/payer groups	5,000
Single coverage	62,600
Family coverage	175,500
Employees & dependents	517,200
Users: Workers Compensation	
Employer/payer groups	472
Single coverage	241,823
Total users	**759,023**

Operational date: August 1988.

For profit.

Service area: New Jersey: statewide.

Contracts with Preferred Care in Pennsylvania.

Services: Standard package, including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by Health Risk Management.

Officers: Nancy C. Romeo, president; Leonard Weinman, director-operations; Dr. Arthur Maron, medical director; Michael Cortese, marketing director.

Contact: Nancy C. Romeo.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	6

Service area: New Jersey: Cherry Hill, Englewood, Madison, Mahwah, Matawan, Metuchen, Pompton Plains, Princeton, Ridgewood, Shrewsbury, Somerset, Summit, Teaneck, West Orange and Westfield areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	38
Total users	**36,797**

See Davis Vision consolidated listing under New York.

Delta Preferred Option

Delta Dental Plan of New Jersey, 959 Route 46, Parsippany, N.J. 07054; 201-334-6300; fax: 201-334-0303

Specialty PPO providing dental services only	
Staff	
Dentists	850
Administrative	250
Users: Group Health	
Employer/payer groups	110
Single & family coverage	10,941
Employees & dependents	25,164
Total users	**25,164**
Claims paid	
1992	$1,057,473
1991	$12,095

Operational date: September 1991.

Not for profit.

Ownership: Delta Dental Plan of New Jersey.

Service area: New Jersey: statewide.

Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

UR: Precertification and retrospective review. UR provided by the PPO.

Officers: Dr. Robert Ott, president; Walter VanBrunt, executive vp; Dr. Frank Klump, dental director; Douglas Smyth, marketing vp.

Contact: Douglas Smyth.

ETHIX Mid-Atlantic

Princeton Forrestal Village, 125-250 Village Blvd., Princeton, N.J. 08540; 609-799-8363; fax: 609-799-5290

Staff	
Physicians	781
Board-certified	85%
Specialists	1,154
Administrative	9
Facilities	
Hospitals	36
Users: Group Health	
Employer/payer groups	325
Users: Workers Compensation	
Employer/payer groups	1

Operational date: September 1986.

Service area: New Jersey: statewide.

See ETHIX Mid-Atlantic consolidated listing under Pennsylvania.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	22
Single & family coverage	220,848

Service area: New Jersey: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

900 W. Valley Road, Suite 402, Wayne, Pa. 19087; 215-688-9549

Specialty PPO providing workers comp services only	
Staff	
Physicians	220
Board-certified	50%
Specialists	1,231
Facilities	
Hospitals	27
Users: Workers Compensation	
Employer/payer groups	16
Single coverage	461,276
Total users	**461,276**

Operational date: June 1989.

Service area: New Jersey: statewide.

Compensation: Negotiates hospital charges by state mandated fee schedule; is compensated by employers/payers, insurers, TPAs.

Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

General Psychological Services Inc.

P.O. Box 325, American House, Route 519, Hope, N.J. 07844; 908-459-5616; fax: 908-459-5021

Specialty PPO providing mental health services only	
Staff	
Specialists	2,726
Administrative	4
Users: Group Health	
Employer/payer groups	4
Employees & dependents	33,000

For profit.

Service area: Nationwide.

Services: Employee assistance programs and wellness/health promotion. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals, fee for service. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding second surgical opinions. UR provided by the PPO and outside contractors.

Officers: Robert Ericksen, Nicholas P. Armenti, Ph.D., directors.

Contact: Robert Ericksen, Ph.D.

Continued on next page

Continued from previous page

LifeCare Management Systems Inc.

P.O. Box 287, American House, Route 519, Hope, N.J. 07844; 800-232-7388; fax: 908-459-4714

Staff	
Specialists	570
Administrative	7
Facilities	
Hospitals	34
Users: Group Health	
Employer/payer groups	8
Employees & dependents	120,000
Total users	**120,000**

Operational date: March 1988.
For profit.
Service area: New Jersey.
Services: Hospitalization, substance abuse, psychiatry and preventive health care. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, fee for service; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals, by fee for service. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures, excluding second surgical opinion and hospital bill audits. UR provided by the PPO, Corporate Health Systems, Medical Review Corp., Franklin Health Group.
Officers: Nicholas P. Armenti, president; Robert A. Ericksen; Marie Armenti.

Medical Diagnostic Management Inc.*

777 Terrace Ave., 5th Floor, Hasbrouck Heights, N.J. 07604; 800-833-2132; fax: 201-288-4955

Specialty PPO providing outpatient diagnostic radiology/laboratory services only	
Staff	
Specialists	67
Administrative	10
Users: Group Health	
Employer/payer groups	25
Single coverage	1,695
Family coverage	3,355
Employees & dependents	12,551
Total users	**12,551**

Operational date: January 1993.
For profit.
Service area: Connecticut, New Jersey, New York and Pennsylvania.
Services: Radiology/imaging services and laboratory services.
Compensation: Is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
Officers: Philip L. Loughnane, president; Dr. Andrew Messana, medical director; Tom Klaas, marketing director.
** Figures are consolidated, including all PPOs in this organization.*

Medical Diagnostic Management Inc.

777 Terrace Ave., 5th Floor, Hasbrouck Heights, N.J. 07604; 800-833-2132; fax: 201-288-4955

Specialty PPO providing outpatient diagnostic radiology/laboratory services only	
Staff	
Specialists	38
Users: Group Health	
Employer/payer groups	5
Single coverage	507
Family coverage	859
Employees & dependents	3,403
Total users	**3,403**

Service area: New Jersey.
See Medical Diagnostic Management Inc. consolidated listing under New Jersey.

Met-Elect Network of New Jersey

485 U.S. Highway Route 1 S., Building B, Iselin, N.J. 08830; 908-602-6500

Staff	
Physicians & specialists	2,666
Board-certified	77%
Facilities	
Hospitals	6
Users: Group Health	
Employees & dependents	14,048
Total users	**14,048**

Operational date: October 1990.
Service area: New Jersey.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,884
Board-certified	97%
Specialists	754
Facilities	
Hospitals	67
Users: Group Health	
Employer/payer groups	942
Employees & dependents	190,500
Users: Workers Compensation	
Employer/payer groups	150
Single coverage	25,000
Total users	**210,000**

Service area: New Jersey.
See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-New Jersey

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only	
Staff	
Physicians	1
Specialists	1
Users: Group Health	
Employer/payer groups	1
Single coverage	57
Family coverage	226
Employees & dependents	685
Total users	**685**

Service area: New Jersey.
See National Foot Care Program Inc. consolidated listing under Michigan.

Preferred Health Strategies Inc.

777 Terrace Ave., 5th Floor, Hasbrouck Heights, N.J. 07604; 800-732-7892; fax: 201-288-4955

Staff	
Physicians	1,228
Patients/physician	46
Board-certified	96%
Specialists	2,850
Administrative	10
Facilities	
Hospitals	28
Users: Group Health	
Employer/payer groups	101
Single coverage	7,400
Family coverage	14,600
Employees & dependents	62,000
Total users	**62,000**
Claims paid	
1992	$1,524,000

Operational date: January 1992.
For profit.
Service area: New Jersey.
Services: Standard package, excluding prescriptions and substance abuse. Other services include vision, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by various outside contractors.
Officers: Philip L. Loughnane, president/executive director; Dr. Andrew Messana, medical director; Tom Klaas, marketing director.

Private Healthcare Systems Inc.

330 Madison Ave., 26th Floor, New York, N.Y. 10017; 212-983-5160

Staff	
Physicians	933
Specialists	1,567
Administrative	7
Facilities	
Hospitals	35
Users: Group Health	
Employer/payer groups	1,029
Employees & dependents	42,853
Total users	**42,853**

Service area: New Jersey: Bergen/Passaic, Camden, Jersey City, Middlesex/Somerset/Hunterdon, Monmouth/Ocean, Newark, Trenton and Vineland metropolitan areas.
Contact: Glenda Henderson, senior vp-operations, 617-895-7540.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	876
Board-certified	95%
Specialists	1,260
Facilities	
Hospitals	84

Service area: New Jersey.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

ProHEALTH of New Jersey Inc.

2040 Sixth Ave., Suite B, Neptune, N.J. 07753; 908-776-6767; fax: 908-776-5168

Specialty PPO providing occupational health/workers comp services only	
Staff	
Physicians	141
Patients/physician	373
Board-certified	30%
Specialists	408
Administrative	16
Users: Workers Compensation	
Employer/payer groups	176
Single coverage	52,596
Total users	**52,596**
Claims paid	
1992	$3,200,000
1991	$1,400,000

Operational date: 1991.
For profit.
Ownership: Occupational Health Resources Inc.
Service area: New Jersey: Atlantic, Bergen, Burlington, Camden, Cape May, Essex, Hudson, Hunterdon, Mercer, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union and Warren counties.
Services: Standard package, excluding hospitalization and substance abuse. Other services include chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn, occupational health and independent medical examinations. Services available unbundled. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by case management. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion, hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: Jeffrey Rose, president-Occupational Health Resources Inc.; Dr. Robert Dennis, president/CEO; Dr. Stephen Crawford, vp-medical service/network development/physician education; John Corcoran, vp-marketing/sales; Peter Hotz, vp-marketing/sales-Occupational Health Resources Inc.; Stanley Musial, vp-finance.
Contact: John Corcoran.

Prudential Health Care Plan Inc.*

56 N. Livingston Ave., Roseland, N.J. 07068; 201-716-8000

Staff	
Physicians	46,544
Specialists	51,979
Administrative	3,786
Facilities	
Hospitals	1,183
Pharmacies	5,832
Users: Group Health	
Employer/payer groups	228
Single coverage	44,188
Family coverage	38,361
Employees & dependents	519,917

Service area: Arizona, Arkansas, California, Connecticut, Delaware, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Massachusetts, Maryland, Minnesota, Missouri, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas and Virginia.
** Figures are consolidated, including all PPOs in this organization.*

Travelers Managed Care System-Northern New Jersey

701 Westchester Ave., White Plains, N.Y. 10604; 914-761-9103

Staff	
Physicians	2,568
Facilities	
Hospitals	40
Users: Group Health	
Employer/payer groups	151
Single & family coverage	20,197

Operational date: December 1988.
Service area: New Jersey: Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union and Warren counties.
Officers: Dodie Dudley, executive director; Dick Hogarth, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

USLIFE CARE

3600 Route 66 P.O. Box 1580, Neptune, N.J. 07754-1580; 908-922-7591; fax: 908-922-7197

Staff	
Physicians	1,900
Board-certified	90%
Specialists	2,600
Facilities	
Hospitals	25
Users: Group Health	
Employer/payer groups	500
Employees & dependents	6,000
Claims paid	
1992	$2,500,000
1991	$300,000

Operational date: January 1990.
For profit.
Ownership: United States Life Insurance Co.
Service area: New Jersey.
Contracts with Access Health Plan in Ohio (Toledo); Alliance PPO in District of Columbia, Maryland, Virginia; Eastern Iowa Health Care Inc. in Iowa (Cedar Rapids); Iowa City Individual Practice Assn. in Iowa (Iowa City); Maricopa Foundation for Medical Care in Arizona (Phoenix); Medical Network in Maine (Portland); National Health Care Alliance in Texas (Houston); North Texas Health Plan in Texas (Dallas); Preferred Health Professionals in Kansas (Kansas City); RUSH Contract Care in Illinois (Chicago); Sooner Health Plan Inc. in Oklahoma (Oklahoma City); SouthCare Medical Alliance in Georgia (Atlanta); USHealth Plan in Ohio (Columbus); WPPA in Kansas (Wichita).
Services: Standard package, including durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges insurance premium.
UR: Preadmission review, precertification, concurrent review, length of stay determination and retrospective review. UR provided by the PPO.
Officers: Chris Ruisi, vice chairman/chief administration officer; Dave Dunn, executive vp; Hugh Bailey, executive vp-marketing.
Contact: Lorraine Sabol.

NEW MEXICO

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	17
Users: Workers Compensation	
Employer/payer groups	1

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

American Chiropractic Network-Southwest

8989 Rio San Diego Drive, Suite 250, San Diego, Calif. 92108; 619-297-8100; fax: 619-297-8189

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	30
Board-certified	100%
Administrative	40
Users: Group Health	
Employees & dependents	10,000
Total users	**10,000**

Service area: New Mexico: Albuquerque.
Compensation: Charges flat fee per employee, percent of services by doctors/hospitals, fee per authorization processed.
Officers: George DeVries, president/marketing director; Dan Nusser, D.C., medical director; Thomas Allenburg, D.C., chairman; David Cole, treasurer.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	1
Facilities	
Hospitals	17

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	139
Facilities	
Hospitals	18

Service area: New Mexico: Dona Ana, Santa Fe and Socorro counties and the areas of Albuquerque, eastern New Mexico, Ruidoso and southeastern New Mexico.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Albuquerque

P.O. Box 30086, 4501 Indian School Road N.E., Suite 100, Albuquerque, N.M. 87110

Staff	
Physicians & specialists	1,293
Facilities	
Hospitals	15
Total users	**10,500**

Operational date: June 1988.
Service area: New Mexico: Albuquerque.
Compensation: Negotiates hospital charges by per diem.
Contact: Diane McEnnerney.
See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

3636 N. Central Ave., Suite 950, Phoenix, Ariz. 85012; 800-526-4760; fax: 602-277-8260

Staff	
Physicians	19
Patients/physician	352
Board-certified	31.6%
Specialists	117
Facilities	
Hospitals	12
Users: Group Health	
Employer/payer groups	37
Users: Workers Compensation	
Employer/payer groups	7
Single coverage	6,695
Claims paid	
1992	$212,538
1991	$3,462

Service area: New Mexico: 33 counties statewide.
Officers: Mike Williams, executive director.
Contact: Mike Kalsched, senior ac-

Continued on next page

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Sub-total 29,572
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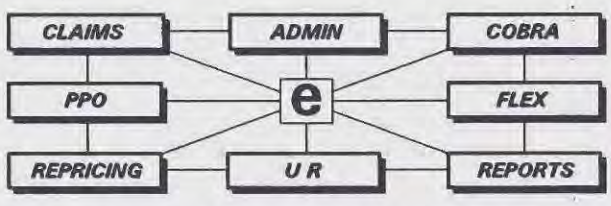

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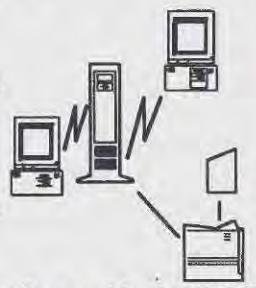

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Continued from page 112
count executive.
See Community Care Network Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists 6

Facilities

Hospitals 2

Service area: New Mexico: Albuquerque, Cloudcroft, Hobbs, Rio Rancho and Santa Teresa areas.
See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 16

Total users **1,385**

See Davis Vision consolidated listing under New York.

DELTAChoice

2500 Louisiana N.E., Suite 600, Albuquerque, N.M. 87110; 505-883-4777; fax: 505-883-7444

Specialty PPO providing dental services only

Staff

Dentists 53
Board-certified 100%
Specialists 7

Users: Group Health

Employer/payer groups 7
Single coverage 657
Family coverage 397
Employees & dependents 1,650

Total users **1,650**

Claims paid

1992 ..... $66,747
1991 ..... $37,716

Operational date: June 1990.
Not for profit.
Ownership: Delta Dental Plan of New Mexico.
Service area: New Mexico.
Services: Dental. Services are available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Compensated by employers/payers; charges flat fee per employee.
UR: Predetermination-dental consultant review. UR provided by the PPO.
Officers: Dr. James O'Connell, president; C. Sue Bisbie, executive director; Dr. Lief Isaacson, medical director; Mark Covell, marketing director.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups 7
Single & family coverage 49,070

Service area: New Mexico: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

Met-Elect Network of New Mexico

3020 E. Camelback Road, Suite 100, Phoenix, Ariz. 85016; 602-553-1300

Staff

Physicians & specialists 345
Board-certified 92%

Facilities

Hospitals 3

Users: Group Health

Employees & dependents 924

Total users **924**

Operational date: January 1991.
Service area: New Mexico: Albuquerque area.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 420
Board-certified 84%
Specialists 168

Facilities

Hospitals 22

Users: Group Health

Employer/payer groups 210
Employees & dependents 43,200

Service area: New Mexico.
See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians 66
Board-certified 95%
Specialists 34

Facilities

Hospitals 22

Service area: New Mexico.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Facilities

Hospitals 26

Service area: New Mexico: statewide.
Contact: Jean Barr.
See Provider Networks of America Inc. consolidated listing under Texas.

NEW YORK

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 73

Users: Group Health

Employer/payer groups 2

Users: Workers Compensation

Employer/payer groups 3

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans-Metro New York

2700 Westchester Ave., Suite 102, Purchase, N.Y. 10577; 914-251-8646; fax: 914-251-1537

Staff

Physicians 1,866
Patients/physician 10
Board-certified 70%
Specialists 2,555

Facilities

Hospitals 61
Pharmacies 1,322

Users: Group Health

Employer/payer groups 42
Employees & dependents 19,691

Total users **19,691**

Operational date: July 1991.
Service area: New York: Bronx, Dutchess, Kings, Nassau, New York, Orange, Putnam, Queens, Richmond, Rockland, Suffolk, Sullivan, Ulster and Westchester counties.
Officers: James McLane, president; Angelo D'Ascoli, executive director; Dr. Franklin Brosgol, medical director; David Alpeter, marketing director.
Contact: Lydia Lodynsky.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Upstate New York

620 Erie Blvd. W., Syracuse, N.Y. 13221; 315-424-5830; fax: 315-424-4685

Staff

Physicians 335
Patients/physician 3
Board-certified 85.7%
Specialists 486

Facilities

Hospitals 12
Pharmacies 208

Users: Group Health

Employer/payer groups 3
Employees & dependents 1,079

Total users **1,079**

Operational date: August 1992.
Service area: New York: Broome, Cayuga, Chemung, Chenango, Cortland, Onondaga, Oswego, Tioga and Tompkins counties and portions of Steuben county.
Officers: James McLane, president; Wendy Kotcamp, executive director; Dr. Andrew Merritt, medical director; Robin Downey, marketing director.
Contact: Jane Dischner.
See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only

Staff

Chiropractors 178
Board-certified 100%

Users: Group Health

Employees & dependents 1,000

Total users **1,000**

Service area: New York: Bronx, Dutchess, Kings, Manhattan, Nassau, New York, Onondaga, Putnam, Queens, Richmond, Rockland, Saratoga, Suffolk, Sullivan, Ulster and Westchester counties.
Contact: Andrew Aho, marketing director.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities

Hospitals 5

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 2 World Trade Center, 26th Floor, New York, N.Y. 10048

Staff

Physicians & specialists 2,161
Board-certified 81.1%

Facilities

Hospitals 29

Service area: New York: Eastern New York, Nassau, New York City and Suffolk counties.
Contact: Barry Slocum, manager-major group sales, 212-839-6894 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

Carenet Inc.*

40 John Glenn Drive, Amherst, N.Y. 14228; 716-691-8556; fax: 716-691-8524

Staff

Physicians 1,190
Patients/physician 29
Board-certified 100%
Specialists 2,913
Administrative 6

Facilities

Hospitals 30
Pharmacies 500

Users: Group Health

Employer/payer groups 27
Employees & dependents 35,000

Total users **35,000**

Claims paid

1992 ..... $45,000,000
1991 ..... $21,000,000

Operational date: January 1989.
For profit.
Service area: Massachusetts: Berkshire, Essex, Franklin, Hampden, Hampshire and Suffolk counties; New Hampshire: 20 central and southern counties; New York: 33 counties; Vermont: statewide.
Services: Standard package including vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Ronald K. Zoeller, president; Dr. Arthur Orlick, medical director; Thomas J. Doney, marketing director.
Contact: Thomas J. Doney.
** Figures are consolidated, including all PPOs in this organization.*

Carenet Inc.

40 John Glenn Drive, Amherst, N.Y. 14228; 716-691-8556; fax: 716-691-8524

Staff

Physicians 861
Patients/physician 33
Board-certified 100%
Specialists 1,598
Administrative 6

Facilities

Hospitals 25
Pharmacies 400

Users: Group Health

Employer/payer groups 24
Employees & dependents 28,113

Total users **28,113**

Claims paid

1992 ..... $33,735,000
1991 ..... $21,000,000

Service area: New York: 33 counties.
Contact: Thomas J. Doney, marketing director.
See Carenet Inc. consolidated listing under New York.

CIGNA PPO-New York

1010 Northern Blvd., Great Neck, N.Y. 11021; 516-773-0207; fax: 516-773-1125

Staff

Physicians & specialists 3,655
Administrative 16

Facilities

Hospitals 47

Total users **12,949**

Operational date: January 1993.
Service area: New York.
Compensation: Negotiates hospital charges by per diem.
Contact: Eleanor Sorrentino, 516-773-0229.
See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists 38

Facilities

Hospitals 2

Service area: New York: 20 cities.
See CORPHEALTH Inc. consolidated listing under Texas.

Cost Care Managed Referral Network

660 Newport Center Drive, Suite 660, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Specialty PPO providing specialist services only

Staff

Specialists 2,736
Administrative 6

Facilities

Hospitals 20

Service area: New York.
Contact: Ray Foose, vp-marketing.
See Cost Care Physician Managed Networks consolidated listing under California.

Davis Vision*

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians 3,000
Administrative 45

Users: Group Health

Employer/payer groups 550
Employees & dependents 3,100,000

Total users **3,100,000**

Operational date: October 1980.
For profit.
Service area: Nationwide.
Services: Vision. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, fee for service, fully insured.
UR: Precertification and retrospective review. UR provided by the PPO.
Officers: Richard Davis, president; Dr. Carl Moroff, medical director; Drew Agnew and Teresa Mandarini-Hanlon, marketing directors; Larry Gabel, CFO.
Contact: Dr. Carl Moroff.
** Figures are consolidated, including all PPOs in this organization.*

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 559

Total users **1,650,000**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups 15
Single & family coverage 431,542

Service area: New York: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

John Hancock Preferred Physician Managed Network

John Hancock Financial Services, P.O. Box 111, Boston, Mass. 02117; 617-572-6000; fax: 617-572-7138

See Cost Care Managed Referral Network listing under New York.

HealthSource of Western New York Inc.

77 Broadway, Suite 218, Buffalo, N.Y. 14203; 716-852-1314; fax: 716-856-5990

Staff

Patients/physician 350
Board-certified 60%
Specialists 505
Administrative 4

Facilities

Hospitals 11

Users: Group Health

Employer/payer groups 33
Employees & dependents 25,000

Total users **25,000**

For profit.
Service area: New York: eight western counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by outside contractors.
Officers: Drew H. Radziwon, president/executive director; Dr. James Giambrone, medical director; Robin Wohlfehrt, marketing director.

MagnaCare-Preferred Choice Management Systems

100 Garden City Plaza, Third Floor, Garden City, N.Y. 11530; 212-315-3300; fax: 212-315-4039

Staff

Physicians 2,746
Board-certified 85%

Continued on next page

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Specialists	5,706
Administrative	38
Facilities	
Hospitals	42
Users: Group Health	
Employer/payer groups	45
Employees & dependents	920,000
Total users	920,000

Operational date: October 1990.
For profit.
Ownership: Physician.
Service area: New Jersey and downstate New York.
Services: Physicians, hospitalization, vision, dental, durable medical equipment, podiatry, OB/Gyn. and diagnostic laboratory and imaging services. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding case management. UR provided by the PPO.
Officers: Dr. Anthony J. Bacchi, president; Dr. Louis Delli-Pizzi, medical director; Nancy Pomposello, marketing director; Martin Farbenblum, vp.
Contact: Nancy Pomposello.

Medical Diagnostic Management Inc.

777 Terrace Ave., Fifth Floor,
Hasbrouck Heights, N.J. 07604;
800-833-2132; fax: 201-288-4955

Specialty PPO providing outpatient diagnostic radiology/laboratory services only	
Staff	
Specialists	11
Users: Group Health	
Employer/payer groups	2
Single coverage	104
Family coverage	193
Employees & dependents	796
Total users	796

Service area: New York: Albany, Bronx, Dutchess, Kings, Nassau, New York, Orange, Queens, Rensselaer, Richmond, Rockland, Schenectady, Suffolk, Ulster and Winchester counties.
See Medical Diagnostic Management Inc. consolidated listing under New Jersey.

Met-Elect Network of New York

2929 Express Drive N., Hauppauge,
N.Y. 11787; 516-348-4228

Staff	
Physicians & specialists	3,181
Board-certified	70%
Facilities	
Hospitals	3
Users: Group Health	
Employees & dependents	78,726
Total users	78,726

Operational date: January 1990.
Service area: New York: New York City metropolitan area.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.*

17 W. 17th St., New York, N.Y. 10011;
800-677-1098; fax: 212-627-6395

Staff	
Physicians	60,000
Board-certified	95%
Specialists	25,000
Facilities	
Hospitals	2,371
Users: Group Health	
Employer/payer groups	30,000
Employees & dependents	6,000,000
Users: Workers Compensation	
Employer/payer groups	1,350
Single coverage	270,000

Operational date: July 1971.
For profit.
Service area: Nationwide, excluding Maryland and Michigan but including Puerto Rico.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.
Officers: Donald Rubin, president; Dr. Samuel D. Wilmit, medical director; Ron Katz, Edward Rothstein, marketing directors; Edward Gluckmann, senior vp; Sidney L. Meyer, senior vp/general counsel; Mike Lardiere, Kate Sullivan, managed care.
Contact: Donald Rubin, 212-727-6230.
** Figures are consolidated, including all PPOs in this organization.*

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011;
800-677-1098; fax: 212-627-6395

Staff	
Physicians	3,816
Board-certified	97%
Specialists	1,526
Facilities	
Hospitals	183
Users: Group Health	
Employer/payer groups	1,908
Employees & dependents	383,750
Users: Workers Compensation	
Employer/payer groups	400
Single coverage	75,000
Total users	417,500

Service area: New York.
See MultiPlan Inc. consolidated listing under New York.

National Health Plan Corp.

1 Penn Plaza, New York,
N.Y. 10119; 212-279-3232;
fax: 212-629-0749

Staff	
Physicians	2,000
Board-certified	10%
Specialists	4,000
Administrative	15
Facilities	
Hospitals	120
Pharmacies	6,000
Total users	150,000

Operational date: September 1979.
For profit.
Service area: Connecticut, New Jersey and New York.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Alvin Konigsberg, president; David H. Zaback, executive vp; Marvin Belsky, medical director; David Konigsberg, marketing director.
Contact: David Zaback.

New York Life Managed Care Portfolio

51 Madison Ave., Room 1522, New
York, N.Y. 10010; 212-576-8092;
fax: 212-447-4106

Service area: Contracts with BPS in California (24 counties); CompMed in Kansas (three counties), Oklahoma (45 counties); Cost Care in Massachusetts (14 counties); ETHIX Great Lakes in Michigan (17 counties); ETHIX Mid-Atlantic in New Jersey (11 counties), Pennsylvania (five counties); ETHIX Midlands in Ohio (15 counties); ETHIX Northwest in Washington (20 counties); ETHIX Pacific in Oregon (nine counties); ETHIX Sloans Lake in Colorado (28 counties); ETHIX Southeast in North Carolina (six counties), South Carolina (seven counties); ETHIX Southwest in Texas (18 counties); GenCare in Illinois (six counties), Missouri (eight counties); Health Preferred of Mid-America in Illinois (18 counties), Indiana (one county); HealthNet in Kansas (five counties), Kentucky (three counties), Missouri (four counties); HealthStar in Georgia (45 counties); Passport PPO in Texas (16 counties); Preferred Health Providers in Florida (12 counties); Private Healthcare Systems in Alabama (five counties), Arizona (three counties), California (38 counties), Indiana (eight counties), Kentucky (seven counties), Louisiana (11 counties), Minnesota (six counties), Tennessee (37 counties), Wisconsin (three metropolitan areas); Sanus/Passport in District of Columbia, Maryland (10 counties), New Jersey (nine counties), New York (11 counties), Texas (16 counties), Virginia (four counties).
Contact: Kathy S. Edelman.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth,
Texas 76102; 800-523-3669;
fax: 817-347-3243

Facilities	
Hospitals	3

Service area: New York.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork-Tri-State

400 Rella Blvd., Suite 300, Suffern,
N.Y. 10901; 914-368-4497;
fax: 914-368-9899

Staff	
Physicians	3,130
Patients/physician	6
Board-certified	75.83%
Specialists	4,481
Administrative	2,000
Facilities	
Hospitals	110
Pharmacies	778
Users: Group Health	
Employer/payer groups	3
Single coverage	3,927
Family coverage	4,799
Employees & dependents	18,324
Total users	18,324
Claims paid	
1992	$663,991
1991	$544,472

Operational date: January 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Connecticut: four counties; New Jersey: 21 counties; New York: nine counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, or a combination; is compensated by employers/payers; charges flat fee per employee, by percent of services by doctors/hospitals.
UR: Standard procedures excluding retrospective review and outpatient service predetermination. UR provided by the PPO.
Officers: Anne Bossi, vp-Northeastern group operations; Paul Conlin, vp-operations; Dr. Judith Taylor, medical director; John LeDell, vp/chief marketing officer-Northeastern group operations.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-New York

701 Westchester Ave., White Plains,
N.Y. 10604; 914-761-9103

Staff	
Physicians	4,825
Facilities	
Hospitals	54
Users: Group Health	
Employer/payer groups	295
Single & family coverage	33,353

Operational date: November 1988.
Service area: New York: Bronx, Kings, Nassau, New York, Queens, Rockland, Richmond, Suffolk and Westchester counties.
Officers: Dodie Dudley, executive director; Dick Hogarth, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Syracuse

5015 Campuswood Drive, East
Syracuse, N.Y. 13057; 315-433-5700

Staff	
Physicians	545
Facilities	
Hospitals	6
Users: Group Health	
Employer/payer groups	64
Single & family coverage	4,805

Operational date: October 1989.
Service area: New York: Cayuga, Madison, Onondaga and Oswego counties.
Officers: Kathryn Norton, executive director; Marc Rothbart, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

NORTH CAROLINA

AIIA

275 Williamson Blvd., P.O. Box 11770,
Daytona Beach, Fla. 32120;
904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	76
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	19

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans-Charlotte

640 Charlotte Plaza, Charlotte,
N.C. 28202; 704-353-7504;
fax: 704-353-7832

Staff	
Physicians	181
Patients/physician	41
Board-certified	79.6%
Specialists	588
Facilities	
Hospitals	7
Pharmacies	205
Users: Group Health	
Employer/payer groups	115
Employees & dependents	7,436
Total users	7,436

Operational date: April 1990.
Service area: North Carolina: Cabarrus, Iredell, Mecklenburg, Stanly, Union and portions of Gaston and Rowan counties; South Carolina: portions of York County.
Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Jennifer Murray.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Durham and Raleigh

4601 Six Forks Road, Suite 106,
Raleigh, N.C. 27609; 919-783-1925;
fax: 919-782-2584

Staff	
Physicians	114
Patients/physician	20
Board-certified	75.4%
Specialists	260
Facilities	
Hospitals	8
Pharmacies	140
Users: Group Health	
Employer/payer groups	25
Employees & dependents	2,337
Total users	2,337

Operational date: September 1992.
Service area: North Carolina: Durham, Orange and Wake counties and portions of Johnston County.
Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Kelly Van Sickle.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Hickory

640 Charlotte Plaza, Charlotte,
N.C. 28202; 704-353-7504;
fax: 704-353-7832

Facilities	
Hospitals	3
Pharmacies	45
Users: Group Health	
Employer/payer groups	5
Employees & dependents	1,138
Total users	1,138

Operational date: December 1991.
Service area: North Carolina: Alexander, Burke, Caldwell and Catawba counties.
Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Jennifer Murray.
See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network

5620 Smetana Drive, Suite 225,
Minnetonka, Minn. 55343;
612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	93
Board-certified	100%
Users: Group Health	
Employees & dependents	25,000
Total users	25,000

Service area: North Carolina: 33 counties.
Contact: Scott Watson, marketing director, 919-668-0909.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718;
714-727-1353 or 800-233-2478;
fax: 714-727-1319

Facilities	
Hospitals	10

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 2302 Parklake
Drive N.E., Atlanta, Ga. 30345;
404-491-5397

Staff	
Physicians & specialists	353
Board-certified	78.4%
Facilities	
Hospitals	15
Users: Group Health	
Single & family coverage	5,326

Service area: North Carolina: Asheville, Burlington, Charlotte, Durham, Fayetteville, Gastonia, Greensboro, Hickory, Raleigh, Rock Hill and Winston-Salem areas.
Contact: Tim Williams, manager-major group sales, 404-491-5397 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd.,
Suite 10000, Newport Beach, Calif.
92660-2526; 714-251-2200;
fax: 714-251-2222

Facilities	
Hospitals	16

Service area: North Carolina: Charlotte, Durham, Greensboro, Greenville, Hickory, Raleigh and Wilmington.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Charlotte

2100 Rexford Road, Suite 422,
Charlotte, N.C. 28211; 704-544-4350;
fax: 704-544-4375

Staff	
Physicians & specialists	805
Administrative	2
Facilities	
Hospitals	7
Total users	3,500

Operational date: October 1989.
Service area: North Carolina: Charlotte area.
Compensation: Negotiates hospital charges by discount off customary rates.
Contact: Mark Gordon.
See CIGNA Health Plans consolidated listing under Connecticut.

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CIGNA PPO-Raleigh

4011 Westchase Blvd., Suite 290, Raleigh, N.C. 27607; 919-839-7800; fax: 919-839-7888

Staff	
Physicians & specialists	798
Administrative	4
Facilities	
Hospitals	15
Total users	**4,813**

Operational date: June 1989.
Service area: North Carolina: Raleigh area.
Compensation: Negotiates hospital charges by per diem, discount off customary rates.
Contact: Mark Gordon, 704-544-4355.
See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	25
Facilities	
Hospitals	6

Service area: North Carolina: Burlington, Butner, Cary, Chapel Hill, Charlotte, Eden, Gastonia, Greensboro, Hickory, High Point, Kernersville, Raleigh, Reidsville and Winston-Salem areas.
See CORPHEALTH, Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	13
Total users	**477**

See Davis Vision consolidated listing under New York.

ETHIX Southeast

P.O. Box 222097, 2100 Rexford Road, Suite 415, Charlotte, N.C. 28222; 704-364-8215; fax: 704-364-9718

Staff	
Physicians	433
Board-certified	98%
Specialists	712
Administrative	6
Facilities	
Hospitals	27
Users: Group Health	
Employer/payer groups	1,339
Employees & dependents	96,132
Users: Workers Compensation	
Employer/payer groups	3
Single coverage	1,127
Total users	**97,259**

Operational date: January 1987.
For profit.
Service area: North Carolina: Catawba, Davidson, Forsyth, Guilford, Mecklenburg and Wake counties; South Carolina: Berkeley, Charleston, Dorchester, Florence, Greenville, Kershaw, Lexington, Pickens, Richland and Spartanburg counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee, hourly charge.
UR: Standard procedures excluding hospital bill audits. Also performs early admission review, early maternity review/high risk profile and patient advocacy program. UR provided by the PPO.
Officers: Brenda Miller, executive vp; Dr. Steven P. Bonner, medical director; John Nowak, marketing director; Gayle Burleson, director-value assurance/utilization management; Alan Capps, director-network services.
Contact: John Nowak.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	10
Single & family coverage	151,607

Service area: North Carolina: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

Corporate Campus, 1140 Hammond Drive, Building B 2275, Suite O, Atlanta, Ga. 30328; 404-396-8734

Specialty PPO providing workers comp services only	
Staff	
Physicians	43
Board-certified	50%
Specialists	201
Facilities	
Hospitals	29
Users: Workers Compensation	
Employer/payer groups	22
Single coverage	397,769
Total users	**397,769**

Operational date: June 1991.
Service area: North Carolina: Alexander, Avery, Burke, Caldwell, Catawba, Davidson, Forsyth, Guilford, Lincoln, Mecklenburg and Rockingham counties.
Compensation: Negotiates hospital charges by per diem, state mandated fee schedule; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Health Care Savings

4530 Park Road, Charlotte, N.C. 28209; 800-833-8464; fax: 800-835-8464

Staff	
Physicians	2,000
Board-certified	80%
Specialists	1,400
Administrative	22
Facilities	
Hospitals	26
Pharmacies	200
Users: Group Health	
Employer/payer groups	4,300
Single coverage	40,000
Family coverage	30,000
Employees & dependents	161,000
Total users	**161,000**

Operational date: January 1985.
For profit.
Ownership: North Carolina Medical Society.
Service area: North Carolina: 25 counties; South Carolina: 12 counties.
Services: Standard package including vision, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: Dr. Lawrence Cutchin, president; Dr. Kevin Soden, medical director; Dick Dunn, marketing director; David Pate, CFO.
Contact: Dick Dunn, 800-833-8464 ext. 102.

Healthmark Affiliated Networks*

P.O. Box 561300, Charlotte, N.C. 28256-1300; 704-597-7001; fax: 704-597-1429

Staff	
Physicians	233
Board-certified	96.2%
Specialists	293
Administrative	10
Facilities	
Hospitals	40
Users: Group Health	
Employer/payer groups	545
Employees & dependents	40,702
Total users	**40,702**
Claims paid	
1992	$14,200,000
1991	$6,000,000

Operational date: March 1989.
For profit.
Service area: North Carolina and South Carolina.
Services: Standard package excluding prescriptions. Other services include vision, durable medical equipment, podiatry, OB/Gyn., dialysis (end-stage renal disease), ambulatory surgery centers and rehabilitation centers. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, outpatient procedures global rates; is compensated by employers/payers, insurers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion and hospital bill audits. UR provided by the PPO and outside contractors.
Officers: Kenneth L. Stanford, president; Dr. Charles B. Rich, medical director; Emily O. Jones, marketing director; Lucy W. Altobellis, director-health services; Harri Hartofilis, manager-claims services.
** Figures are consolidated, including all PPOs in this organization.*

HealthMark Affiliated Networks

P.O. Box 561300, Charlotte, N.C. 28256-1300; 704-597-7001; fax: 704-597-1429

Staff	
Physicians	203
Board-certified	95.1%
Specialists	246
Facilities	
Hospitals	26
Users: Group Health	
Employer/payer groups	537
Employees & dependents	40,265
Total users	**40,265**

Service area: North Carolina: 27 counties.
See HealthMark Affiliated Networks consolidated listing under North Carolina.

MedCost/Carolina Preferred Care*

1399 Ashleybrook Lane, Suite 100, Winston-Salem, N.C. 27114; 919-760-3090; fax: 919-760-1506

Staff	
Physicians	471
Patients/physician	573
Board-certified	90%
Specialists	733
Administrative	15
Facilities	
Hospitals	89
Pharmacies	500
Users: Group Health	
Employer/payer groups	1,335
Employees & dependents	270,000
Total users	**270,000**
Claims paid	
1992	$46,407,709
1991	$12,513,424

Operational date: October 1984.
For profit.
Ownership: Coastal Health Care Inc.
Service area: Alabama, Georgia, North Carolina and South Carolina.
Services: Standard package including podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed under group plans.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs or combination of these; is compensated by employers/payers, TPAs; charges flat fee per employee, by percent of savings.
UR: Standard procedures. UR provided by the PPO.
Officers: Otto Mueller, president; Kathryn Showalter, manager-PPO services; Dr. William Lorenz, medical director; Doug Susong, marketing director.
** Figures are consolidated, including all PPOs in this organization.*

MedCost/Carolina Preferred Care

1399 Ashleybrook Lane, Suite 100, Winston-Salem, N.C. 27114; 919-769-3090; fax: 919-760-1506

Staff	
Physicians	113
Board-certified	90%
Specialists	413
Administrative	15
Facilities	
Hospitals	52
Pharmacies	250
Users: Group Health	
Employer/payer groups	700
Employees & dependents	178,000
Total users	**178,000**
Claims paid	
1992	$23,330,627
1991	$10,779,450

Service area: Alabama: Elmore County; North Carolina: 26 central and western counties.
See MedCost/Carolina Preferred Care consolidated listing under North Carolina.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	247
Board-certified	90%
Specialists	1,048
Facilities	
Hospitals	43
Users: Group Health	
Employer/payer groups	4
Employees & dependents	12,100
Users: Workers Compensation	
Employer/payer groups	6
Single coverage	54,100
Total users	**66,200**

Service area: North Carolina.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of North Carolina

545 Mainstream Drive, Suite 340, Nashville, Tenn. 90804; 310-498-5211

Staff	
Physicians & specialists	100
Board-certified	85%
Facilities	
Hospitals	1
Users: Group Health	
Employees & dependents	1,155
Total users	**1,155**

Operational date: April 1991.
Service area: North Carolina: Greensboro area.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,344
Board-certified	94%
Specialists	537
Facilities	
Hospitals	34
Users: Group Health	
Employer/payer groups	672
Employees & dependents	136,100

Service area: North Carolina.
See MultiPlan Inc. consolidated listing under New York.

Physicians Health Plan of North Carolina Inc.

2307 W. Cone Blvd., Suite 200, Greensboro, N.C. 27408; 919-282-0900; fax: 919-288-5206

Staff	
Physicians	561
Patients/physician	118
Board-certified	65%
Specialists	1,208
Administrative	30
Facilities	
Hospitals	27
Pharmacies	540
Users: Group Health	
Employer/payer groups	221
Single coverage	19,128
Family coverage	16,251
Employees & dependents	66,293
Total users	**66,293**
Claims paid	
1992	$52,756,982
1991	$33,991,698

Operational date: March 1985.
For profit.
Ownership: Hospital and group of doctors.
Service area: North Carolina: 43 counties.
Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers; charges flat fee per employee, percent of paid claims. The PPO will adjust fees based on savings realized.
UR: Standard procedures excluding retrospective review, second surgical opinion and hospital bill audits. UR provided by the PPO.
Officers: Frank Mascia, president; Dr. Jeff Todd, medical director; Lori Redding, marketing director; Meg Sternberg, vp.
Contact: Frank Mascia.

Preferred Care, Blue Cross & Blue Shield of North Carolina

P.O. Box 2291, Durham, N.C. 27702; 919-490-4124; fax: 919-419-1339

Staff	
Physicians	2,750
Specialists	7,330
Facilities	
Hospitals	92
Users: Group Health	
Employer/payer groups	4,016
Employees & dependents	395,296
Total users	**395,296**

Operational date: April 1987.
Not for profit.
Ownership: Blue Cross & Blue Shield of North Carolina.
Service area: North Carolina: 87 counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, per case with outlier per diems; is compensated by employers/payers.
UR: Standard procedures excluding concurrent review, second surgical opinion, outpatient service predetermination. UR provided by the PPO.
Officers: Thomas A. Rose, president; N. Earl Ridout, senior director; Dr. Allen McBride, medical director; Roger Philyaw, vp-marketing.
Contact: Valerie K. Carter, director-Preferred Care.

Private Healthcare Systems Inc.

2000 Corporate Ridge, Suite 510, McLean, Va. 22102; 703-749-3660

Staff	
Physicians	100
Specialists	253
Administrative	7

Continued on next page

Continued from previous page

Facilities	
Hospitals	15
Users: Group Health	
Employer/payer groups	113
Employees & dependents	16,670
Total users	**16,670**

Service area: North Carolina: Fayetteville, Greensboro and Winston-Salem metropolitan areas.

Contact: Glenda Henderson, senior vp-operations, 617-895-7540.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	441
Board-certified	95%
Specialists	634
Facilities	
Hospitals	59

Service area: North Carolina.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Prudential Health Care System of Charlotte

2100 Roxford Road, Suite 314/320, Charlotte, N.C. 28211; 704-365-6071; fax: 704-365-5684

Staff	
Physicians	100
Patients/physician	10
Specialists	221
Facilities	
Hospitals	7
Pharmacies	64
Employees & dependents	1,092
Total users	**1,092**
Claims paid	
1992	$2,807,472
1991	$2,619,804

Operational date: July 1991.

For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: North Carolina: Cabarrus, Gaston, Lincoln, Mecklenburg, Rowan and Union counties.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: David George, vp; David Patterson, executive director; David M. Berenbeim, medical director; Stephen Jepson, marketing director.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-Charlotte

1701 Pinecroft Road, Suite 109, Greensboro, N.C. 27407; 919-855-6466

Staff	
Physicians	844
Facilities	
Hospitals	7
Users: Group Health	
Employer/payer groups	106
Single & family coverage	10,871

Operational date: July 1987.

Service area: North Carolina: Cabarrus, Catawba, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union counties; South Carolina: York County.

Officers: Larry Jackson, director-operations; Brad Van Winkle, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Greensboro

1701 Pinecroft Road, Suite 109, Greensboro, N.C. 27407; 919-547-2282

Staff	
Physicians	749
Facilities	
Hospitals	5
Users: Group Health	
Employer/payer groups	96
Single & family coverage	16,077

Operational date: September 1987.

Service area: North Carolina: Alamance, Davidson, Davie, Forsyth and Guilford counties.

Officers: Larry Jackson, director-operations; Brad Van Winkle, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

NORTH DAKOTA

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	47,704

Service area: North Dakota: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	30
Board-certified	82%
Specialists	12
Facilities	
Hospitals	5
Users: Group Health	
Employer/payer groups	15
Employees & dependents	2,755

Service area: North Dakota.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities	
Hospitals	1

Service area: North Dakota.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

OHIO

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	146
Users: Group Health	
Employer/payer groups	3
Users: Workers Compensation	
Employer/payer groups	12

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans of Ohio-Akron

3690 Orange Place, Suite 200, Cleveland, Ohio 44122; 216-464-2722; fax: 216-464-2723

Staff	
Physicians	333
Patients/physician	27
Board-certified	76.9%
Specialists	521
Facilities	
Hospitals	10
Pharmacies	301
Users: Group Health	
Employer/payer groups	53
Employees & dependents	9,080
Total users	**9,080**

Operational date: March 1988.

Service area: Ohio: Ashland, Medina, Portage, Richland, Stark, Summit and Wayne counties.

Officers: James McLane, president; J. Mark Hartinger, executive director; Dr. Michael Eleff, medical director; Tom Scurfield, marketing director.

Contact: Marisa Henderson, 216-464-2722 ext. 229.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Central Ohio

4151 Executive Parkway, Suite 190, Westerville, Ohio 43018; 614-882-8009; fax: 614-882-0205

Staff	
Physicians	612
Patients/physician	25
Board-certified	75.7%
Specialists	930
Facilities	
Hospitals	22
Pharmacies	293
Users: Group Health	
Employer/payer groups	46
Employees & dependents	15,394
Total users	**15,394**

Operational date: October 1990.

Service area: Ohio: Coshocton, Delaware, Fairfield, Franklin, Madison, Marion, Morrow, Muskingum, Pickaway, Pike and Union counties.

Officers: James McLane, president; Barbara Hard, executive director; Dr. Raymond McMahon, medical director; Richard Wiggins, marketing director.

Contact: Marianne Gammon.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans of Ohio-Cleveland

3690 Orange Place, Suite 200, Cleveland, Ohio 44122; 216-464-2722; fax: 216-464-2723

Staff	
Physicians	507
Patients/physician	31
Board-certified	76%
Specialists	1,312
Facilities	
Hospitals	18
Pharmacies	387
Users: Group Health	
Employer/payer groups	129
Employees & dependents	15,729
Total users	**15,729**

Operational date: October 1987.

Service area: Ohio: Ashland, Ashtabula, Cuyahoga, Geauga, Lake, Lorain and Richland counties.

Officers: James McLane, president; J. Mark Hartinger, executive director; Dr. Michael Eleff, medical director; Tom Scurfield, marketing director.

Contact: Marisa Henderson, 216-464-2722 ext. 229.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Eastern Ohio, Eastern Kentucky and West Virginia

5700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15237; 412-369-4666; fax: 412-366-9936

Staff	
Physicians	453
Patients/physician	49
Specialists	969
Facilities	
Hospitals	33
Pharmacies	378
Users: Group Health	
Employer/payer groups	140
Employees & dependents	22,428
Total users	**22,428**

Operational date: January 1990.

Service area: Kentucky: Boyde, Carter and Greenup counties and portions of Lawrence County; Ohio: Belmont, Gallia, Jackson, Jefferson, Lawrence, Meigs, Washington and portions of Columbiana, Monroe and Scioto counties; Virginia: portions of Bland, Giles, Dickenson and Tazewell counties; West Virginia: 29 counties.

Officers: James McLane, president; Dr. Raymond McMahon, medical director; Bruce Turner, marketing director.

Contact: Donna Bell.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Ohio Valley

615 Elsinore, Suite 800, Cincinnati, Ohio 45202; 513-579-3313; fax: 513-579-3316

Staff	
Physicians	1,054
Patients/physician	21
Board-certified	77.5%
Specialists	1,989
Facilities	
Hospitals	30
Pharmacies	586
Users: Group Health	
Employer/payer groups	140
Employees & dependents	22,428
Total users	**22,428**

Operational date: June 1988.

Service area: Ohio: Brown, Butler, Clark, Clermont, Greene, Hamilton, Highland, Miami, Montgomery, Shelby and Warren counties.

Officers: James McLane, president; Kevin Gatshall, executive director; Dr. Sylvester Barczak, medical director; Bruce Turner, marketing director.

Contact: Tom Aulicino.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Toledo

4 SeaGate, Suite 700, Toledo, Ohio 43697; 419-321-2411; fax: 419-321-2420

Staff	
Physicians	376
Patients/physician	45
Board-certified	73%
Specialists	706
Facilities	
Hospitals	16
Pharmacies	187
Users: Group Health	
Employer/payer groups	51
Employees & dependents	17,189
Total users	**17,189**

Operational date: May 1988.

Service area: Ohio: Erie, Huron, Lucas, Ottawa and portions of Fulton, Sandusky and Wood counties.

Officers: James McLane, president; Steve Cameron, executive director; Dr. James Diller, medical director; R. Clifford Eastman, marketing director.

Contact: Dan Coburn.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Youngstown/Warren

3690 Orange Place, Suite 200, Cleveland, Ohio 44122; 216-464-2722; fax: 216-464-2723

Staff	
Physicians	129
Patients/physician	15
Specialists	215
Facilities	
Hospitals	5
Pharmacies	116
Users: Group Health	
Employer/payer groups	18
Employees & dependents	2,022
Total users	**2,022**

Operational date: January 1990.

Service area: Ohio: Northern Columbiana, Mahoning and Trumbull counties.

Officers: James McLane, president; J. Mark Hartinger, executive director; Dr. Michael Eleff, medical director; Tom Scurfield, marketing director.

Contact: Arlene Schmidt, 216-464-2722 ext. 227.

See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	846
Board-certified	80%
Specialists	1,973
Facilities	
Hospitals	50
Pharmacies	1,486

Service area: Ohio: Allen, Ashtabula, Brown, Cuyahoga, Erie, Franklin, Hamilton, Jefferson, Lorain, Lucas, Mahoning, Montgomery, Muskingum, Stark, Summit and Trumbull counties.

See The AFFORDABLE Medical Networks consolidated listing under Illinois.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	210
Board-certified	100%
Users: Group Health	
Employees & dependents	55,000
Users: Workers Compensation	
Single coverage	100,000
Total users	**155,000**

Service area: Ohio: 42 counties.

Contact: Andrew Aho, marketing director.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	1
Facilities	
Hospitals	2

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 4 Summitt Drive, Independence, Ohio 44131; 216-328-7870

Staff	
Physicians & specialists	6,329
Board-certified	68.6%
Facilities	
Hospitals	65
Users: Group Health	
Single & family coverage	18,378

Service area: Ohio: Akron, Canton, Cincinnati, Cleveland, Columbus, Dayton, Elyria, Hamilton, Springfield, Toledo, Youngstown and Warren areas.

Contact: Jack West, manager-major group sales, 216-328-7870 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	9,184
Facilities	
Hospitals	300

Service area: Ohio: Akron, Bellefontaine, Cadiz, Canton, Cincinnati, Cleveland, Columbus, Coshocton, Dayton, Ironton, Lima, Mansfield, Marion, Millersburg, Steubenville, Toledo, Urbana, Warren, Youngstown and Zanesville areas.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Cincinnati/Dayton

36 E. Seventh St., Suite 230, Cincinnati, Ohio 45202; 513-629-2640; fax: 513-629-2639

Staff	
Physicians & specialists	1,759
Administrative	3
Facilities	
Hospitals	24
Total users	**11,556**

Operational date: February 1990.

Service area: Ohio: Cincinnati and Dayton areas.

Compensation: Negotiates hospital charges by per diem.

Contact: Mark Soupene.

See CIGNA Health Plans consolidated listing under Connecticut.

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CIGNA PPO-Cleveland/Akron

5005 Rockside Road, Suite 700, Cleveland, Ohio 44131; 216-642-2920; fax: 216-642-2990

Staff

Physicians & specialists 2,786

Facilities

Hospitals 32

Total users **24,273**

Operational date: August 1987.
Service area: Ohio: Akron and Cleveland areas.
Compensation: Negotiates hospital charges by per diem.
Contact: James Messina, 216-642-2975.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Columbus

445 Hutchinson Ave., Suite 900, Columbus, Ohio 43235; 614-847-7100; fax: 614-847-7146

Staff

Physicians & specialists 1,154
Administrative 41

Facilities

Hospitals 16

Total users **26,468**

Operational date: January 1991.
Service area: Ohio: Columbus area.
Compensation: Negotiates hospital charges by per diem.
Contact: Jonna Kirkwood, 614-847-7118.
See CIGNA Health Plans consolidated listing under Connecticut.

Community Preferred Health Plan

1351 William Howard Taft Road, Cincinnati, Ohio 45206; 513-872-8100; fax: 513-247-6719

Staff

Physicians 4,098
Patients/physician 52
Board-certified 90%
Specialists 10,953

Facilities

Hospitals 135
Pharmacies 2,000

Users: Group Health

Employer/payer groups 12,500
Single coverage 35,870
Family coverage 53,805
Employees & dependents 204,118

Operational date: June 1987.
Not for profit.
Ownership: Community Mutual Insurance Co., Blue Cross & Blue Shield.
Service area: Indiana: Dearborn and Ohio counties; Kentucky: Boone, Campbell and Kenton counties; Ohio: 88 counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO and Green Spring.
Officers: Stefan Brueckner, president; Bradford Buxton, senior vp-healthcare management; Dr. David A. Chellappa, medical director; Lynne Gross, vp-network management; Joseph I. Berman, vp-clinical affairs; John Stoffa, group business division sales; John Folina, select division sales.
Contact: Sara Huckeby, manager-provider services; 513-247-6804.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists 40

Facilities

Hospitals 3

Service area: Ohio: Athens, Cincinnati, Clinton, Dayton, Fairfield, Hamilton, Middletown, Valley View and Westerville areas.
See CORPHEALTH, Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 53

Total users **7,863**

See Davis Vision consolidated listing under New York.

DenteMax Inc.

32480 Schoolcraft, Livonia, Mich. 48150; 313-427-2288; fax: 313-427-7830

Specialty PPO providing dental services only

Staff

Dentists 698
Board-certified 100%
Specialists 165

Users: Group Health

Employer/payer groups 73

Operational date: October 1992.
For profit.
Service area: Ohio: 25 counties.
Officers: Edward L. Cleland, president; Glenn R. Melenyk, D.D.S, executive vp; Kenneth R. Dallafior, marketing director; Dennis Deegan, marketing director.
See related DenteMax Inc. listing under Michigan.

The Emerald Health Network Inc.

1100 Superior Ave., 16th Floor, Diamond Building, Cleveland, Ohio 44114; 216-479-2030; fax: 216-479-2039

Staff

Physicians 1,973
Patients/physician 130
Board-certified 66%
Administrative 154

Facilities

Hospitals 54

Users: Group Health

Employer/payer groups 2,059
Single & family coverage 111,945
Employees & dependents 260,521

Total users **260,521**

Claims paid

1992 ..... $152,700,000
1991 ..... $140,030,000

Operational date: September 1983.
For profit.
Service area: Kentucky: Boone, Campbell and Kenton counties; Ohio; Pennsylvania: Mercer County.
Services: Standard package excluding prescriptions. Other services include podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers; charges flat fee per employee per month, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding precertification, second surgical opinion, hospital bill audits and case management. Also performs physician profiling, medical necessity and appropriateness at setting. UR provided by the PPO.
Officers: Burt Bundgus, president/CFO; Vincent Partelli, executive vp; Dr. Robert Dukes, medical director; Sam Yovanno, marketing director; Jim Spear, COO/CFO; Victoria Nipple, vp-medical affairs.
Contact: Kurt Taylor, vp-sales.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups 30
Single & family coverage 370,431

Service area: Ohio: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

Health Service Affiliates

11499 Chester Road, Cincinnati, Ohio 45246; 513-772-9009; fax: 513-772-9111

Specialty PPO providing home health and medical specialty services only

Staff

Administrative 30

Facilities

Ancillary facilities 3,200

Users: Group Health

Employer/payer groups 125,000
Employees & dependents 4,000,000

Total users **4,000,000**

Operational date: January 1989.
For profit.
Service area: Nationwide.
Services: Substance abuse, psychiatry, durable medical equipment, transplant, home infusion, respiratory services, extended care facilities, home health care, rehabilitation (including brain injury) and high-risk maternity. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, volume discounts; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings, global rates per case. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including disability case management. UR provided by the PPO.
Officers: Mary J. Hanley, president; William D. Stief, CEO; Dr. David E. Mouch, medical director; Vincent J. Homan, marketing director.

Health Service Preferred

11499 Chester Road, Sixth Floor, South Tower, Cincinnati, Ohio 45246; 513-772-9009; fax: 513-772-9111

Staff

Physicians 2,800
Patients/physician 59
Board-certified 80%
Specialists 3,000
Administrative 30

Facilities

Hospitals 48

Users: Group Health

Employer/payer groups 410
Single coverage 12,800
Family coverage 19,200
Employees & dependents 80,000

Total users **80,000**

Operational date: December 1988.
For profit.
Service area: Kentucky: eight northern counties; Ohio: 63 counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, podiatry, OB/Gyn., diagnostic labs, urgent care centers and laboratories. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including short/long term disability case management, IME referral, provider profiling, medical necessity and predetermination review. UR provided by the PPO.
Officers: Mary J. Hanley, president; William D. Stief, executive director; Dr. David. E. Mouch, medical director; Vincent J. Homan, marketing director.

HealthRESPONSE

793 W. State St., Columbus, Ohio 43222; 614-225-5632; fax: 614-225-1359

Staff

Physicians 251
Board-certified 83%
Specialists 488
Administrative 4

Facilities

Hospitals 5

Users: Group Health

Employer/payer groups 11
Employees & dependents 30,000

Total users **30,000**

Operational date: October 1985.
Not for profit.
Ownership: Mount Carmel Health hospital.
Service area: Ohio: five central counties.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by providers.
UR: Standard procedures excluding hospital bill audits.
Officers: Charles A. Turner III, COO; Dr. Dudley Briggs, medical director.

HealthStar Managed Care Corp.

1 Independence Place, 4807 Rockside Road, Suite 500, Independence, Ohio 44131; 216-642-3120; fax: 216-642-0161

Staff

Physicians 1,785
Patients/physician 25
Board-certified 65%
Specialists 3,315
Administrative 64

Facilities

Hospitals 93
Pharmacies 8,700

Users: Group Health

Employer/payer groups 97
Single coverage 74,000
Employees & dependents 185,000

Users: Workers Compensation

Employer/payer groups 10
Single coverage 75,000

Total users **260,000**

Operational date: April 1987.
Service area: Ohio.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Officers: Les D. Reade, executive director.
See HealthStar Managed Care Corp. consolidated listing under Illinois.

Humana Health Plan of Ohio

8044 Montgomery Road, Suite 460, Cincinnati, Ohio 45236; 513-792-0511; fax: 513-792-0520

Staff

Physicians 282
Patients/physician 7
Board-certified 85%
Specialists 963
Administrative 3

Facilities

Hospitals 25

Total users **2,457**

Service area: Ohio: 20 southcentral and southeastern counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn.
Compensation: Negotiates hospital charges by per diem, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Preadmission review, precertification, concurrent review, length of stay determination and discharge planning. UR provided by the PPO.
Officers: Betty Chowning, executive director; Dr. Edward Severyn, medical director; Bill Wakefield, sales manager; Todd McMahon, Mark Metrovich, directors-network development.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff

Physicians 86
Board-certified 90%
Specialists 385

Facilities

Hospitals 23

Users: Workers Compensation

Employer/payer groups 1
Single coverage 1,500

Total users **1,500**

Service area: Ohio.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Mental Health Provider Systems*

1991 Lee Road, Cleveland Heights, Ohio 44118; 800-255-6339; fax: 216-932-9458

Specialty PPO providing mental health services only

Staff

Physicians 39
Board-certified 75%
Specialists 180
Administrative 3

Users: Group Health

Employer/payer groups 1
Employees & dependents 8,000

Total users **8,000**

Operational date: January 1990.
For profit.
Service area: Ohio and Texas.
Services: Standard package excluding prescriptions. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding length of stay determination, second surgical opinion and hospital bill audits. UR provided by the PPO.
Officers: Roger N. Hess, president/executive vp; Dr. John B. Sawyer, medical director; Deborah Druhot, marketing director.
Contact: Roger N. Hess.
** Figures are consolidated, including all PPOs in this organization.*

Mental Health Provider Systems

1991 Lee Road, Cleveland Heights, Ohio 44118; 800-255-6339; fax: 216-932-9458

Specialty PPO providing mental health services only

Staff

Physicians 25
Board-certified 75%
Specialists 120

Users: Group Health

Employer/payer groups 1
Employees & dependents 5,400

Total users **5,400**

Service area: Ohio: Ashtabula, Cuyahoga, Franklin, Geauga, Knox, Lake, Lorain, Mahoning, Medina, Portage, Richland, Stark, Summit and Trumbull counties.
Contact: Roger N. Hess.
See Mental Health Provider Systems consolidated listing under Ohio.

Met-Elect Network of Cincinnati/Columbus

4501 Erskine Road, Cincinnati, Ohio 45242; 513-745-9700

Staff

Physicians & specialists 2,166
Board-certified 77%

Facilities

Hospitals 22

Users: Group Health

Employees & dependents 8,986

Total users **8,986**

Operational date: October 1989.
Service area: Ohio: Cincinnati and Columbus areas.
See Met-Elect Network consolidated listing under Connecticut.

Met-Elect Network of Northeast Ohio

23200 Chagrin Blvd., Suite 400, Beachwood, Ohio 44122; 216-464-8446

Staff

Physicians & specialists 2,018
Board-certified 81%

Facilities

Hospitals 43

Users: Group Health

Employees & dependents 24,069

Total users **24,069**

Operational date: March 1985.
Service area: Ohio: Cleveland and northeast Ohio areas.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 2,178
Board-certified 96%

Continued on next page

For an explanation of PPO directory terms and methodology see guide on page 68.

Continued from previous page

Specialists 871

Facilities

Hospitals 142

Users: Group Health

Employer/payer groups 1,089
Employees & dependents 215,400

Service area: Ohio.
See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Ohio

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff

Physicians 21
Specialists 86

Facilities

Hospitals 10

Users: Group Health

Employer/payer groups 2
Single coverage 4,423
Family coverage 22,216
Employees & dependents 72,886

Total users 72,886

Service area: Ohio.
See National Foot Care Program Inc. consolidated listing under Michigan.

Ohio Health Choice

2322 E. 22nd St., Cleveland, Ohio 44115; 216-363-1444 or 800-554-0027; fax: 216-621-3178

Staff

Physicians 3,220
Patients/physician 95
Board-certified 64%
Specialists 5,975
Administrative 48

Facilities

Hospitals 92

Users: Group Health

Employer/payer groups 4,200
Single & family coverage 127,768
Employees & dependents 306,643

Total users 306,643

Operational date: March 1983.
Not for profit.
Ownership: St. Vincent Charity Hospital.
Service area: Kentucky: Boone, Campbell and Kenton counties; Ohio.
Contracts with CAPP Care, Cost Care and ProAmerica nationwide excluding Ohio.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits. Also performs behavioral health case management. UR provided by the PPO.
Officers: Russell C. Eckles, executive vp; Dr. Pierce H. Mullally, medical director; Scott Vactor, marketing director; Joan Mason, director-operations; Janice B. Pae, director-networks.
Contact: Michele McFarland, marketing support representative.

PHP Benefit Systems

3650 Olentangy River Road, Columbus, Ohio 43214; 614-442-7100

Staff

Physicians/specialists 4,424
Board-certified 64%
Administrative 200

Facilities

Hospitals 20

Users: Group Health

Employer/payer group 602
Single coverage 29,332
Family coverage 110,346
Employees & dependents 139,678

Total users 173,184

Claims paid

1992 ..... $190,873,144
1991 ..... $164,016,518

Operational date: January 1993.
For profit.
Ownership: United HealthCare Corp.
Service area: Ohio: 65 counties in central, northeast and southeast Ohio.
Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.
Services: Standard package including OB/Gyn. and some transplants. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee or by various rating options.
UR: Standard procedures. UR provided by the PPO.
Officers: Dr. William H. Porterfield, president; Robert Sheehy, COO; Ken Hoverman, vp-sales/marketing; Mary Dunlop, CFO.
Contact: Ken Hoverman.

PPOM

1789 Indian Wood Circle, Maumee, Ohio 43537; 419-897-9333; fax: 419-897-0033

Staff

Physicians 520
Specialists 480
Administrative 10

Facilities

Hospitals 11

Service area: Ohio: 50 counties statewide.
Contact: Jay Levin, vp/marketing director.
See PPOM consolidated listing under Michigan.

Primary Health Services Inc.

500 Lena Drive, Aurora, Ohio 44202-9245; 216-562-5711; fax: 216-562-5002

Staff

Physicians 2,380
Patients/physician 100
Board-certified 85%

Facilities

Hospitals 124
Pharmacies 2,981

Users: Group Health

Employer/payer groups 2,500
Single coverage 88,000
Family coverage 176,000
Employees & dependents 600,000

Users: Workers Compensation

Employer/payer groups 4
Single coverage 15,000

Total users 615,000

Claims paid

1992 ..... $776,000,000
1991 ..... $330,000,000

Operational date: April 1983.
For profit.
Service area: Kentucky: two counties; Ohio: 88 counties; Pennsylvania: four western counties; West Virginia: two counties. Contracts with America's Health Plan Inc. and Beech Street of California nationwide excluding Ohio; MultiPlan Inc. in Connecticut, Massachusetts, New Jersey, New York; ProAmerica Managed Care Inc. in California, Texas; Medco Value Plus in Florida.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges by percent of savings.
UR: Standard procedures excluding second surgical opinion, hospital bill audits and outpatient service predetermination.
Officers: William C. Daley Jr., president; Edward J. Riley Jr., executive director; James K. Piper, marketing director.

Principal Health Care Inc.-PPO Columbus

8101 N. High St., Suite 380, Columbus, Ohio 43235; 614-841-1240; fax: 614-841-1245

Staff

Physicians 120
Specialists 281

Facilities

Hospitals 7

Users: Group Health

Employer/payer groups 1
Employees & dependents 1,723

Total users 1,723

Service area: Ohio: Franklin County and portions of Delaware, Fairfield, Licking, Madison, Pickaway and Union counties.
Contact: Leslie Robinson, director-management/administration, 301-881-1033.
See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

10560 Ashview Place, Suite 192, Cincinnati, Ohio 45242; 513-733-1102

Staff

Physicians 2,587
Specialists 3,742
Administrative 7

Facilities

Hospitals 65

Users: Group Health

Employer/payer groups 2,069
Employees & dependents 157,238

Total users 157,238

Service area: Ohio: Akron, Canton, Cincinnati, Cleveland, Columbus, Dayton/Springfield, Elyria, Hamilton, Toledo and Youngstown/Warren metropolitan areas.
Contact: Glenda Henderson, senior vp-operations, 617-895-7540.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians 3,321
Board-certified 95%
Specialists 3,534

Facilities

Hospitals 197

Service area: Ohio.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Central Ohio

485 Metro Place South, Suite 450, Dublin, Ohio 43017; 614-761-0002; fax: 614-761-1757

Staff

Physicians 223
Board-certified 94%
Specialists 524

Facilities

Hospitals 14
Pharmacies 87

Operational date: April 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Ohio: Delaware, Franklin, Licking, Madison, Pickaway and Union counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers.
UR: Standard procedures. UR provided by the PPO.
Officers: William Link, president-group operations; Budd Fisher, executive director; Dr. G.W. Lewis, medical director; John Matthewson, marketing head.
Contact: Lisa Meddock, associate manager-health care services.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruNetwork of Cincinnati

312 Elm St., Suite 1400, Cincinnati, Ohio 45202; 513-784-7500; fax: 513-784-7020

Staff

Physicians 425
Patients/physician 7
Board-certified 79%
Specialists 1,076
Administrative 6

Facilities

Hospitals 16
Pharmacies 100

Users: Group Health

Employer/payer groups 40

Operational date: April 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Indiana: Dearborn County; Kentucky: Boone, Campbell, Grant, Kenton and Pendleton counties; Ohio: Butler, Clermont, Hamilton and Warren counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, billed charges; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures.
Officers: William Link, president-group operations; Kim Bellard, executive director; Dr. Peter Marrocco, medical director; Fred Veazey, marketing director.
Contact: Charity Bowman, provider relations representative.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruNetwork of Northern Ohio

1228 Euclid Ave., Halle Building, Suite 750, Cleveland, Ohio 44115; 216-241-5623; fax: 216-241-7561

Staff

Physicians 349
Board-certified 80%
Specialists 966

Facilities

Hospitals 23
Pharmacies 101

Operational date: April 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Ohio: Cuyahoga, Geauga, Lake, Lorain, Medina and Summit counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding case management. UR provided by the PPO.
Officers: William Link, president-group operations; Tom Schaefer, executive director; Dr. A. Gus Kious, medical director.
Contact: Linda Somers, director-health care management.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Super Blue

2060 E. Ninth St., Cleveland, Ohio 44115; 216-687-7000; fax: 216-687-7274

Staff

Physicians 2,553
Patients/physician 10
Board-certified 70%
Specialists 4,283

Facilities

Hospitals 140

Total users 1,192,883

Operational date: December 1988.
Not for profit.
Ownership: Blue Cross & Blue Shield of Ohio.
Service area: Kentucky: Kenton county; Ohio; West Virginia: Hancock, Marshall, Ohio and Wentzel counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.
Officers: Kent W. Clapp, president/COO; John Burry Jr., chairman/CEO; Dr. J. Ross, chief medical adviser; Edward J. Hartzell, executive vp-sales/customer service.

TakeCare Preferred Plan

11260 Chester Road, Suite 800, Cincinnati, Ohio 45246; 513-772-7325; fax: 513-772-1466

Staff

Physicians 315
Board-certified 82%
Specialists 1,636
Administrative 156

Facilities

Hospitals 33
Pharmacies 260

Users: Group Health

Employer/payer groups 54
Employees & dependents 32,000

Total users 32,000

Operational date: 1988.
Service area: Northern Kentucky: Boone, Campbell, Carroll, Gallatin, Grant, Kenton, Owen and Pendleton counties; Ohio: Butler, Clark, Clermont, Darke, Greene, Hamilton, Miami, Montgomery, Preble and Warren counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, maximum fee schedule; is compensated by employers/payers, insurers; charges flat fee per employee.
UR: Standard procedures excluding preadmission review, hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: R. Judd Jessup, president; Anthony Van Roekel, senior vp; Dr. John Davren, vp-operations/medical director; Louis J. Santoro, vp-sales/marketing; Janet Louth, director-Midwest service center.
Contact: Louis J. Santoro.
See TakeCare Preferred Network consolidated listing under California.

Travelers Managed Care System-Cincinnati

312 Plum St., Suite 1210, Cincinnati, Ohio 45202; 513-369-3196

Staff

Physicians 1,327

Facilities

Hospitals 11

Users: Group Health

Employer/payer groups 104
Single & family coverage 10,358

Operational date: October 1987.
Service area: Indiana: Dearborn county; Kentucky: Boone, Campbell and Kenton counties; Ohio: Butler, Clermont and Hamilton counties.
Officers: Susan Mego, executive director; Al Szabo, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Columbus

150 E. Campus View Blvd., Columbus, Ohio 43235; 614-433-2000

Staff

Physicians 1,137

Facilities

Hospitals 12

Users: Group Health

Employer/payer groups 111
Single & family coverage 14,788

Operational date: October 1987.
Service area: Ohio: Delaware, Fairfield, Fayette, Franklin, Licking, Marion, Pickaway, Ross and Union counties.
Officers: Susan Mego, executive director; Al Szabo, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

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Travelers Managed Care System-Dayton

7777 Washington Village, Suite 360, 3rd Floor, Dayton, Ohio 45459; 513-438-8893

Staff	
Physicians	572
Facilities	
Hospitals	11
Users: Group Health	
Employer/payer groups	35
Single & family coverage	2,488

Operational date: November 1987.
Service area: Ohio: Allen, Auglaize, Butler, Clark, Greene, Logan, Mercer, Miami, Montgomery, Preble, Shelby and Warren counties.
Officers: Susan Mego, executive director; Al Szabo, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Northeast Ohio

900 Bank One Center, Superior Ave. E., Cleveland, Ohio 44114-2541; 216-574-4400

Staff	
Physicians	2,291
Facilities	
Hospitals	31
Users: Group Health	
Employer/payer groups	144
Single & family coverage	28,331

Operational date: June 1987.
Service area: Ohio: Cuyahoga, Geauga, Lake, Lorain, Mahoning, Medina, Stark, Summit, Trumbull and Wayne counties; Pennsylvania: Mercer County.
Officers: Susan Mego, executive director; Al Szabo, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Toledo

184 Shuman Blvd., Suite 400, Naperville, Ill. 60563; 708-983-2400

Staff	
Physicians	387
Facilities	
Hospitals	3
Users: Group Health	
Employer/payer groups	15
Single & family coverage	2,535

Operational date: June 1988.
Service area: Ohio: Fulton, Lucas and Ottawa counties.
Officers: Tim Dickman, executive director; Ron White, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

U.S. HealthPlan

4830 Knightsbridge Blvd., Suite G, Columbus, Ohio 43214; 614-457-0227; fax: 614-457-0708

Staff	
Physicians	500
Patients/physician	150
Board-certified	95%
Specialists	1,100
Administrative	36
Facilities	
Hospitals	25
Pharmacies	3,500
Users: Group Health	
Employer/payer groups	895

Operational date: March 1985.
For profit.
Ownership: U.S. Health Corp. and a group of doctors.
Service area: Ohio: 24 counties; West Virginia: Cabell County.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO and outside contractors.
Officers: John W. Perkins, CEO/president; Dr. John Condon, medical director; Rick Goebel, vp-marketing.

Western Ohio Health Care Corp.

6601 Centerville Business Parkway, Dayton, Ohio 45459; 513-439-9355; fax: 513-439-8999

Staff	
Physicians	651
Board-certified	95%
Specialists	1,047
Facilities	
Hospitals	23
Pharmacies	400
Users: Group Health	
Employer/payer groups	415
Single coverage	25,342
Family coverage	53,219
Employees & dependents	196,061
Total users	**196,061**
Claims paid	
1992	$175,081,729
1991	NA

Operational date: February 1979.
For profit.
Ownership: Western Ohio Health Care Corp.
Service area: Ohio: Allen, Auglaize, Butler, Champaign, Clark, Clinton, Darke, Fayette, Greene, Highland, Logan, Madison, Mercer, Miami, Montgomery, Preble, Shelby, Union and Warren counties.
Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah.
Services: Standard package including vision, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges by percent of services by doctors/hospitals.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. UR provided by the PPO.
Officers: Peter Babin, president/executive director; Dr. Carl Adkins, president/medical director; Joseph Killian, marketing director; Thomas Sullivan vp-sales/marketing.

OKLAHOMA

Aetna Health Plans-Oklahoma City

5555 N.W. Grand Blvd., Suite 180, Oklahoma, Okla. 73112; 405-943-8516; fax: 405-948-1180

Staff	
Physicians	225
Patients/physician	45
Board-certified	77.4%
Specialists	552
Facilities	
Hospitals	10
Pharmacies	128
Users: Group Health	
Employer/payer groups	114
Employees & dependents	10,184
Total users	**10,184**

Operational date: November 1987.
Service area: Oklahoma: Cleveland, Oklahoma and portions of Canadian, Grady, Pontotoc, Pottawatomie and Seminole counties.
Officers: James McLane, president; Carla Lattimore, executive director; Dr. Barry Koerpel, medical director; Brian Forbes, marketing director.
Contact: Rose Rudkin.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Tulsa

8023 E. 63rd Place, Suite 205, Tulsa, Okla. 74133; 918-250-6114; fax: 918-250-6117

Staff	
Physicians	273
Patients/physician	27
Board-certified	76.7%
Specialists	559
Facilities	
Hospitals	7
Pharmacies	138
Users: Group Health	
Employer/payer groups	54
Employees & dependents	7,452
Total users	**7,452**

Operational date: January 1989.
Service area: Oklahoma: Creek, Osage, Rogers, Tulsa and Wagoner counties and portions of Mayes County.
Officers: James McLane, president; Carla Lattimore, executive director; Dr. Barry Koerpel, medical director; Brian Forbes, marketing director.
Contact: Kent Roberson.
See Aetna Health Plans consolidated listing under Connecticut.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	36
Facilities	
Hospitals	15

See Beech Street of California Inc. consolidated listing under California.

Blue Cross Blue Shield of Oklahoma

1215 S. Boulder, P.O. Box 3283; Tulsa, Okla. 74102; 918-560-3500; fax: 918-560-3037

Staff	
Physicians	3,000
Board-certified	60%
Specialists	1,800
Facilities	
Hospitals	53
Pharmacies	300
Users: Group Health	
Employees & dependents	285,000
Total users	**285,000**

Operational date: April 1984.
Ownership: Blue Cross Blue Shield of Oklahoma.
Service area: Oklahoma.
Services: Standard package including chiropractors, podiatry, OB/Gyn and physical therapy. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers; charges a maximum fee schedule.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.
Officers: Ralph S. Rhoades, president.

CNA Managed Care PPO

CNA Insurance Cos., 12005 Ford Road, Suite 300, Dallas, Texas 75234; 214-620-5427

Staff	
Physicians & specialists	946
Board-certified	63.5%
Facilities	
Hospitals	9
Users: Group Health	
Single & family coverage	4,789

Service area: Oklahoma: Lawton, Oklahoma City and Tulsa areas.
Contact: Brad Thorson, manager-major group sales, 214-620-5427 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	243
Facilities	
Hospitals	12

Service area: Oklahoma: Ardmore, Cushing, Oklahoma City and Tulsa areas.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO Network of Oklahoma

5100 N. Brookline, 9th Floor, Oklahoma City, Okla. 73112; 405-943-7711; fax: 405-946-9568

Staff	
Physicians & specialists	1,246
Administrative	17
Facilities	
Hospitals	32
Total users	**10,375**

Operational date: January 1989.
Service area: Oklahoma: Oklahoma City and Tulsa areas.
Compensation: Negotiates hospital charges by per diem.
Contact: Suzy Greathouse.
See CIGNA Health Plans consolidated listing under Connecticut.

CompMed Inc.

4720 S. Harvard, Tulsa, Okla. 74135; 918-744-4422; fax: 918-744-4888

Staff	
Physicians	691
Board-certified	68%
Specialists	850
Administrative	35
Facilities	
Hospitals	40
Users: Group Health	
Employer/payer groups	1,000
Single & family coverage	62,500
Employees & dependents	150,000
Total users	**150,000**

Operational date: January 1993.
For profit.
Ownership: St. John Medical Center, Mercy Health Center.
Accredited by AAPI.
Service area: Oklahoma.
Services: Standard package including OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding length of stay determination, hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: David Pynn, president; Dr. R.A. Liebendorfer, medical director; John Brandt, marketing director; Keith Harvey, CompMed director.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	37
Facilities	
Hospitals	3

Service area: Oklahoma: Bartlesville, Claremore, Duncan, Enid, Lawton, Norman and Oklahoma City areas.
See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & Specialists	21
Total users	**827**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	199,597

Service area: Oklahoma: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

305 Moody, Suite 243, Galveston, Texas 77550; 409-762-1861

Specialty PPO providing workers comp services only	
Staff	
Physicians	5
Board-certified	50%
Specialists	39
Facilities	
Hospitals	27
Users: Workers Compensation	
Employer/payer groups	34
Single coverage	420,496
Total users	**420,496**

Operational date: July 1990.
Service area: Oklahoma: Blaine, Choctaw, Cleveland, Comanche, Creek, Garfield, Kay, Kingfisher, Le Flore, Lincoln, Mayes, Oklahoma, Ottawa, Pawnee and Tulsa counties.
Compensation: Negotiates hospital charges by per diem, state mandated fee schedule; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Met-Elect Network of Oklahoma

12902 E. 51st St., Tulsa, Okla. 74134-6709; 918-252-8843

Staff	
Physicians & specialists	952
Board-certified	67%
Facilities	
Hospitals	10
Users: Group Health	
Employees & dependents	6,499
Total users	**6,499**

Operational date: June 1985.
Service area: Oklahoma: Oklahoma City and Tulsa areas.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	696
Board-certified	82%
Specialists	276
Facilities	
Hospitals	38
Users: Group Health	
Employer/payer groups	348
Employees & dependents	70,200

Service area: Oklahoma.
See MultiPlan Inc. consolidated listing under New York.

Oklahoma City PruNetwork

Northwest Medical Center, 3330 N.W. 56th, Suite 500, Oklahoma City, Okla., 73112-4476; 405-942-6687; fax: 405-949-2968

Staff	
Physicians	216
Specialists	256
Administrative	46
Facilities	
Hospitals	18
Pharmacies	15

Operational date: May 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Oklahoma: Canadian, Cleveland, Grady, Kingfisher, Lincoln, Logan, McClain, Oklahoma and Pottawatomie counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers.
UR: Standard procedures. UR provided by the PPO.

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Officers: Rollin Lacy, vp-Southwestern group operation; Gary Hawkins, director-health care management; Timothy McFall, marketing director.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PPO Oklahoma Inc.

3503 N.W. 63rd St., Suite 304,
Oklahoma City, Okla. 73116;
405-843-9551; fax: 405-843-0956

Staff	
Physicians	378
Board-certified	85%
Specialists	1,061
Administrative	7
Facilities	
Hospitals	37
Pharmacies	80
Users: Group Health	
Employer/payer groups	385
Employees & dependents	36,000
Users: Workers Compensation	
Employer/payer groups	1,100
Single coverage	24,000
Total users	**60,000**

Operational date: March 1992.
For profit.
Service area: Oklahoma.
Services: Standard package, including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by Med-Value.
Officers: Martin Sholder, president; Dr. Mary Ann Bauman, medical director; Sandra Bulow-Hube, vp-operations; Mary Ann Raesener, vp-provider relations.
Contact: Martin Sholder.

Private Healthcare Systems Inc.

Xerox Center, 222 W. Las Colinas
Blvd., Irving, Texas 75039;
214-432-1451

Staff	
Physicians	373
Specialists	573
Administrative	5
Facilities	
Hospitals	9
Users: Group Health	
Employer/payer groups	274
Employees & dependents	22,705
Total users	**22,705**

Service area: Oklahoma: Oklahoma City and Tulsa metropolitan areas.
Contact: Paul Robinson, regional vp-operations, 617-895-3181.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth,
Texas 76102; 800-523-3669;
fax: 817-347-3243

Staff	
Physicians	820
Board-certified	95%
Specialists	1,098
Facilities	
Hospitals	112

Service area: Oklahoma.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180,
Fort Worth, Texas 76109;
817-735-8293; fax: 817-735-1487

Staff	
Physicians	100
Board-certified	75%
Specialists	150
Facilities	
Hospitals	18

Service area: Oklahoma: statewide.
Contact: Chris Goetz.
See Provider Networks of America Inc. consolidated listing under Texas.

PruNetwork of Tulsa

7912 E. 31st Court, Suite 300,
Tulsa, Okla. 74145; 918-624-4600;
fax: 918-627-9759

Staff	
Physicians	186
Patients/physician	18
Specialists	298
Administrative	100
Facilities	
Hospitals	6
Pharmacies	40
Users: Group Health	
Employees & dependents	1,000

Operational date: May 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Oklahoma: Creek, Muskogee, Osage, Rogers, Tulsa, Wagoner and Washington counties.
Services: Standard package, including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discounted fees and capitation; is compensated by employers/payers.
UR: Standard procedures.
Officers: Rollin Lacy, president; John Kennedy, executive director; C.B. Rebsaman, medical director; Mark Krogulski, marketing director; Dr. Sharon Lewis, regional quality improvement.
See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-Oklahoma City

3 Grand Park, 999 N. Grand Blvd.,
Suite 500, Oklahoma City, Okla.
73118; 405-843-2263

Staff	
Physicians	409
Facilities	
Hospitals	10
Users: Group Health	
Employer/payer groups	34
Single & family coverage	10,268

Operational date: June 1989.
Service area: Oklahoma: Canadian, Cleveland, Garfield, Kingfisher, Lincoln, Logan, Oklahoma, Payne and Pottawatomie counties.
Officers: Jeanne McCarthy, director-operations; Tom Bliss, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Tulsa

3 Grand Park, 999 N. Grand Blvd.,
Suite 500, Oklahoma City, Okla.
73118; 405-843-2263

Staff	
Physicians	573
Facilities	
Hospitals	5
Users: Group Health	
Employer/payer groups	94
Single & family coverage	20,027

Operational date: December 1986.
Service area: Oklahoma: Rogers and Tulsa counties.
Officers: Jeanne McCarthy, director-operations; Tom Bliss, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

OREGON

American Chiropractic Network-Northwest

25965 Grahams Ferry Road,
Sherwood, Ore. 97140; 503-685-9115;
fax: 503-682-6807

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	176
Board-certified	100%
Administrative	3
Users: Group Health	
Employees & dependents	70,000
Total users	**70,000**

Service area: Oregon: 20 counties.
Officers: Larry Burder, D.C., medical director; Linda Ficere, marketing director.
Contact: Linda Ficere.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718;
714-727-1353 or 800-233-2478;
fax: 714-727-1319

Facilities	
Hospitals	4

See Beech Street of California Inc. consolidated listing under California.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd.,
Suite 10000, Newport Beach, Calif.
92660-2526; 714-251-2200;
fax: 714-251-2222

Staff	
Physicians & specialists	1,597
Facilities	
Hospitals	25

Service area: Oregon: Clatsop county and the areas of Ashland, Medford, Portland and Salem.
See CAPP CARE Inc. consolidated listing under California.

ETHIX Pacific

1 S.W. Columbia St., Suite 990,
Portland, Ore. 97258; 503-221-2045 or
800-845-0747; fax: 503-221-2425

Staff	
Physicians	467
Patients/physician	60
Board-certified	95%
Specialists	871
Administrative	13
Facilities	
Hospitals	17
Users: Group Health	
Employer/payer groups	272
Employees & dependents	61,600
Claims paid	
1992	$8,548,183

Operational date: October 1986.
For profit.
Ownership: The ETHIX Corp.
Service area: Oregon: Benton, Clackamas, Clatsop, Columbia, Coos, Curry, Hood River,Jackson, Josephine, Lane, Marion, Multnomah, Washington and Yamhill counties; Washington: Clark and Cowlitz counties.
Services: Standard package, excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Candace Sellers Cappelli, president; Per Slotfeldt, operations manager.
Contact: Chris Ciri.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285,
Mesa, Ariz. 85210; 602-897-1110;
fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	6
Single & family coverage	82,285

Service area: Oregon: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

Managed HealthCare Northwest Inc.

2701 N.W. Vaughn, Suite 710,
Portland, Ore. 97210; 503-224-0409;
fax: 503-224-0116

Staff	
Physicians	611
Patients/physician	143
Board-certified	69%
Specialists	1,701
Administrative	46
Facilities	
Hospitals	17
Users: Group Health	
Employer/payer groups	46
Employees & dependents	242,238
Users: Workers Compensation	
Employer/payer groups	7
Single coverage	179,405

Operational date: December 1985.
For profit.
Ownership: Legacy Health System, Portland Adventist Medical Center.
Service area: Oregon: Clackamas, Columbia, Hood River, Lane, Multnomah, Wasco, Washington and Yamhill counties; Washington: Clark, Klickitat and Skamania counties.
Contracts with Beech Street of California and PPO Alliance in California; First Choice Health Network in Washington.
Services: Standard package, excluding prescriptions. Other services include chiropractors, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, package prices; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures, excluding hospital bill audits. UR provided by the PPO.
Officers: Robert Pallari, executive director; Dr. Thomas Reardon, medical director; Sally LaFollette, marketing director.

Met-Elect Network of Oregon

4380 Southwest MacAdam, Suite 470,
Portland, Ore. 97201; 503-223-0646

Staff	
Physicians & specialists	1,113
Board-certified	90%
Facilities	
Hospitals	11
Users: Group Health	
Employees & dependents	1,327
Total users	**1,327**

Operational date: January 1989.
Service area: Oregon: Corvallis, Eugene and Portland areas.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011;
800-677-1098; fax: 212-627-6395

Staff	
Physicians	438
Board-certified	97%
Specialists	175
Facilities	
Hospitals	22
Users: Group Health	
Employer/payer groups	219
Employees & dependents	45,100

Service area: Oregon.
See MultiPlan Inc. consolidated listing under New York.

Pharmacists Service Group

1460 State St., Salem, Ore.
97301-4296; 503-588-6660;
fax: 503-588-2887

Specialty PPO providing prescription services only	
Staff	
Administrative	2
Facilities	
Pharmacies	1,000
Users: Group Health	
Employer/payer groups	20
Employees & dependents	62,000
Total users	**62,000**
Claims paid	
1992	$16,000,000
1991	$11,000,000

Operational date: 1984.
Not for profit.
Ownership: Oregon State Pharmacists Assn.
Service area: Oregon.
Services: Prescriptions. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers, TPAs; charges flat fee per claim.
UR: Retrospective drug utilization review and quarterly case management. UR provided by the PPO.
Officers: Ken Epley, president; Marvin Schlabs, executive director.
Contact: Marvin Schlabs.

Preferred Provider Plan

100 S.W. Market St., Portland,
Ore. 97201; 503-225-4877;
fax: 503-225-4882

Staff*	
Physicians	1,266
Specialists	2,760
Administrative	2
Facilities*	
Hospitals	36
Users: Group Health*	
Employer/payer groups	130,941
Employees & dependents	312,434
Total users*	**481,643**

** Figures are from 10/21/93.*

Operational date: October 1986.
Not for profit.
Ownership: Blue Cross & Blue Shield of Oregon.
Service area: Oregon; Washington: counties bordering Oregon.
Services: Standard package, excluding prescriptions. Other services include vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates, DRGs; is compensated by employers/payers; administration fee negotiated per contract.
UR: Standard procedures, excluding retrospective review. UR provided by the PPO.
Officers: Dick Woolworth, president; Roger Lyman, executive director; Dr. John Santa, medical director; Bill Hoveke, marketing director.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth,
Texas 76102; 800-523-3669;
fax: 817-347-3243

Staff	
Physicians	354
Board-certified	95%
Specialists	410
Facilities	
Hospitals	16

Service area: Oregon.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Vantage PPO

1235 N.E. 47th Ave., Suite 220,
Portland, Ore. 97213-2196;
503-280-7551; fax: 503-280-7543

Staff	
Physicians	539
Patients/physician	112
Board-certified	95%
Specialists	1,189
Administrative	32
Facilities	
Hospitals	14
Users: Group Health	
Employer/payer groups	1,547
Single & family coverage	60,625
Employees & dependents	139,438
Users: Workers Compensation	
Employer/payer groups	34
Single coverage	174,620
Total users	**314,056**

Operational date: 1983.
Not for profit.
Ownership: Sisters of Providence Hospital.
Service area: Oregon: Clackamas, Clatsop, Columbia, Douglas, Gilliam, Hood River, Jackson, Lane, Marion, Multnomah, Sherman, Tillamook, Wasco, Washington and Yamhill counties; Washington: Clark, Cowlitz, Klickitat and Skamania counties.
Contracts with Admar Corp. in California; American Healthcare Alliance nationwide; North Texas Health Care in Texas; Preferred Health Network in California; Sound Health in Washington.
Services: Standard package, excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, percent of billings,

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packaged rates for heart-related care; is compensated by employers/payers, providers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: Mary O. McWilliams, CEO; Ted Von Glahn, COO; Dr. Richard Rytting, chief medical officer; Jack Friedman, chief development officer; Phil Jackson, PPO/MCO product manager.

Contact: Missy Maese.

PENNSYLVANIA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	116
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	7

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Acorn Behavioral Healthcare Management Corp.

134 N. Narberth Ave., Narberth, Pa. 19072-2299; 800-223-7050; fax: 215-664-8373

Specialty PPO providing mental health services only	
Staff	
Specialists	2,820
Administrative	45
Facilities	
Hospitals	603
Users: Group Health	
Employer/payer groups	230
Family coverage	280,000
Employees & dependents	750,000
Total users	750,000
Claims paid	
1992	$50,000
1991	$40,000

Operational date: 1976.
For profit.
Service area: Nationwide including Puerto Rico and the Virgin Islands.
Services: Substance abuse, psychiatry and employee assistance programs. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion.
Officers: Mel S. Goldsmith, president; Dorothy Harrison, senior vp-clinical operations; Mel Wondolowski, senior vp-corporate relations; Arlette McGlade, vp-systems/operations.
Contact: Mel Wondolowski,

Aetna Health Plans-Central/Eastern Pennsylvania

150 Strafford Ave., Suite 300, Wayne, Pa. 19087; 215-293-0635; fax: 215-293-9338

Staff	
Physicians	166
Patients/physician	4
Board-certified	84.6%
Specialists	365
Facilities	
Hospitals	9
Pharmacies	229
Users: Group Health	
Employer/payer groups	2
Employees & dependents	656
Total users	656

Operational date: January 1993.
Service area: Pennsylvania: Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry and York counties.

Officers: James McLane, president; Betsy Burchell, executive director; Dr. Henry Bleier, medical director; Fred Hyser, marketing director.
Contact: Nick Vlaisavljevic, 717-561-5200.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Erie

5700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15237; 412-369-4665; fax: 412-364-2393

Staff	
Physicians	60
Patients/physician	32
Board-certified	87.7%
Specialists	203
Facilities	
Hospitals	2
Pharmacies	49
Users: Group Health	
Employer/payer groups	7
Employees & dependents	1,939
Total users	1,939

Operational date: December 1990.
Service area: Pennsylvania: Erie County.
Officers: James McLane, president; Mary Knight, executive director; Dr. Frank Keller, medical director; Bob Morris, marketing director.
Contact: Susan Ruddy.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Johnstown

5700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15237; 412-369-4665; fax: 412-364-2393

Staff	
Physicians	56
Patients/physician	21
Board-certified	80.4%
Specialists	90
Facilities	
Hospitals	1
Pharmacies	27
Users: Group Health	
Employer/payer groups	8
Employees & dependents	1,212
Total users	1,212

Operational date: March 1987.
Service area: Pennsylvania: Cambria County and portions of Indiana County.
Officers: James McLane, president; Mary Knight, executive director; Dr. Frank Keller, medical director; Bob Morris, marketing director.
Contact: Susan Ruddy.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Lehigh Valley

5700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15237; 717-822-6900; fax: 412-364-2393

Staff	
Physicians	38
Patients/physician	12
Board-certified	85.7%
Specialists	136
Facilities	
Hospitals	4
Pharmacies	93
Users: Group Health	
Employer/payer groups	3
Employees & dependents	477
Total users	477

Operational date: July 1992.
Service area: Pennsylvania: Lehigh and Northampton counties.
Officers: James McLane, president; Mary Knight, executive director; Dr. Frank Keller, medical director; Bob Morris, marketing director.
Contact: Peggy Swaback.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Northeastern Pennsylvania

150 Strafford Ave., Suite 300, Wayne, Pa. 19087; 717-822-6900; fax: 215-293-0635

Staff	
Physicians	199
Patients/physician	32
Board-certified	71.1%
Specialists	466
Facilities	
Hospitals	9
Pharmacies	137
Users: Group Health	
Employer/payer groups	12
Employees & dependents	6,506
Total users	6,506

Operational date: January 1990.
Service area: Pennsylvania: Bradford, Lackawanna, Luzerne, Sullivan, Susquehanna, Wayne, Wyoming and portions of Carbon and Monroe counties.
Officers: James McLane, president; Betsy Burchell, executive director; Dr. Henry Bleier, medical director; Fred Hyser, marketing director.
Contact: Cathy Nally.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Pittsburgh

5700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15237; 412-369-4665; fax: 412-364-2393

Staff	
Physicians	586
Patients/physician	26
Board-certified	86.5%
Specialists	1,531
Facilities	
Hospitals	26
Pharmacies	423
Users: Group Health	
Employer/payer groups	44
Employees & dependents	15,260
Total users	15,260

Operational date: October 1988.
Service area: Pennsylvania: Allegheny, Beaver, Butler, Washington and Westmoreland counties and portions of Armstrong County.
Officers: James McLane, president; Mary Knight, executive director; Dr. Frank Keller, medical director; Bob Morris, marketing director.
Contact: Beth Miller, 412-369-4654.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Southeastern Pennsylvania

150 Strafford Ave., Suite 300, Wayne, Pa. 19087; 215-293-9338; fax: 215-293-0635

Staff	
Physicians	1,203
Patients/physician	16
Board-certified	79.5%
Specialists	3,203
Facilities	
Hospitals	45
Pharmacies	538
Users: Group Health	
Employer/payer groups	85
Employees & dependents	18,359
Total users	18,359

Operational date: October 1991.
Service area: Pennsylvania: Bucks, Chester, Delaware, Montgomery and Philadelphia counties.
Officers: James McLane, president; Betsy Burchell, executive director; Dr. Henry Bleier, medical director; Fred Hyser, marketing director.
Contact: Joanne Robison.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Western Pennsylvania

5700 Corporate Drive, Suite 300, Pittsburgh, Pa. 15237; 412-369-4654; fax: 412-364-2393

Staff	
Physicians	91
Patients/physician	42
Specialists	202
Facilities	
Hospitals	17
Pharmacies	145
Users: Group Health	
Employer/payer groups	2
Employees & dependents	3,819
Total users	3,819

Operational date: November 1992.
Service area: Pennsylvania: Blair, Clarion, Elk, Greene, Lawrence, Jefferson, Somerset and portions of Clearfield, Clinton, Fayette, Huntington, McKean, Mercer and Venango counties.
Officers: James McLane, president; Dr. Frank Keller, medical director; Bob Morris, marketing director.
Contact: Beth Miller.
See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	919
Board-certified	80%
Specialists	2,145
Facilities	
Hospitals	76
Pharmacies	1,461

Service area: Pennsylvania: 25 counties.
See The AFFORDABLE Medical Networks consolidated listing under Illinois.

ALPHA Health Network

415 Holiday Drive, Pittsburgh, Pa. 15220; 412-937-1396; fax: 412-937-9655

Staff	
Physicians	857
Board-certified	87%
Specialists	1,341
Administrative	35
Facilities	
Hospitals	56
Users: Group Health	
Employer/payer groups	317
Employees & dependents	145,416
Users: Workers Compensation	
Employer/payer groups	2
Single coverage	7,000
Total users	152,416
Claims paid	
1992	$41,400,000
1991	$36,500,000

Operational date: July 1985.
Not for profit.
Ownership: Physician/hospital organizations.
Service area: Pennsylvania: 19 counties.
Services: Standard package excluding prescriptions. Other services include OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits and case management. UR provided by the PPO.
Officers: Kip Kaplan, president; Dr. Donald Fetteroff, medical director; Rick Chiocchi, marketing director; Linda Wostein, director-provider relations.
Contact: Rick Chiocchi.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	54
Board-certified	100%
Users: Group Health	
Employees & dependents	2,200
Total users	2,200

Service area: Pennsylvania: Alleghany, Beaver, Bucks, Chester, Dauphin, Delaware, Greene, Luzerne, Montgomery, Philadelphia, Washington, Westmoreland and York counties.
Contact: Andrew Aho, marketing director.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

American Health Alternatives

925 Baltimore Pike, P.O. Box 1065, Concordville, Pa. 19331; 215-358-5711; fax: 215-358-5238

Staff	
Physicians	639
Patients/physician	72
Board-certified	90%
Specialists	1,708
Administrative	20
Facilities	
Hospitals	54
Users: Group Health	
Employer/payer groups	18
Single coverage	9,447
Family coverage	36,438
Employees & dependents	45,885
Total users	45,885
Claims paid	
1992	$8,909,977
1991	$6,949,063

Operational date: April 1991.
For profit.
Ownership: Independence Blue Cross.
Service area: Delaware: Kent, New Castle and Sussex counties; Maryland: Cecil and Harford counties; New Jersey: Burlington, Camden, Gloucester, Mercer and Salem counties; Pennsylvania: Berks, Bucks, Chester, Delaware, Lancaster, Montgomery, Philadelphia and York counties.
Services: Standard package including durable medical equipment, podiatry, OB/Gyn, health club discounts, weight control program, vision and dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Alfred F. Meyer, president; Charles D. Clausen, vp; Mary McDonald, vp-health services.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	3

See Beech Street of California Inc. consolidated listing under California.

Berkshire Health Plan

Sixth & Spruce Streets, K Building, West Reading, Pa. 19611; 215-372-8044; fax: 215-371-0310

Staff	
Physicians	215
Board-certified	75%
Specialists	350
Administrative	6.5
Facilities	
Hospitals	7
Users: Group Health	
Employer/payer groups	28
Single & family coverage	15,547
Employees & dependents	38,867
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	600
Total users	38,867

Operational date: November 1986.
Not for profit.
Ownership: Group of doctors and hospitals.
Service area: Pennsylvania: Berks, Lancaster and Schuylkill counties.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Edward Wargo, president; Dr. C. Harold Cohn, medical director; Dr. A. George Gilfillan, chairman; Lawrence Cobaugh, CFO.

CNA Managed Care PPO

CNA Insurance Cos., 1101 Market St., 25th Floor, Philadelphia, Pa. 19107; 215-351-3842

Staff	
Physicians & specialists	4,325
Board-certified	76.5%

Continued on next page

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Facilities	
Hospitals	44
Users: Group Health	
Single & family coverage	18,475

Service area: Pennsylvania: Allentown, Beaver County, Bethlehem, Carlisle, Erie, Harrisburg, Lancaster, Lebanon, Philadelphia, Pittsburgh, Scranton, Wilkes-Barre and Williamsport areas.

Contact: Marybeth Snyder, manager-major group sales, 215-351-3842 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	3,412
Facilities	
Hospitals	271

Service area: Pennsylvania: Altoona, central Pennsylvania, Erie, greater Pittsburgh, Johnstown, Philadelphia metropolitan area, Pottsville, Scranton, southeast Pennsylvania, Wilkes-Barre and Williamsport areas.

See CAPP CARE Inc. consolidated listing under California.

Central Susquehanna Healthcare Providers Inc.

One Hospital Drive, Lewisburg, Pa. 17837; 717-522-2748; fax: 717-522-2745

Staff	
Physicians	62
Board-certified	90%
Specialists	162
Administrative	3
Facilities	
Hospitals	3
Users: Group Health	
Employer/payer groups	137
Single & family coverage	2,627
Employees & dependents	6,600
Total users	**6,600**

Operational date: October 1986.
Not for profit.
Ownership: Group of doctors and hospitals.
Service area: Pennsylvania: Lycoming, Northumberland, Snyder and Union counties.
Services: Standard package including dental, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by TPAs; charges flat fee per employee.
UR: Standard procedures. UR provided by Keystone Health Care, August Health Care and Medicus.
Officers: Robert Anderson, president; Dr. Jack Fairweather, chairman; Nicholas Prisco, vp; Ana Neidig, secretary; William Stoltzfus, treasurer.

CIGNA PPO-Philadelphia

One Beaver Valley Road, Suite CHP, Wilmington, Del. 19803; 302-477-3700; fax: 302-477-3708

Staff	
Physicians & specialists	2,645
Facilities	
Hospitals	28
Total users	**3,637**

Operational date: December 1990.
Service area: Pennsylvania: Philadelphia area.
Compensation: Negotiates hospital charges by per diem.
Contact: Dorothy McGilvery.

See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Pittsburgh

Liberty Ave., Two Oliver Plaza, Suite 213, Pittsburgh, Pa. 15222; 412-355-3737; fax: 412-355-3734

Staff	
Physicians & specialists	949
Administrative	3
Facilities	
Hospitals	15
Total users	**7,018**

Operational date: January 1989.
Service area: Pennsylvania: Pittsburgh area.
Compensation: Negotiates hospital charges by per diem.
Contact: Diana Wing.

See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	14
Facilities	
Hospitals	1

Service area: Pennsylvania: Feasterville, Forty Fort, King of Prussia, Lancaster, Langhorne, Lansdale, Manheim, Newton and Philadelphia areas.

See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & Specialists	76
Total users	**4,411**

See Davis Vision consolidated listing under New York.

ETHIX Mid-Atlantic*

Valley Forge Office Center, 530 E. Swedesford Road, Suite 201, Wayne, Pa. 19087; 215-971-0404 or 800-654-1241; fax: 215-971-0159

Staff	
Physicians	1,271
Board-certified	85%
Specialists	1,828
Administrative	76
Facilities	
Hospitals	62
Users: Group Health	
Employer/payer groups	670
Employees & dependents	223,968
Users: Workers Compensation	
Employer/payer groups	1
Total users	**223,968**

Operational date: February 1986.
For profit.
Ownership: Hartford Insurance, Massachusetts Mutual, New York Life and ETHIX Mid-Atlantic officers.
Service area: New Jersey; Pennsylvania: Bucks, Chester, Montgomery and Philadelphia counties.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry, OB/Gyn, MRI centers, lithotripsy centers, birthing centers, ambulance, physical therapy, sports medicine centers, diagnostic X-ray and lab, home health care, mental health clinics, hospice and workers compensation. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, fixed prices; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of services by doctors/hospitals.
UR: Standard procedures including mental health and substance abuse review, negotiation services, alternate care review, DRG review and maternity management review. UR provided by the PPO.
Officers: Leon W. Jalbert, president; Kathleen D. Morrissey, vp-operations; Dr. Martin Mersky, medical director; Valerie J. Phillips, marketing coordinator; Richard Kupniewski, vp-finance/administration; Barbara Phelan, regional manager-northern/central N.J.; Barbara Spata, regional manager-southern N.J.
Contact: Group health services: Valerie J. Phillips, 215-971-0404; workers comp: Drew Eastwick, 609-799-8363.

** Figures are consolidated, including all PPOs in this organization.*

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	29
Single & family coverage	563,336

Service area: Pennsylvania: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

900 W. Valley Road, Suite 402, Wayne, Pa. 19087; 215-688-7726

Specialty PPO providing workers comp services only	
Staff	
Physicians	365
Board-certified	50%
Specialists	1,901
Facilities	
Hospitals	117
Users: Workers Compensation	
Employer/payer groups	34
Single coverage	2,677,267
Total users	**2,677,267**

Operational date: June 1989.
Service area: Pennsylvania: Adams, Allegheny, Bucks, Butler, Cambria, Chester, Cumberland, Delaware, Erie, Fayette, Lackawanna, Lancaster, Montgomery and Philadelphia counties.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Great Lakes Managed Care

400 French St., Suite 200, Erie, Pa. 16507; 814-452-3976; fax: 814-452-4358

Staff	
Physicians	74
Patients/physician	483
Board-certified	90%
Specialists	181
Administrative	32
Facilities	
Hospitals	8
Pharmacies	2
Users: Group Health	
Employer/payer groups	10
Employees & dependents	35,769
Users: Workers Compensation	
Employer/payer groups	86
Single coverage	13,525
Total users	**48,493**

Operational date: June 1985.
For profit.
Ownership: Hamot Health Foundation hospital.
Service area: Pennsylvania: Allegheny, Clarion, Clearfield, Crawford, Erie, Forrest, McKean, Mercer, Venango and Warren counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO, Parkside and Health Direct.
Officers: Jim Smith, president; Ginger Sullenger, director-operations; Dr. Donald Van Damia, medical director; Mary Larson, marketing director; Jon Foulkrod, director-finance.

HealthAssurance

Five Gateway Center, Suite 511, Pittsburgh, Pa. 15222; 412-553-5646; fax: 412-553-7384

Staff	
Physicians	515
Patients/physician	442
Board-certified	96%
Specialists	1,100
Administrative	840
Facilities	
Hospitals	30
Pharmacies	124
Users: Group Health	
Employer/payer groups	280
Employees & dependents	30,114
Total users	**30,114**

Operational date: September 1990.
For profit.
Ownership: Coventry Corp.
Service area: Pennsylvania: Allegheny, Armstrong, Beaver, Butler, Fayette, Lawrence, Washington and Westmoreland counties.

Contracts with Vantage Managed Care Network in Pennsylvania.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn, preventive care services and home health care. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges monthly rates for fully insured, administrative fee per employee if self-funded. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including managed pharmacy network, mental health/chemical dependency precertification and review. UR provided by the PPO.
Officers: Michael Blackwood, president; Elizabeth D. Allen, vp; Dr. Gregg P. Allen, medical director; Thomas J. Murray, vp-marketing; Dennis J. Reese, vp/CFO; Richard P. Horn, vp/counsel general.
Contact: Thomas J. Murray.

HealthAssurance (Central)

2601 Market Place St., Harrisburg, Pa. 17110; 717-540-6765; fax: 717-541-5739

Staff	
Physicians	372
Patients/physician	225
Board-certified	91%
Specialists	1,132
Administrative	131
Facilities	
Hospitals	21
Pharmacies	196
Users: Group Health	
Employer/payer groups	17
Employees & dependents	23,078
Total users	**23,078**

Operational date: November 1992.
For profit.
Ownership: Coventry Corp.
Service area: Pennsylvania: Adams, Centre, Cumberland, Dauphin, Lancaster, Lebanon, Perry and York counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry, OB/Gyn, home health care and preventive care services. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges monthly rates for fully insured, administrative fee per employee if self-funded. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including managed pharmacy network and mental health/chemical dependency precertification and review. UR provided by the PPO.
Officers: Frederick G. Merkel, president; Dr. Robert N. Robison, vp-medical affairs; Sharon M. Mascarella, marketing director; Robert W. Shryock, vp; Gregory A. Meredith, vp-clinical support services.
Contact: Robert W. Shryock.

InterGroup Services Corp.

101 Lindenwood Drive, Suite 150, Malvern, Pa. 19355; 215-640-0646; fax: 215-647-5383

Staff	
Physicians	4,200
Board-certified	78%
Specialists	3,300
Administrative	5
Facilities	
Hospitals	120
Users: Group Health	
Employer/payer groups	4,200
Employees & dependents	495,000
Users: Workers Compensation	
Employer/payer groups	32

Operational date: May 1983.
For profit.
Ownership: Resource Holdings Ltd.
Service area: New Jersey and Pennsylvania.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings not realized.
UR: Standard procedures including workers comp review. UR provided by CAPP Care, Cost Care/John Hancock, FOCUS Healthcare Management, Mutual of Omaha and Principal Mutual.
Officers: G. Martin Dudley, president; Dr. Donald Balaban, medical director; Roger Halvreson, marketing director; John George, executive vp; John Strube, vp-client services; Joseph McLaughlin, director-network development.

Medical Diagnostic Management Inc.

777 Terrace Ave., 5th Floor, Hasbrouck Heights, N.J. 07604; 800-833-2132; fax: 201-288-4955

Specialty PPO providing outpatient diagnostic radiology/laboratory services only	
Staff	
Specialists	12

Service area: Pennsylvania: Berks, Bucks, Butler, Chester, Delaware, Lackawanna, Lehigh, Luzerne, Lycoming, Montgomery, Northhampton, Philadelphia and York counties.

See Medical Diagnostic Management Inc. consolidated listing under New Jersey.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	661
Board-certified	90%
Specialists	2,489
Facilities	
Hospitals	83
Users: Group Health	
Employer/payer groups	4
Employees & dependents	32,500
Users: Workers Compensation	
Employer/payer groups	8
Single coverage	147,000
Total users	**179,000**

Service area: Pennsylvania.
Contact: Cathy Lamar, director-sales.

See MedView Services Inc. consolidated listing under Michigan.

Mental Health Consultants

1878 Sugar Bottom Rd., Furlong, Pa. 18925; 215-345-7838; fax: 215-345-8488

Specialty PPO providing mental health services only	
Staff	
Specialists	230
Administrative	7
Facilities	
Hospitals	20
Users: Group Health	
Employer/payer groups	25
Single coverage	5,000
Family coverage	45,000
Employees & dependents	90,000
Users: Workers Compensation	
Employer/payer groups	3
Single coverage	5,000
Total users	**95,000**

Operational date: February 1980.
For profit.
Service area: Pennsylvania: Berks, Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery, Northampton and Philadelphia counties; New Jersey: Burlington, Camden and Warren counties.

Contracts with Preferred Care in Pennsylvania.

Services: Substance abuse and psychiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

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Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, insurers; charges flat fee per employee, flat fee for consulting.

UR: Standard procedures including EAP services. UR provided by the PPO.

Officers: Edward J. Haaz, president; Gary Nightingale, executive director; Debby Dichter, marketing director; Cyndi Haaz, secretary; Lynn Zeitenberg, administration director.

Contact: Edward Haaz.

Met-Elect Network of Philadelphia

240 Continental Drive, Newark, Del. 19713; 302-292-8085

Staff	
Physicians & specialists	1,756
Board-certified	90%
Facilities	
Hospitals	18
Users: Group Health	
Employees & dependents	4,591
Total users	**4,591**

Operational date: August 1987.

Service area: Pennsylvania: Philadelphia area.

See Met-Elect Network consolidated listing under Connecticut.

Met-Elect Network of Pittsburgh

Two Mellon Bank Center, 6th Floor, Pittsburgh, Pa. 15219; 412-355-3620

Staff	
Physicians & specialists	1,444
Board-certified	91%
Facilities	
Hospitals	20
Users: Group Health	
Employees & dependents	4,580
Total users	**4,580**

Operational date: January 1987.

Service area: Pennsylvania: McKeesport and Pittsburgh area.

See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	3,444
Board-certified	95%
Specialists	1,378
Facilities	
Hospitals	193
Users: Group Health	
Employer/payer groups	1,722
Employees & dependents	339,700
Users: Workers Compensation	
Employer/payer groups	550
Single coverage	140,000
Total users	**445,700**

Service area: Pennsylvania.

See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Pennsylvania

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff	
Physicians	1
Facilities	
Hospitals	1
Users: Group Health	
Employer/payer groups	1
Single coverage	50
Family coverage	262
Employees & dependents	850
Total users	**850**

Service area: Pennsylvania.

See National Foot Care Program Inc. consolidated listing under Michigan.

Options UR Comp Network

700 River Ave., Riverside Commons, Suite 400, Pittsburgh, Pa. 15212; 412-323-8500; fax: 412-323-8502

Staff	
Physicians	150
Board-certified	90%
Specialists	550
Administrative	10
Facilities	
Hospitals	30
Pharmacies	35
Users: Workers Compensation	
Employer/payer groups	20
Single coverage	125,000

Operational date: June 1990.

For profit.

Service area: Pennsylvania: Allegheny, Armstrong, Beaver, Blair, Butler, Cambria, Centre, Erie, Fayette, Greene, Indiana, Lawrence, Mercer, Somerset and Washington counties.

Services: Standard package excluding substance abuse and psychiatry. Other services include chiropractors, vision, dental, durable medical equipment, podiatry, patient facilities, MRI centers, urgent care centers, rehabilitation facilities, independent/second surgical opinion exams and work rehabilitation. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee by percent of savings.

UR: Standard procedures. UR provided by the PPO.

Officers: Antonia Scarlata, COO; Virginia Gainor, medical director; Lesly Wagner, marketing director; Robert Coll, vp-administrative services.

Pennsylvania Health Care Plan/Advantage Health Plus

121 Seventh St., Pittsburgh, Pa. 15222; 412-391-9300; fax: 412-391-0377

Staff	
Physicians	755
Specialists	2,220
Administrative	5
Facilities	
Hospitals	40
Pharmacies	539
Users: Group Health	
Employer/payer groups	153
Single coverage	11,219
Family coverage	14,933
Employees & dependents	56,000
Users: Workers Compensation	
Employer/payer groups	10
Single coverage	2,000
Total users	**60,000**

Operational date: August 1986.

For profit.

Ownership: St. Francis Health System.

Service area: Ohio: Belmont, Columbiana, Coshocton, Harrison, Mahoning, Monroe and Tuscarawas counties; Pennsylvania: 20 counties; West Virginia: Brooke, Hancock, Marshall, Ohio and Wetzel counties.

Services: Standard package. Other services include dental, durable medical equipment, podiatry, OB/Gyn, home health agency, pediatric nursing service and pediatric durable medical equipment. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding preadmission review.

Officers: M. Daniel Splain, president/CEO; Elizabeth Stolkowski, COO; Dr. Michael Christy, medical director; Richard DeLuca, marketing director.

Contact: Michael Wojtczak, marketing department.

Preferred Care Inc.

Six Neshaminy Interplex, Suite 205, Trevose, Pa. 19053; 215-639-6208; fax: 215-639-2672

Staff	
Physicians	824
Specialists	1,218
Administrative	13
Facilities	
Hospitals	36
Users: Group Health	
Employer/payer groups	25
Single & family coverage	95,998
Employees & dependents	220,795
Users: Workers Compensation	
Employer/payer groups	5
Single coverage	250,000
Total users	**720,795**
Claims paid	
1992	$7,000,000
1991	$6,000,000

Operational date: January 1985.

For profit.

Service area: New Jersey: Burlington, Camden, northern Delaware, Gloucester and Mercer counties; Pennsylvania: Delaware, Bucks, Chester, Lehigh, Montgomery and Philadelphia counties.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee by employee, by percent of savings.

UR: Standard procedures. UR provided by the PPO and outside contractors.

Officers: Larry W. Driscoll, president; Richard L. Matthew, executive director; Melissa Plenzick, marketing director.

Contact: Richard Matthew.

Preferred Healthcare System Inc.

620 Howard Ave., Altoona, Pa. 16601-4899; 814-949-3009; fax: 814-949-3115

Staff	
Physicians	101
Specialists	221
Administrative	3
Facilities	
Hospitals	9
Users: Group Health	
Employer/payer groups	112
Employees & dependents	4,307
Total users	**4,307**

Operational date: September 1985.

Not for profit.

Ownership: Altoona Hospital and a group of physicians.

Service area: Pennsylvania: Bedford, Blair, Cambria, Centre, Clearfield, Fulton, Huntingdon, Juniata and Mifflin counties.

Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry, OB/Gyn and audiology. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: Donald E. Snyder, president; Kathy J. Meckley, executive director; Dr. Philip W. Hoovler, medical director; Thomas J. Link, marketing director; Dr. Marvin H. Meisner, chairman; James W. Barner, treasurer.

Contact: Carole L. Kron.

Private Healthcare Systems Inc.

330 Madison Ave., 26th Floor, New York, N.Y. 10017; 212-983-5160

Staff	
Physicians	1,591
Specialists	2,734
Administrative	7
Facilities	
Hospitals	44
Users: Group Health	
Employer/payer groups	1,109
Employees & dependents	81,493
Total users	**81,493**

Service area: Pennsylvania: Allentown/Bethlehem, Beaver County, Harrisburg/Lebanon/Carlisle, Johnstown, Philadelphia, Pittsburgh, Scranton/Wilkes Barre and Williamsport metropolitan areas.

Contact: Glenda Henderson, senior vp-operations, 617-895-7540.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	1,297
Board-certified	95%
Specialists	2,207
Facilities	
Hospitals	76

Service area: Pennsylvania.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

PruNetwork of Philadelphia

220 Gibraltar Road, Horsham, Pa. 19044; 215-442-2811; fax: 215-442-2946

Staff	
Physicians	884
Patients/physician	2.9
Board-certified	86%
Specialists	2,144
Facilities	
Hospitals	35
Pharmacies	164
Users: Group Health	
Employer/payer groups	15
Single coverage	432
Family coverage	801
Employees & dependents	2,593
Total users	**2,593**

Operational date: April 1991.

For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Delaware: New Castle; Pennsylvania: Bucks, Chester, Delaware, Lehigh, Montgomery, Northampton and Philadelphia counties.

Contracts with Alpha Health Network in Pittsburgh.

Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures.

Officers: William Link, president-group operations; Patrick L. Geraghty, director-health care management; Dr. Daniel C. Lyons, medical director; Pamela Monachello, director-marketing; Kenneth W. Janda, director-market financial operations.

Contact: Mary T. McClure (Philadelphia), research and development consultant, 215-442-2970; Lisa Krabel (Pittsburgh), 215-442-3208.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-Philadelphia

Three Parkway Plaza, Suite 1310, Philadelphia, Pa. 19102; 215-557-6085

Staff	
Physicians	2,259
Facilities	
Hospitals	30
Users: Group Health	
Employer/payer groups	203
Single & family coverage	35,454

Operational date: January 1988.

Service area: New Jersey: Burlington, Camden, Gloucester and Mercer counties; Pennsylvania: Buck, Chester, Delaware, Montgomery and Philadelphia counties.

Compensation: Negotiates hospital charges by per diem, percent discount of charges, DRGs.

UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. Also performs focused surgical and diagnostic review. UR provided by the PPO.

Officers: Patricia Hedden, executive director; Richard Mathewson, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Pittsburgh

One Mellon Bank Center, 50 Grant St., Pittsburgh, Pa. 15219-2502; 412-338-5546

Staff	
Physicians	1,585
Facilities	
Hospitals	15
Users: Group Health	
Employer/payer groups	75
Single & family coverage	28,973

Operational date: June 1988.

Service area: Pennsylvania: Allegheny, Beaver, Butler, Fayette, Lawrence, Washington and Westmoreland counties.

Compensation: Negotiates hospital charges by per diem, percent of charges, DRGs.

UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. Also performs include focused surgical and diagnostic review. UR provided by the PPO.

Officers: Patricia Hedden, executive director; Richard Mathewson, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

University Health Network

Fifth Avenue Place, 120 Fifth Ave., Suite 731, Pittsburgh, Pa. 15222-3099; 412-255-8142; fax: 412-255-8550

Staff	
Physicians	625
Patients/physician	23
Board-certified	95%
Specialists	1,075
Administrative	10
Facilities	
Hospitals	14
Users: Group Health	
Employer/payer groups	34
Single coverage	3,559
Family coverage	3,914
Employees & dependents	14,351
Total users	**14,351**
Claims paid	
1992	$8,001,000
1991	$7,237,000

Operational date: July 1987.

Not for profit.

Ownership: Blue Cross of Western Pennsylvania, Pennsylvania Blue Shield and University Health Services Inc.

Service area: Pennsylvania: Allegheny, Butler, Washington and Westmoreland counties.

Services: Standard package excluding prescriptions. Other services include OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers, providers; charges by percent of services by doctors/hospitals.

UR: Standard procedures excluding hospital bill audits and outpatient service predetermination. UR provided by the PPO and Health Related Services.

Officers: Jeanne Black, president; Dr. Michael Karpf, medical director.

Contact: Michael Zezulewicz, director-alternative delivery systems.

VHA East Health Plans Inc.

200 Berwyn Park, Suite 202, Berwyn, Pa. 19312; 215-296-2558; fax: 215-296-8850

Staff	
Physicians	470
Board-certified	88%
Specialists	780
Administrative	2
Facilities	
Hospitals	16
Users: Group Health	
Employer/payer groups	8
Employees & dependents	15,000
Total users	**15,000**

Operational date: June 1987.

For profit.

Ownership: VHA East.

Service area: Pennsylvania: Bucks, Chester, Delaware, Montgomery and Philadelphia counties.

Services: Standard package excluding prescriptions. Other services include dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures. UR provided by various outside contractors.

Officers: Michael J. Daly, president.

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PUERTO RICO

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	1

Service area: Puerto Rico: San Juan.

See CAPP CARE, Inc. consolidated listing under California.

CIGNA PPO-Puerto Rico

Plaza Scotia Bank, 273 Ponce de Leon Ave., Suite 110, Hato Rey, Puerto Rico 00918; 809-765-2260; fax: 809-756-6477

Staff	
Physicians & specialists	4,688
Administrative	20
Facilities	
Hospitals	47
Total users	**140,000**

Operational date: May 1993.
Service area: Puerto Rico: San Juan area.
Compensation: Negotiates hospital charges by per diem.
Contact: JoAnn Boyd, 404-859-2108.

See CIGNA Health Plans consolidated listing under Connecticut.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	12,455

Service area: Puerto Rico.

See Eye Care Plan of America consolidated listing under Arizona.

MedPlus Inc.

22 Ortegon St., Caparra, Puerto Rico 00920; 809-793-3100; fax: 809-793-1565

Staff	
Physicians	852
Specialists	3,809
Administrative	34
Facilities	
Hospitals	57
Users: Group Health	
Employer/payer groups	54
Single coverage	3,101
Family coverage	8,477
Employees & dependents	31,831
Total users	**31,831**
Claims paid	
1992	$10,812,720
1991	$6,017,971

Operational date: January 1985.
For profit.
Service area: Puerto Rico.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, dental, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by TPAs; charges flat fee per employee.
UR: Standard procedures including emergency room review, drug utilization review, occupational sickness review, fraud detection and psychiatric certification. UR provided by the PPO.
Officers: Guillermo Hernandez Boissen, president; Robert L. Cook, executive director; Dr. Julio A. Badillo, medical director; Juan Cruz Resto, marketing director; B.J. VanBlake, vp.
Contact: Robert L. Cook, Cook Stratton & Co. Inc., 708-803-1300.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	16
Board-certified	72%
Specialists	7
Facilities	
Hospitals	1
Users: Group Health	
Employer/payer groups	9
Employees & dependents	2,100

Service area: Puerto Rico.

See MultiPlan Inc. consolidated listing under New York.

RHODE ISLAND

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty HMO providing chiropractic services only	
Staff	
Chiropractors	5
Users: Group Health	
Employer/payer groups	1
Users: Workers Compensation	
Employer/payer groups	7

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities	
Hospitals	1

Service area: Rhode Island: Pawtucket and Providence areas.

See CAPP CARE Inc. consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & Specialists	15
Total users	**10,518**

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	6
Single & family coverage	31,437

Service area: Rhode Island: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

Health Advantage of Rhode Island Inc.

196 Richmond St., Suite 300, Providence, R.I. 02903-4312; 401-831-1518

Staff	
Physicians	551
Patients/physician	100
Board-certified	80.4%
Specialists	905
Administrative	27
Facilities	
Hospitals	11
Pharmacies	608
Users: Group Health	
Employer/payer groups	13
Single coverage	11,869
Family coverage	22,042
Employees & dependents	54,330
Users: Workers Compensation	
Employer/payer groups	1
Single coverage	750
Total users	**55,080**

Operational date: January 1992.
For profit.
Ownership: Six hospitals.
Service area: Connecticut: New London and Windham counties; Massachusetts: Bristol and Norfolk counties; Rhode Island: Bristol, Kent, Providence and Washington counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding discharge planning, retrospective review, second surgical opinion and hospital bill audits. UR provided by the PPO.
Officers: Bruce A. Henderson, president; Dr. Janice Kizirian, medical director; James K. Claffey, vp-marketing; Domenec Delmonico, vp-operations.
Contact: James K. Claffey.

HealthMate

444 Westminster St., Providence, R.I. 02919; 401-459-1000

Staff	
Physicians	872
Specialists	2,038
Facilities	
Hospitals	17
Pharmacies	440
Users: Group Health	
Employer/payer groups	4,805
Single coverage	41,991
Family coverage	48,372
Employees & dependents	206,020
Total users	**206,020**
Claims paid	
1992	$164,036,810
1991	$157,484,998

Operational date: July 1986.
Not for profit.
Ownership: Blue Cross & Blue Shield of Rhode Island.
Service area: Rhode Island and surrounding areas in Connecticut and Massachusetts.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by DRGs, ratio of cost to charge; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding retrospective review and second surgical opinion. UR provided by the PPO except for mental health/substance abuse UR which is provided by Green Spring Health Services.
Officers: Douglas J. McIntosh, president; Dr. George Coleman, medical director; Richard H. Krupski, vp.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	144
Board-certified	97%
Specialists	58
Facilities	
Hospitals	10
Users: Group Health	
Employer/payer groups	72
Employees & dependents	16,100

Service area: Rhode Island.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities	
Hospitals	1

Service area: Rhode Island.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

United Health Plans of New England Inc.

475 Kilvert St., Suite 310, Warwick, R.I. 02886; 401-737-6900; fax: 401-738-7725

Staff	
Physicians	681
Patients/physician	250
Board-certified	85%
Specialists	1,514
Administrative	210
Facilities	
Hospitals	31
Pharmacies	164
Users: Group Health	
Employer/payer groups	1,609
Single coverage	25,338
Family coverage	32,513
Employees & dependents	173,000
Total users	**173,000**
Claims paid	
1992	$175,183,779
1991	$146,646,488

Operational date: January 1983.
For profit.
Ownership: United HealthCare Corp.
Service area: Massachusetts: Bristol, Norfolk and Worcester counties; Rhode Island: statewide.

Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn., home health and skilled nursing. Services available unbundled on a limited basis. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: Max L. Powell III, CEO; Dr. Anthony Kazlauskas, medical director; James Moniz, vp-marketing director; Matt Uustal, vp-operations; Tina Brown-Stevenson, vp-medical management.

SOUTH CAROLINA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	40
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	13

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-Charleston

2000 Center Point Blvd., Columbia, S.C. 29210; 803-731-7577; fax: 803-731-7615

Facilities	
Hospitals	1
Pharmacies	79
Users: Group Health	
Employer/payer groups	11
Employees & dependents	842
Total users	**842**

Operational date: January 1990.
Service area: South Carolina: Charleston County and portions of Berkeley and Dorchester counties.
Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Diane Coates.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Columbia

2000 Center Point Blvd., Columbia, S.C. 29210; 803-731-7577; fax: 803-731-7615

Staff	
Physicians	99
Patients/physician	14
Board-certified	81.6%
Specialists	258
Facilities	
Hospitals	4
Pharmacies	91
Users: Group Health	
Employer/payer groups	16
Employees & dependents	1,383
Total users	**1,383**

Operational date: January 1990.
Service area: South Carolina: Lexington, Richland and portions of Calhoun, Fairfield and Kershaw counties.
Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Diane Coates.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Greenville/Spartanburg

2000 Center Point Blvd., Columbia, S.C. 29210; 803-731-7577; fax: 803-731-7615

Staff	
Physicians	112
Patients/physician	6
Board-certified	75.5%
Specialists	238
Facilities	
Hospitals	7
Pharmacies	128
Users: Group Health	
Employer/payer groups	6
Employees & dependents	742
Total users	**742**

Operational date: September 1992.
Service area: South Carolina: Cherokee, Greenville and Spartanburg counties.
Officers: James McLane, president; Steve White, executive director; Dan Barco, medical director; Preston Williams, marketing director.
Contact: Diane Coates.

See Aetna Health Plans consolidated listing under Connecticut.

Anthem Health Systems/ Florida Health Network

10199 Southside Blvd., Suite 300, Jacksonville, Fla. 32246; 904-363-7400; fax: 904-363-7411

Staff	
Physicians	108
Facilities	
Hospitals	7

Service area: South Carolina: Greenville County.

See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	8

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 2302 Parklake Drive N.E., Atlanta, Ga. 30345; 404-491-5397

Staff	
Physicians & specialists	147
Board-certified	65%
Facilities	
Hospitals	2
Users: Group Health	
Single & family coverage	9,437

Service area: South Carolina: Columbia, Greenville and Spartanburg areas.
Contact: Tim Williams, manager-major group sales. 404-491-5397 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	205
Facilities	
Hospitals	26

Service area: South Carolina: Charles-

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town, Columbia, Greenville and Spartanburg areas.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Columbia

1360 Peachtree St. N.E., Midtown Plaza, Suite 130, Atlanta, Ga. 30309; 704-544-4350; fax: 704-544-4375

Facilities	
Hospitals	2
Total users	**3,325**

Operational date: January 1990.
Service area: South Carolina: Columbia area.
Contact: Mark Gordon, 704-544-4355.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Greenville/Spartanburg

7400 Carmel, Executive Park, Charlotte, N.C. 28226; 704-362-1703; fax: 704-544-4375

Staff	
Physicians & specialists	434
Administrative	2
Facilities	
Hospitals	8
Total users	**5,851**

Operational date: January 1993.
Service area: South Carolina: Greenville area.
Contact: Mark Gordon, 704-544-4355.
See CIGNA Health Plans consolidated listing under Connecticut.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	2
Single & family coverage	88,887

Service area: South Carolina: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

Corporate Campus, 1140 Hammond Drive, Building B 2275, Suite O, Atlanta, Ga. 30328; 404-396-8734

Specialty PPO providing workers comp services only	
Staff	
Physicians	9
Board-certified	50%
Specialists	55
Facilities	
Hospitals	25
Users: Workers Compensation	
Employer/payer groups	23
Single coverage	248,189
Total users	**248,189**

Operational date: June 1991.
Service area: South Carolina: Charleston, Columbia, Durham, Florence, Green, Greenville, Marion, Mullins, Myrtle Beach, Rockland, Simpsonville and Spartanburg areas.
Compensation: Negotiates hospital charges by per diem, state mandated fee schedules; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

HealthMark Affiliated Networks

P.O. Box 561300, Charlotte, N.C. 28256-1300; 704-597-7001; fax: 704-597-1429

Staff	
Physicians	30
Board-certified	98%
Specialists	47
Facilities	
Hospitals	14
Users: Group Health	
Employer/payer groups	8
Employees & dependents	437
Total users	**437**

Service area: South Carolina: Aiken, Barnwell, Cherokee, Chester, Darlington, Florence, Greenville, Lancaster, Lexington, Marion, Pickens, Richland, Spartanburg and York counties.
See HealthMark Affiliated Networks consolidated listing under North Carolina.

MedCost/Carolina Preferred Care

1399 Ashleybrook Lane, Suite 100, Winston-Salem, N.C. 27114; 919-760-3090; fax: 919-760-1506

Staff	
Physicians	143
Board-certified	90%
Specialists	384
Facilities	
Hospitals	35
Pharmacies	250
Users: Group Health	
Employer/payer groups	500
Employees & dependents	92,000
Total users	**92,000**
Claims paid	
1992	$14,550,342
1991	$1,766,277

Service area: South Carolina: Anderson, Charleston, Cherokee, Chesterfield, Colleton, Edgefield, Fairfield, Florence, Greenville, Horry, Kershaw, Laurens, Marion, Marlboro, Pickens, Richland, Spartanburg and York counties.
See MedCost/Carolina Preferred Care consolidated listing under North Carolina.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	162
Board-certified	90%
Specialists	326
Facilities	
Hospitals	29
Users: Group Health	
Employer/payer groups	4
Employees & dependents	3,700
Users: Workers Compensation	
Employer/payer groups	6
Single coverage	14,000
Total users	**17,700**

Service area: South Carolina.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	546
Board-certified	89%
Specialists	218
Facilities	
Hospitals	24
Users: Group Health	
Employer/payer groups	273
Employees & dependents	56,300

Service area: South Carolina.
See MultiPlan Inc. consolidated listing under New York.

Physicians Health Plan of South Carolina

110 Centerview Drive, Suite 301, Columbia, S.C. 29210; 803-750-7400; fax: 803-750-7486

Staff	
Physicians	238
Patients/physician	8,907
Board-certified	84%
Specialists	680
Administrative	38
Facilities	
Hospitals	21
Pharmacies	466
Users: Group Health	
Employer/payer groups	270
Single coverage	5,242
Family coverage	4,089
Employees & dependents	20,250
Total users	**20,250**

Operational date: February 1990.
For profit.
Service area: South Carolina: 22 counties.
Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. UR provided by the PPO.
Officers: William E. Martin, CEO; Dr. Kenneth G. Varley, medical director; Beverly M. Smith, marketing director; Deborah F. Averett, director-operations.

Preferred Personal Care

I-20 at Alpine Road, Columbia, S.C. 29219; 803-788-0222; fax: 803-788-8702

Staff	
Physicians	1,340
Board-certified	90%
Specialists	1,960
Facilities	
Hospitals	53
Pharmacies	800
Total users	**275,000**
Claims paid	
1992	$93,000,000
1991	$68,000,000

Operational date: January 1984.
Not for profit.
Ownership: Blue Cross & Blue Shield of South Carolina.
Service area: South Carolina.
Contracts with Preferred Care-USA nationwide.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding second surgical opinion. UR provided by the PPO.
Officers: M. Edward Sellars, president; Tom Faulds, executive vp; Dr. Ashby Jordan, medical director; Donald B. Nystrom, senior vp-marketing; Doug Fleming, vp.
Contact: Dale Rish, assistant vp.

Private Healthcare Systems Inc.

1000 Abernathy Road, Suite 940, Atlanta, Ga. 30328; 404-394-1084

Staff	
Physicians	40
Specialists	107
Administrative	3
Facilities	
Hospitals	2
Users: Group Health	
Employer/payer groups	79
Employees & dependents	25,559
Total users	**25,559**

Service area: South Carolina: Charleston metropolitan area.
Contact: Paul Robinson, regional vp-operations, 617-895-3181.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	190
Board-certified	95%
Specialists	302
Facilities	
Hospitals	42

Service area: South Carolina.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Travelers Managed Care System-Charleston

21 Perimeter Center Parkway, Atlanta, Ga. 30346; 404-395-4850

Staff	
Physicians	239
Facilities	
Hospitals	3
Users: Group Health	
Employer/payer groups	52
Single & family coverage	3,219

Operational date: March 1988.
Service area: South Carolina: Berkeley, Charleston and Dorchester counties.
Officers: Larry Jackson, director-operations; Brad Van Winkle, district sales manager.
See The Travelers Insurance Co. consolidated listing under Connecticut.

SOUTH DAKOTA

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	1

See Beech Street of California Inc. consolidated listing under California.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	2
Single & family coverage	53,465

Service area: South Dakota: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	144
Board-certified	90%
Specialists	58
Facilities	
Hospitals	2
Users: Group Health	
Employer/payer groups	72
Employees & dependents	15,900

Service area: South Dakota.
See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities	
Hospitals	2

Service area: South Dakota.
See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Staff	
Physicians	45
Board-certified	90%
Specialists	80
Facilities	
Hospitals	1

Service area: South Dakota: Lincoln and Minnehaha counties.
Contact: Nick Hosn.
See Provider Networks of America Inc. consolidated listing under Texas.

TENNESSEE

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	40
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	6

Contact: John C. Barrett, marketing director.
See AIIA consolidated listing under Florida.

Aetna Health Plans-Chattanooga

1801 West End Ave., Suite 500, Nashville, Tenn. 37203-2518; 615-322-1634; fax: 615-322-1221

Staff	
Physicians	62
Patients/physician	32
Board-certified	81%
Specialists	173
Facilities	
Hospitals	3
Pharmacies	66
Users: Group Health	
Employer/payer groups	17
Employees & dependents	1,972
Total users	**1,972**

Operational date: January 1992.
Service area: Georgia: Catoosa and Dade counties and portions of Walker County; Tennessee: Hamilton County and portions of Marion County.
Officers: James McLane, president; Dr. James Geraughty, medical director; Cliff McGown, marketing director.
Contact: Karen Cornelius.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Knoxville

1801 West End Ave., Suite 500, Nashville, Tenn. 37203-2518; 615-322-1631; fax: 615-322-1221

Staff	
Physicians	196
Patients/physician	36
Board-certified	76.9%
Specialists	444
Facilities	
Hospitals	8
Pharmacies	144
Users: Group Health	
Employer/payer groups	52
Employees & dependents	7,128
Total users	**7,128**

Operational date: May 1986.
Service area: Tennessee: Anderson, Blount, Coke, Jefferson, Hamblen, Grainger, Knox, Loudon, Roane, Sevier and portions of Morgan and Union counties.
Officers: James McLane, president; Dr. James Geraughty, medical director; Cliff McGown, marketing director.
Contact: Mary Jo Hammer.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Memphis

1801 West End Ave., Suite 500, Nashville, Tenn. 37203-2518; 615-322-1639; fax: 615-322-1221

Staff	
Physicians	423
Patients/physician	28
Specialists	1,146
Facilities	
Hospitals	17
Pharmacies	221
Users: Group Health	
Employer/payer groups	159
Employees & dependents	11,835
Total users	**11,835**

Continued on next page

PPO standard services include: physicians, hospitalization, prescriptions, substance abuse and psychiatry.

Continued from previous page

Operational date: January 1988.
Service area: Arkansas: Crittendon, Lee, Mississippi, St. Francis and portions of Craighead and Poinsett counties; Kentucky: Fulton county; Mississippi: Alcorn, Benton, De Soto, Lafayette, Marshall, Panola, Prentiss, Tate, Tippah and Union counties; Tennessee: Fayette, Lake, Lauderdale, Obion, Shelby and Tipton counties and portions of Haywood County.
Officers: James McLane, president; Dr. James Geraughty, medical director; Wayne Lohman, marketing director.
Contact: Denise Vanderhoof.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Nashville

1801 West End Ave., Suite 500, Nashville, Tenn. 37203-2518; 615-322-1633; fax: 615-322-1221

Staff	
Physicians	402
Patients/physician	31
Board-certified	81.4%
Specialists	737
Facilities	
Hospitals	23
Pharmacies	224
Users: Group Health	
Employer/payer groups	160
Employees & dependents	12,509
Total users	**12,509**

Operational date: July 1989.
Service area: Tennessee: Bedford, Cheatham, Davidson, Dickson, Lewis, Macon, Maury, Moore, Robertson, Rutherford, Sumner, Trousdale, Williamson, Wilson and portions of Coffee, Franklin, Giles and Smith counties.
Officers: James McLane, president; Jan McDade, executive director; Dr. James Geraughty, medical director; Cliff McGown, marketing director.
Contact: Anita Nunnally.
See Aetna Health Plans consolidated listing under Connecticut.

Anthem Health Systems/ Florida Health Network

10199 Southside Blvd., Suite 300, Jacksonville, Fla. 32246; 904-363-7400; fax: 904-363-7411

Staff	
Physicians	1,954
Facilities	
Hospitals	33

Service area: Tennessee: Davidson, Jefferson, Knox, Lauderdale, Obion, Rutherford, Shelby, Sumner, Tipton and Wilson counties.
See Anthem Health Systems consolidated listing under Indiana.

Baptist Health Services Group

920 Madison Ave., Suite 415, Memphis, Tenn. 38103; 901-227-2474; fax: 901-227-7246

Staff	
Physicians	345
Board-certified	70%
Specialists	693
Administrative	12
Facilities	
Hospitals	18
Pharmacies	2
Users: Group Health	
Employer/payer groups	2,472
Employees & dependents	362,535
Total users	**362,535**

Operational date: November 1985.
Not for profit.
Ownership: Baptist Memorial Healthcare System, Physicians Healthcare Corp. of the Mid-South.
Service area: Alabama: Colbert, Fayette, Franklin, Lamar, Lauderdale, Marion and Pickens counties; Arkansas: 22 counties; Kentucky: Calloway, Carlisle, Fulton, Graves and Hickman counties; Mississippi: 37 counties; Missouri: Butler, Dunklin, Mississippi, New Madrid, Oregon, Ripley, Scott and Stoddard counties; Tennessee: 26 counties.
Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by providers; charges by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized (if capitated).
UR: Standard procedures. UR provided by an outside provider.
Officers: Bill Fleming, president; Dr. Michael D. Henderson, medical director; Mike Clement, marketing director; Fred Stearns, vp-logistics; Suzanne Hammons, vp-contracting/financial management.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	9

See Beech Street of California Inc. consolidated listing under California.

Blue Cross & Blue Shield of Tennessee-Preferred Care/Tennessee Preferred

801 Pine St., Chattanooga, Tenn. 37402; 615-755-5663; fax: 615-755-2178

Staff	
Physicians	1,448
Specialists	5,367
Facilities	
Hospitals	142
Pharmacies	2,189
Users: Group Health	
Employer/payer groups	2,829
Employees & dependents	994,892
Total users	**994,892**

Operational date: March 1985.
Not for profit.
Ownership: Blue Cross & Blue Shield of Tennessee.
Service area: Tennessee: statewide.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, outpatient surgery fee schedule; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO.
Officers: Tom Long, president; Dr. Richard Armstrong, medical director; Greg Samuels, marketing director; Glen C. Watson, senior vp-marketing.

CNA Managed Care PPO

CNA Insurance Cos., 2302 Parklake Drive N.E., Atlanta, Ga. 30345; 404-491-5397

Staff	
Physicians & specialists	2,727
Board-certified	56.1%
Facilities	
Hospitals	55
Users: Group Health	
Single & family coverage	16,132

Service area: Tennessee: Chattanooga, Kingsport, Knoxville, Memphis and Nashville areas.
Contact: Tim Williams, manager, 404-491-5397 or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & Specialists	4,037
Facilities	
Hospitals	140

Service area: Tennessee: Central Tennessee (Nashville), Chattanooga, Johnson City, Tri-State (Memphis) and western Tennessee areas.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Chattanooga

1801 West End Ave., Suite 800, Nashville, Tenn. 37203; 615-340-3059; fax: 615-340-3590

Staff	
Physicians & specialists	243
Facilities	
Hospitals	8
Total users	**2,000**

Operational date: January 1988.
Service area: Tennessee: Chattanooga area.
Contact: David Mathis.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Memphis

850 Ridge Lake Blvd., Suite 210, Memphis, Tenn. 38120; 901-755-7411; fax: 901-755-5137

Staff	
Physicians & specialists	850
Administrative	14
Facilities	
Hospitals	17
Total users	**15,590**

Operational date: January 1988.
Service area: Tennessee: Jackson and Memphis areas.
Contact: Patti Letchworth.
See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Nashville

1801 West End Ave., Suite 800, P.O. Box 24890, Nashville, Tenn. 37202; 615-340-3059; fax: 615-340-3590

Staff	
Physicians & specialists	921
Administrative	10
Facilities	
Hospitals	18
Total users	**10,636**

Operational date: January 1985.
Service area: Tennessee: Nashville area.
Contact: Patsy Kelly, 615-340-3577.
See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	1
Facilities	
Hospitals	4

Service area: Tennessee: Chattanooga, Kingsport, Memphis and Nashville areas.
See CORPHEALTH, Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	44
Total users	**45,763**

See Davis Vision consolidated listing under New York.

Delta Preferred Option PPO

95 White Bridge Road, Nashville, Tenn. 37205

Specialty PPO providing dental services only	
Staff	
Dentists	100
Specialists	18

Operational date: January 1993.
Not for profit.
Ownership: Delta Dental Plan of Tennessee.
Service area: Tennessee: Memphis area.
Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers. The PPO will adjust fees based on savings realized or not realized.
UR: UR provided by the PPO.
Officers: Dr. William Manning, president; Dr. Horace Corder, dental director; Michael Ashack, marketing director; Liz Cheeks, vp-operations; Tom Perry, controller.
Contact: Michael Ashack.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	11
Single & family coverage	126,007

Service area: Tennessee: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.*

7101 Executive Center Drive, Suite 375, Brentwood, Tenn. 37027; 615-377-9936

Staff	
Physicians	5,090
Board-certified	50%
Specialists	21,329
Administrative	3
Facilities	
Hospitals	1,401
Users: Workers Compensation	
Single coverage	17,425,782
Total users	**17,425,782**

Operational date: June 1988.
For profit.
Service area: Alabama, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Michigan, Mississippi, Missouri, Nebraska, New Jersey, North Carolina, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Virginia and Wisconsin.
Services: Standard package excluding prescriptions. Other services include chiropractors, vision, dental, durable medical equipment and podiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by insurers, TPAs; charges by percent of savings.
UR: Standard procedures including retrospective review for outpatient care. UR provided by the PPO.
Officers: Stryker Warren Jr., chairman; David S. Iskowe, president/CEO/CFO; James V. Lackey Jr., executive vp-operations; Dr. Edward J. Bernacki, medical director; Debra Ann Keiser, executive vp-marketing/sales; Lisa Getzfrid, executive vp-provider services/development.
Contact: 800-873-0055.
** Figures are consolidated, including all PPOs in this organization.*

FOCUS Healthcare Management Inc.

7101 Executive Center Drive, Suite 375, Brentwood, Tenn. 37027; 615-377-9936

Specialty PPO providing workers comp services only	
Staff	
Physicians	53
Board-certified	50%
Specialists	359
Facilities	
Hospitals	50
Users: Workers Compensation	
Employer/payer groups	43
Single coverage	1,195,511
Total users	**1,195,511**

Operational date: February 1990.
Service area: Tennessee: Coffee, Davidson, De Kalb, Dickson, Hamilton, Hickman, Knox, Loudon, Maury, Montgomery, Putnam, Robertson, Rutherford, Shelby, Sumner, Warren, Williamson and Wilson counties.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Health Net Inc.

44 Vantage Way, Suite 300, Nashville, Tenn. 37228; 615-291-7000; fax: 615-291-7009

Staff	
Physicians	1,400
Patients/physician	285
Board-certified	80%
Specialists	815
Administrative	35
Facilities	
Hospitals	20
Pharmacies	80
Users: Group Health	
Employer/payer groups	1,600
Family coverage	86,000
Employees & dependents	215,000
Total users	**215,000**

Operational date: May 1984.
Not for profit.
Accredited by AAPI.
Service area: Tennessee: 40 central counties.
Services: Standard package including vision, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee.
UR: Standard procedures including workers compensation utilization review. UR provided by the PPO.
Officers: John R. Hackworth, executive director; Stephen H. McHugh, director-marketing; Patti Czarnik, director-provider relations; Lawrence Lance, CFO; Neda Lewis, director-medical management; Lawrence Solomon, director-MIS.
Contact: Stephen H. McHugh.

Medco Value Plus

7011 Grand National Drive, Orlando, Fla. 32819; 800-952-5277; fax: 407-363-7928

Facilities	
Hospitals	1
Users: Group Health	
Employer/payer groups	6
Single & family coverage	2,610

Service area: Tennessee: three counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Contact: Harold Green, director.
See Medco Value Plus consolidated listing under Florida.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	389
Board-certified	90%
Specialists	819
Facilities	
Hospitals	51
Users: Group Health	
Employer/payer groups	2
Employees & dependents	2,900
Users: Workers Compensation	
Employer/payer groups	5
Single coverage	32,100
Total users	**35,000**

Service area: Tennessee.
See MedView Services Inc. consolidated listing under Michigan.

Met-Elect Network of Tennessee

545 Mainstream Drive, Suite 340, Nashville, Tenn. 37228; 615-254-6022

Staff	
Physicians & specialists	942
Board-certified	75%
Facilities	
Hospitals	15
Users: Group Health	
Employees & dependents	6,354
Total users	**6,354**

Operational date: April 1989.
Service area: Tennessee: Memphis and Nashville areas.
See Met-Elect Network consolidated listing under Connecticut.

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MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 1,284
Board-certified 88%
Specialists 514

Facilities

Hospitals 58

Users: Group Health

Employer/payer groups 642
Employees & dependents 129,900

Service area: Tennessee.

See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Tennessee

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff

Physicians 1
Specialists 1

Facilities

Hospitals 1

Service area: Tennessee.

See National Foot Care Program Inc. consolidated listing under Michigan.

Private Healthcare Systems Inc.

3319 West End Ave., Suite 400, Nashville, Tenn. 37203; 615-386-9194

Staff

Physicians 980
Specialists 1,747
Administrative 7

Facilities

Hospitals 55

Users: Group Health

Employer/payer groups 1,458
Employees & dependents 103,881
Total users 103,881

Service area: Tennessee: Chattanooga, Knoxville, Memphis and Nashville metropolitan areas.

Contact: Edward Sandrick, senior vp-operations, 708-292-6701.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians 714
Board-certified 95%
Specialists 999

Facilities

Hospitals 113

Service area: Tennessee.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Staff

Physicians 632
Specialists 816

Facilities

Hospitals 14

Service area: Tennessee: statewide.

Contact: Nick Hosn.

See Provider Networks of America Inc. consolidated listing under Texas.

Prudential Health Care Plan of Memphis

845 Crossover Lane, Suite 220, Memphis, Tenn. 38117; 901-766-7908; fax: 901-763-3470

Staff

Physicians 22
Patients/physician 50
Specialists 229
Administrative 50

Facilities

Hospitals 2
Pharmacies 34

Users: Group Health

Employer/payer groups 11
Employees & dependents 1,096
Total users 1,096

Claims paid

1992 ..... $2,969,800
1991 ..... $2,734,094

Operational date: January 1991.

For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Tennessee: Shelby County.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO and Health First Medical Group.

Officers: David George, vp; Donna DeVaughn-Tidline, executive director; Richard Walczak, marketing director.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Prudential Health Care Plan of Nashville

227 French Landing Drive, Suite 300, Nashville, Tenn. 37228; 615-248-7100; fax: 615-248-7167

Staff

Physicians 70
Specialists 161

Facilities

Hospitals 10

Claims paid

1992 ..... $2,661,012
1991 ..... $1,802,702

Operational date: January 1992.

For profit.

Ownership: The Prudential Insurance Co. of America.

Service area: Tennessee: Cheatham, Davidson, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: David George, vp; Edward Griese, executive director.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Signature Health Alliance

28 White Bridge Road, Suite 103, Nashville, Tenn. 37205; 615-356-3732; fax: 615-356-3783

Staff

Physicians 500
Patients/physician 200
Board-certified 95%
Specialists 1,200
Administrative 6

Facilities

Hospitals 52

Users: Group Health

Employer/payer groups 165
Single coverage 40,000
Family coverage 42,000
Employees & dependents 106,000
Total users 106,000

Operational date: September 1985.

For profit.

Ownership: Vanderbilt University Medical Center, St. Thomas Hospital, Nashville Memorial.

Service area: Tennessee: central and eastern counties.

Services: Standard package excluding prescriptions and psychiatry. Other services include OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, providers, insurers; charges flat fee per employee. The PPO will adjust fees based on savings not realized.

UR: Standard procedures excluding retrospective review, hospital bill audits, outpatient service predetermination and case management. UR provided by outside contractors.

Officers: Terry Williams, president; Milton Jenkinson, marketing director.

Signature Health Alliance of East Tennessee

P.O. Box 3818, Knoxville, Tenn. 37927-3818; 615-546-1893; fax: 615-546-2126

Staff

Physicians 173
Patients/physician 136
Board-certified 85%
Specialists 448
Administrative 5

Facilities

Hospitals 13

Users: Group Health

Employer/payer groups 82
Single & family coverage 9,535
Employees & dependents 23,638
Total users 23,838

Operational date: June 1991.

Not for profit.

Ownership: St. Mary's Medical Center.

Service area: Tennessee: 34 eastern counties.

Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Procedures vary according to individual employer group. UR provided by outside contractors.

Officers: David R. Evans, executive director; Lisa J. Wear, marketing director

Contact: Lisa J. Wear, 800-858-3203

Travelers Managed Care System-Knoxville

21 Perimeter Center Parkway, Atlanta, Ga. 30346; 404-395-4850

Staff

Physicians 716

Facilities

Hospitals 12

Users: Group Health

Employer/payer groups 76
Single & family coverage 6,308

Operational date: December 1987.

Service area: Tennessee: Anderson, Blount, Bradley, Grainger, Hamblen, Jefferson, Knox, London, McMinn, Monroe, Roane, Sevier and Union counties.

Officers: Larry Jackson, director-operations; Brad Van Winkle, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Nashville

21 Perimeter Center Parkway, Atlanta, Ga. 30346; 404-395-4850

Staff

Physicians 596

Facilities

Hospitals 11

Users: Group Health

Employer/payer groups 60
Single & family coverage 7,224

Operational date: December 1987.

Service area: Tennessee: Cheatham, Davidson, De Kalb, Dickson, Macon, Robertson, Rutherford, Smith, Sumner, Trousdale, Williamson and Wilson counties.

Officers: Larry Jackson, director-operations; Brad Van Winkle, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

TEXAS

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only

Staff

Chiropractors 156

Users: Group Health

Employer/payer groups 3

Users: Workers Compensation

Employer/payer groups 5

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Advantage Care Network Inc.

7100 Westwind, Suite 115, El Paso, Texas 79912; 915-581-0678; fax: 915-581-7537

Staff

Physicians 86
Board-certified 75%
Specialists 137
Administrative 5

Facilities

Hospitals 5
Pharmacies 55

Users: Group Health

Employer/payer groups 9
Single coverage 16,513
Family coverage 13,351
Employees & dependents 47,034
Total users 47,034

Claims paid

1992 ..... $56,236,252
1991 ..... $42,949,791

Operational date: January 1992.

For profit.

Ownership: Third party administrator.

Service area: Texas: El Paso County.

Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem; is compensated by insurers; charges flat fee per employee.

UR: Standard procedures excluding hospital bill audits. UR provided by ExcelCare.

Officers: Irene Chavez, president; Stephen M. Young, executive director; Dr. William L. Amos Jr., medical director.

Aetna Health Plans-Amarillo

2350 Lakeside Blvd., Suite 500, Richardson, Texas 75082; 915-532-5083; fax: 915-542-1634

Staff

Physicians 23
Patients/physician 24
Board-certified 73.9%
Specialists 69

Facilities

Hospitals 3
Pharmacies 22

Users: Group Health

Employer/payer groups 9
Employees & dependents 556
Total users 556

Operational date: September 1988.

Service area: Texas: Potter and Randall counties.

Officers: James McLane, president; Carolyn Dawson, executive director; Dr. Michael Cryer, medical director; Mark Bailey, marketing director.

Contact: Sandy Boyd.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Austin

9901 IH Ten West, Suite 440, San Antonio, Texas 78230; 210-691-8449; fax: 210-697-1539

Staff

Physicians 170
Patients/physician 64
Board-certified 80.8%
Specialists 592

Facilities

Hospitals 6
Pharmacies 137

Users: Group Health

Employer/payer groups 98
Employees & dependents 10,999
Total users 10,999

Operational date: November 1988.

Service area: Texas: Bastrop, Hays, Travis and Williamson counties.

Officers: James McLane, president; Susan Dickerson, executive director; Dr. Barry Koerpel, medical director; Ed Atherton, marketing director.

Contact: Martin Jimenez.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Corpus Christi

9901 IH Ten West, Suite 440, San Antonio, Texas 78230; 210-691-8449; fax: 210-697-1539

Staff

Physicians 69
Patients/physician 4
Board-certified 77.4%
Specialists 139

Facilities

Hospitals 4
Pharmacies 51

Users: Group Health

Employer/payer groups 8
Employees & dependents 310
Total users 310

Operational date: April 1992.

Service area: Texas: Kleberg, Nueces and San Patricio counties.

Officers: James McLane, president; Susan Dickerson, executive director; Dr. Barry Koerpel, medical director; Ed Atherton, marketing director.

Contact: Ruth Kottler.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Dallas

2350 Lakeside Blvd., Suite 500, Richardson, Texas 75082; 214-470-7608; fax: 214-680-3416

Staff

Physicians 743
Patients/physician 63
Board-certified 74.8%
Specialists 2,107

Facilities

Hospitals 29
Pharmacies 639

Users: Group Health

Employer/payer groups 388
Employees & dependents 47,436
Total users 47,436

Operational date: October 1988.

Service area: Texas: Dallas, Denton, Ellis, Hunt, Tarrant and portions of Collin, Johnson and Rockwall counties.

Officers: James McLane, president; Carolyn Dawson, executive director; Dr. Michael Cryer, medical director; Mark Bailey, marketing director.

Contact: Jay Farabee.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-El Paso

2350 Lakeside Blvd., Suite 500, Richardson, Texas 75082; 915-532-5083; fax: 915-542-1634

Staff

Physicians 57
Patients/physician 44
Board-certified 81.1%
Specialists 149

Facilities

Hospitals 2
Pharmacies 42

Users: Group Health

Employer/payer groups 19
Employees & dependents 2,517
Total users 2,517

Operational date: April 1991.

Service area: Texas: El Paso County.

Officers: James McLane, president; Carolyn Dawson, executive director; Dr. Michael Cryer, medical director; Mark Bailey, marketing director.

Contact: Sandy Boyd.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Houston

2900 N. Loop West, Suite 200, Houston, Texas 77092; 713-683-7595; fax: 713-683-7585

Staff

Physicians 671
Patients/physician 88
Specialists 1,447

Facilities

Hospitals 30
Pharmacies 530

Users: Group Health

Employer/payer groups 354
Employees & dependents 58,995
Total users 58,995

Operational date: October 1987.

Service area: Texas: Fort Bend, Galveston, Harris, Liberty, Matagorda, Montgomery, Wharton and portions of

Continued on next page

Continued from previous page
Brazoria and Waller counties.

Officers: James McLane, president; Joseph Blanford, executive director; Dr. James Bowerman, medical director; Mary Doyle, marketing director.

Contact: Diane Amundson.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-San Antonio

9901 IH Ten West, Suite 440, San Antonio, Texas 78230; 210-691-8449; fax: 210-697-1539

Staff	
Physicians	206
Patients/physician	65
Board-certified	77.8%
Specialists	658
Facilities	
Hospitals	8
Pharmacies	154
Users: Group Health	
Employer/payer groups	146
Employees & dependents	13,465
Total users	**13,465**

Operational date: March 1989.

Service area: Texas: Bexar, Comal, Guadalupe and Kendall counties.

Officers: James McLane, president; Susan Dickerson, executive director; Dr. Barry Koerpel, medical director; Ed Atherton, marketing director.

Contact: Susan Golonko.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Waco

2350 Lakeside Blvd., Suite 500, Richardson, Texas 75082; 214-470-7882; fax: 214-680-3416

Staff	
Physicians	14
Patients/physician	121
Board-certified	76.9%
Specialists	56
Facilities	
Hospitals	1
Pharmacies	27
Users: Group Health	
Employer/payer groups	4
Employees & dependents	1,696
Total users	**1,696**

Operational date: July 1992.

Service area: Texas: McLennan County.

Officers: James McLane, president; Carolyn Dawson, executive director; Dr. Michael Cryer, medical director; Mark Bailey, marketing director.

Contact: Beverly Morse.

See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	2,109
Board-certified	80%
Specialists	4,921
Facilities	
Hospitals	167
Pharmacies	1,755

Service area: Texas: 38 counties statewide.

See The AFFORDABLE Medical Networks consolidated listing under Illinois.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	118
Board-certified	100%
Users: Group Health	
Employees & dependents	50,000
Total users	**50,000**

Service area: Texas: 32 counties.

Contact: Andrew Aho, marketing director.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Anthem Health Systems/ American Health Network-Texas

4144 N. Central Expressway, Suite 700, Dallas, Texas 75204; 214-818-3100; 214-818-3190

Staff	
Physicians	10,041
Administrative	51
Facilities	
Hospitals	162
Users: Group Health	
Employer/payer groups	764
Employees & dependents	384,192
Total users	**384,192**

Operational date: 1983.

Service area: Texas.

Contracts with PPO Oklahoma in Oklahoma; Southeast Medical Alliance in Arkansas, Louisiana.

Services: Same as consolidated listing, excluding chiropractors and vision. Other services include psychology, social workers, speech therapy and rehabilitations therapy.

UR: Standard procedures excluding hospital bill audits.

Officers: Michael O. Bell, president; Martin Kreis, regional vp; Dr. Bryan Manly, medical director; Kendra Fuller, marketing director.

Contact: Kendra Fuller, 214-818-3180.

See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff	
Physicians & specialists	11,375
Facilities	
Hospitals	228

See Beech Street of California Inc. consolidated listing under California.

Brazos Valley Health Network

3115 Pine Ave., Suite 10, Waco, Texas 76708-3201; 817-757-3882; fax: 817-757-2288

Staff	
Physicians	42
Patients/physician	285
Board-certified	80%
Specialists	118
Administrative	4
Facilities	
Hospitals	6
Pharmacies	22
Users: Group Health	
Employer/payer groups	80
Employees & dependents	12,000
Total users	**12,000**

Operational date: December 1992.

Not for profit.

Service area: Texas: Bell, Bosque, Coryell, Falls, Hamilton, Hill, Limestone and McLennan counties.

Services: Standard package including vision, durable medical equipment, podiatry, OB/Gyn., employee assistance programs, I.V. therapy, home health and hospice. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Concurrent review, length of stay determination, discharge planning and case management. UR provided by outside contractors.

Officers: Dr. James Bowden, chairman; Donald K. Reeves, executive director; Larry Jaynes, vice chairman; William Bowen, secretary; Richard Perkins, treasurer.

CNA Managed Care PPO

CNA Insurance Cos., 6565 West Loop South, Suite 450, Bellaire, Texas 77401; 713-663-5200

Staff	
Physicians & specialists	7,624
Board-certified	69.7%
Facilities	
Hospitals	91
Users: Group Health	
Single & family coverage	21,118

Service area: Texas: Abilene, Amarillo, Arlington, Austin, Bryan, College Station, Corpus Christi, Dallas, El Paso, Fort Worth, Galveston, Houston, Katy, Killeen, Laredo, Longview, Lubbock, Marshall, McAllen, Midland, Odessa, San Antonio, Texarkana, Texas City, Tyler, Victoria and Waco.

Contact: Vera Cantrell, manager-major group sales, 713-663-5200 or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	3,606
Facilities	
Hospitals	161

Service area: Texas: Abilene, Austin, Breckenridge, Brownsville, Bryan, College Station, Corpus Christi, Dallas, El Paso, Fort Worth, Galveston, Houston, Longview, Lubbock, McAllen, Navarro County, San Angelo, San Antonio, Temple, Texarkana, Victoria, Waco and Wichita Falls areas.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Houston

1360 Post Oak Blvd., Suite 110, Houston, Texas 77056; 800-238-8801; fax: 713-552-7699

Staff	
Physicians & specialists	2,585
Facilities	
Hospitals	44
Total users	**11,436**

Operational date: January 1988.

Service area: Texas: Houston area.

Contact: Dianne Dixon, 713-552-7624.

See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-North Texas

600 E. Las Colinas Blvd., Suite 110, Irving, Texas 75039; 214-401-5200; fax: 214-401-5399

Staff	
Physicians & specialists	1,552
Administrative	33
Facilities	
Hospitals	34
Total users	**5,918**

Operational date: January 1988.

Service area: Texas: Dallas area.

Contact: Kathy Hartzler, 214-401-5347.

See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH Inc.*

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	1,344
Administrative	43
Facilities	
Hospitals	163
Users: Group Health	
Employer/payer groups	175
Total users	**650,000**

Operational date: January 1987.

For profit.

Service area: Alabama: Huntsville and Madison areas; Alaska: Fairbanks area; Arizona: Casa Grande, Chandler, Phoenix, Sedona, Tempe and Tucson areas; Arkansas: Arkadelphia, Fayetteville, Foreman, Jacksonville, Little Rock and Texarkana areas; California: 126 cities; Colorado: Boulder, Colorado Springs, Denver, Littleton, Westminster and Wheat Ridge areas; Connecticut: Westport area; Delaware: Newark area; District of Columbia; Florida: 22 cities; Georgia: Albany, Atlanta, Chamblee, Duluth, Douglasville, Gainesville, Macon, Marietta, Moultrie, Rockmart, Smyrna, Stockbridge, Thomasville and Valdosta areas; Idaho: Boise, Idaho Falls and Pocatello areas; Illinois: Chicago, Forest Park, Glen Ellyn, Hoffman Estates, Northbrook, Oak Park, Palatine, Roselle, Schaumburg and Skokie areas; Indiana: Greenfield and Indianapolis areas; Louisiana: 20 cities; Maryland: Baltimore, Bethesda, Chevy Chase, Columbia, Ellicot City and Silver Spring areas; Massachusetts: Boston, Brookline, Nahant, North Andover and Quincy areas; Michigan: Birmingham, Roseville and Sterling Heights areas; Mississippi: Biloxi, Gulfport, Hattiesburg and Jackson areas; Missouri: Ellisville, Kansas City and Springfield areas; Nevada: Las Vegas and Reno areas; New Jersey: Cherry Hill, Englewood, Hartsdale, Madison, Mahwah, Matawan, Metuchen, Pompton Plains, Princeton, Ridgewood, Ringwood, Shrewsbury, Somerset, Summit, Teaneck, West Orange and Westfield areas; New Mexico: Albuquerque, Cloudcroft, Hobbs, Rio Rancho and Santa Teresa areas; New York: 20 cities; North Carolina: Burlington, Butner, Cary, Chapel Hill, Charlotte, Eden, Gastonia, Greensboro, Hickory, High Point, Kernersville, Raleigh, Reidsville, Spartansburg and Winston-Salem areas; Ohio: Athens, Cincinnati, Clinton, Dayton, Fairfield, Hamilton, Middletown, Valley View and Westerville areas; Oklahoma: Bartlesville, Claremore, Duncan, Enid, Lawton, Norman, Oklahoma City and Tulsa areas; Pennsylvania: Feasterville, Forty Fort, King of Prussia, Lancaster, Langhorne, Lansdale, Manheim, Newtown and Philadelphia areas; South Carolina: Spartanburg area; Tennessee: Chattanooga, Cordova, Kingsport, Memphis and Nashville areas; Texas: 135 cities; Utah: Bountiful, Salt Lake City and Vernal areas; Vermont: Brattleboro area; Virginia: Alexandria, Arlington, Chesapeake, Danville, Falls Church, Galax, Hampton, Leesburg, Martinsville, McLean, Norfolk, Petersville, Reston, Roanoke and Salem areas; Washington: Seattle area; West Virginia: Huntington area; Wisconsin: 41 cities.

Contracts with CALNET in California; HCN in Wisconsin.

Services: Substance abuse, psychiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee, by percent of savings, capitation/carveouts. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding second surgical opinion. Other services include employee assistance program assessments. UR provided by the PPO.

Officers: Patrick D. Gotcher, president; Robert E. Cull, vp-corporate development/marketing director; Dr. Barry Fenton, medical director; David L. Redfield, COO; Michael G. Baker, CFO.

** Figures are consolidated, including all PPOs in this organization.*

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Staff	
Specialists	758
Facilities	
Hospitals	78

Service area: Texas: 126 cities.

See CORPHEALTH Inc. consolidated listing under Texas.

Cost Care Physician Managed Network

660 Newport Center Drive, Suite 600, Newport Beach, Calif. 92660; 714-729-4500; fax: 714-729-4650

Staff	
Physicians	1,365
Board-certified	95%
Specialists	2,193
Administrative	23
Facilities	
Hospitals	79
Users: Group Health	
Employer/payer groups	71
Employees & dependents	39,698
Total users	**39,698**

Service area: Texas: Corpus Christi, Dallas, Houston and Odessa/Midland areas.

Contracts with Transcentury in Texas (Austin).

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Contact: Ray Foose, vp-marketing.

See Cost Care Physician Managed Networks consolidated listing under California.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	96
Total users	**13,378**

See Davis Vision consolidated listing under New York.

ETHIX Southwest

9901 IH-10 West, Suite 300, San Antonio, Texas 78230; 210-690-9690; fax: 210-690-2225

Staff	
Physicians	466
Board-certified	45%
Specialists	1,384
Administrative	24
Facilities	
Hospitals	27
Pharmacies	45
Users: Group Health	
Employer/payer groups	3,248
Single & family coverage	44,588
Employees & dependents	111,470
Total users	**111,470**
Claims paid	
1992	$15,862,883
1991	$10,628,132

Operational date: October 1985.
For profit.
Service area: Texas: 30 central and southern counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers, insurers, TPAs; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings not realized.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Lori H. Haglund, president/marketing director; Dr. Richard Wayne, medical director; Stephen Gregg, chairman; Peter Maddox, secretary.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	51
Single & family coverage	391,924

Service area: Texas: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

2201 N. Collins, Suite 250, Arlington, Texas 76011; 817-261-8669

Specialty PPO providing workers comp services only	
Staff	
Physicians	315
Board-certified	50%
Specialists	1,210
Facilities	
Hospitals	158
Users: Workers Compensation	
Employer/payer groups	111
Single coverage	2,024,390
Total users	**2,024,390**

Operational date: April 1989.
Service area: Texas: 36 counties.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.
See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

HEC Select PPO*

1300 W. Mockingbird Lane, Dallas, Texas 75247; 214-905-4800

Staff	
Physicians	964
Board-certified	96%
Specialists	1,657
Administrative	10
Facilities	
Hospitals	103
Pharmacies	52
Users: Group Health	
Employer/payer groups	23
Employees & dependents	230,690
Users: Workers Compensation	
Employer/payer groups	2
Total users	**230,690**

Operational date: February 1989.
For profit.
Ownership: TPA.
Service area: Florida, Kentucky, Ohio, Oklahoma, Texas, Utah and West Virginia.
Contracts with Health Advantage in Louisiana (Shreveport); National Capitol PPO in District of Columbia.
Services: Standard package including chiropractors, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures. UR provided by the PPO and outside contractors.
Officers: Dick Herrmann, president; James R. McPhail, vp-managed health care; Dr. Laurence Dotin, medical director; John Stevenson, marketing director; H. Parks Houser, senior vp/COO; Nancy Coleman, vp-claims administration; Tom Dubowski, vp/CEO; Paul Buchschacher, vp/general counsel.
Contact: Nancy Griest, director-managed care plans.
** Figures are consolidated, including all PPOs in this organization.*

HEC Select PPO-Dallas/Fort Worth

1300 W. Mockingbird Lane, Dallas, Texas 75247; 214-905-4421; fax: 214-905-4412

Staff	
Physicians	444
Patients/physician	247
Board-certified	95%
Specialists	826
Administrative	2
Facilities	
Hospitals	22
Pharmacies	52
Users: Group Health	
Employer/payer groups	12
Employees & dependents	109,500
Users: Workers Compensation	
Employer/payer groups	1
Total users	**109,500**

Service area: Texas: Collin, Dallas, Denton, Erath, Hood, Johnson, Kaufman, Rockwall, Somervell and Tarrant counties.
Compensation: Is compensated by employers/payers, insurers, TPAs.
Contact: Nancy Griest, director-managed care plans.
See HEC Select PPO consolidated listing under Texas.

HEC Select PPO-Houston

11011 Richmond Ave., Suite 200, Houston, Texas 77042; 713-785-0095; fax: 713-785-9337

Staff	
Physicians	455
Board-certified	90%
Specialists	561
Administrative	2
Facilities	
Hospitals	14
Users: Group Health	
Employer/payer groups	7
Employees & dependents	105,915
Users: Workers Compensation	
Employer/payer groups	1
Total users	**105,915**

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THE SECOND ANNUAL
Business Insurance
WINTER HEALTH CARE MANAGEMENT & COST CONTAINMENT CONFERENCE

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January 19-21, 1994
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CONFERENCE AGENDA

WEDNESDAY, JANUARY 19

6:00 – 7:30 p.m. EARLY REGISTRATION & COCKTAIL RECEPTION
Hosted by Business Insurance and International Business Forum

THURSDAY, JANUARY 20

8:00 a.m. *Continental Breakfast & Registration*

9:00 a.m. OPENING REMARKS BY CONFERENCE CHAIRMEN
Kathryn J. McIntyre
Vice President, Publisher & Editorial Director
Business Insurance

James M. Burcke, Editor
Business Insurance

9:15 a.m. KEYNOTE ADDRESS
Russell C. Coile, Jr., President
The Health Forecasting Group

9:45 a.m. HEALTH CARE REFORM: WHAT THE MAJOR PLAYERS WANT
Panel Moderator:
Jerry Geisel, Editor-at-Large
Business Insurance

Larry Milroy
Director – Benefit Management and Health Services
Rockwell International Corp.

William H. Sharkey, Jr.
Senior Vice President, National Marketing
CIGNA Corp.

G. Rodney Wolford, President & CEO
California Healthcare System

10:45 a.m. *Mid-Morning Refreshments & Table-Top Exhibits*

11:15 a.m. CONTROLLING EXPENSIVE CASES: PRENATAL & WELL BABY CARE
Maureen Corry
Director of Education & Health Promotion
The March of Dimes

Beverly King, Director of Human Resources
Los Angeles Department of Water & Power

12:15 p.m. LUNCHEON FOR SPEAKERS AND ATTENDEES
Hosted by CIGNA Corp., Intracorp and MCC Behavioral Care

1:15 p.m. KEYNOTE LUNCHEON SPEAKER
Jerry D. Gardner, M.D.
Professor of Internal Medicine
Associate Chairman, Department of Internal Medicine
School of Medicine
St. Louis University Health Sciences Center

Continued from previous page

Operational date: November 1987.
Service area: Texas: Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty and Montgomery counties.
Compensation: Is compensated by employers/payers, insurers, TPAs.
Contact: Nancy Griest, director-managed care plans.

See HEC Select PPO consolidated listing under Texas.

HEC Select PPO-Managed Behavioral

1300 W. Mockingbird Lane, Dallas, Texas 75247; 214-905-4421; fax: 214-905-4411

Specialty PPO providing mental health services only

Staff

Psychiatrists	12
Patients/physician	1,044
Board-certified	100%
Specialists	186
Administrative	2

Facilities

Hospitals	66

Users: Group Health

Employer/payer groups	3
Employees & dependents	12,525
Total users	**12,525**

Operational date: April 1990.

Service area: Kentucky: Fayette and Jefferson counties; Ohio: Trumbull County; Oklahoma: Tulsa County; Texas: Collin, Dallas, Denton, Erath, Harris, Johnson, Kaufman, Rockwall, Somervell and Tarrant counties; Utah: Salt Lake City County; West Virginia: Berkeley County.
Services: Substance abuse and psychiatry. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.
Contact: Nancy Griest, director-managed care plans.

See HEC Select PPO consolidated listing under Texas.

John Hancock Preferred Physician Managed Network

John Hancock Financial Services, P.O. Box 111, Boston, Mass. 02117; 617-572-6000; fax: 617-572-7138

See Cost Care Physician Managed Network listing under Texas.

Health Care Partners Inc.

18587 Sigma Road, Suite 200, San Antonio, Texas 78258; 210-490-9008; fax: 210-490-4948

Staff

Physicians	54
Specialists	254

Facilities

Hospitals	10

Users: Group Health

Employer/payer groups	8
Employees & dependents	5,800
Total users	**5,800**

Operational date: January 1990.
For profit.
Service area: Texas.

Contracts with MedCorp Southwest in Arkansas, Oklahoma, Texas; Medical Options Resources Inc. in Texas; National Healthcare Alliance in Texas.
Services: Standard package excluding prescriptions and substance abuse. Other services include chiropractors, vision, dental, durable medical equipment and OB/Gyn. Services available unbundled. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee.
UR: Standard procedures including independent medical evaluations. UR provided by Health Care Review Inc. and other outside contractors.
Officers: Delores Morton, president; Robert D. Brown, vp/executive director; Dr. Carmault B. Jackson Jr., medical director.
Contact: Maureen Brown.

HealthFirst Alliance

9430 Research Blvd., Building IV, Suite 400, Austin, Texas 78759; 512-343-4577; fax: 512-345-2924

Staff

Physicians	375
Board-certified	92%
Specialists	250
Administrative	5

Facilities

Hospitals	4

Users: Group Health

Employer/payer groups	11
Employees & dependents	15,000
Total users	**15,000**

Operational date: January 1991.
For profit.
Service area: Texas: Austin, Bastrop and Blanco counties and Elgin, Johnson City, Lockhart, Round Rock, San Marcos and Smithville areas.
Services: Standard package including chiropractic, vision, durable medical equipment, podiatry, OB/Gyn., rehabilitation, hospice, diagnostic services, physical therapy, neurometrics labs, radiology and pathology. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.
UR: Varies by employer or contract group.
Contact: Mary W. Patterson or Catherine A. McCoy.

Humana Insurance Co.

5350 S. Staples, Suite 301, Corpus Christi, Texas 78411; 512-994-2000; fax: 512-994-2002

Total users 10,822

Operational date: 1985.
Officers: Richard Willis, executive director; Dr. David Olson, medical director.

Humana Insurance Co.

Med Center Plaza, 8431 Fredericksburg Road, San Antonio, Texas 78229; 210-617-1000; fax: 210-617-1019

Total users 25,534

Operational date: 1986.
Service area: Texas: Atascosa, Bandera, Bexar, Blanco, Comal, Frio, Guadalupe, Karnes, Kendall and Medina counties.
Officers: Linda Hummel, director-sales; Michael B. McAllister, vp; Michael Seltzer, executive director.

Medical Care Referral Group

4100 Rio Bravo, Suite 211, El Paso, Texas 79902; 915-532-2408; fax: 915-532-1772

Staff

Physicians	87
Administrative	12

Facilities

Hospitals	4
Pharmacies	10

Users: Group Health

Employer/payer groups	70

Claims paid

1992	$11,000,000
1991	$8,000,000

Operational date: October 1985.
For profit.
Service area: Texas: El Paso area.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO and Assured Benefits Administration.
Officers: Lorri Halow, president; Joe Halow, executive director; Jim Snow,

Continued on next page

1:45 p.m. *Break*

2:15 p.m. COMPLYING WITH ADA & EEOC REGULATIONS WHILE CONTROLLING COSTS

Michael J. Lotito, Managing Partner
Jackson, Lewis, Schnitzler & Krupman

3:00 p.m. *Mid-Afternoon Refreshments & Table-Top Exhibits*

3:30 p.m. ALLIANCES IN THE MANAGED PRESCRIPTION DRUG INDUSTRY

Panel Moderator:
Christine Woolsey, Associate Editor
Business Insurance

Managed Health Care Director
The Upjohn Company

Dennis J. Nirtaut, Manager of Employee Benefits
Continental Bank

4:30 p.m. COCKTAIL RECEPTION
Hosted by The Upjohn Company

FRIDAY, JANUARY 21

8:00 a.m. *Continental Breakfast & Table-Top Exhibits*

9:00 a.m. OPENING REMARKS BY CONFERENCE CO-CHAIR

James M. Burcke, Editor
Business Insurance

9:15 a.m. FAIR & ADEQUATE MANAGED MENTAL HEALTH CARE COVERAGE

Panel Moderator:
Joan Pearson, Principal
Towers Perrin

Ann Collins, Director
Employee Benefits North America
Philip Morris Management Corp.

Stephen Connor, M.D., Medical Director
PacifiCare Behavioral Health/LifeLink

William M. Glazer, M.D.
Associate Clinical Professor of Psychiatry
Yale University School of Medicine

10:15 a.m. *Mid-Morning Refreshments & Table-Top Exhibits*

10:45 a.m. EMPOWERING EMPLOYEES TO MAKE WISE HEALTH CARE CHOICES

Carson E. Beadle, Managing Director
William M. Mercer, Inc.

Dorothy E. Dugger, M.D.
Chief Medical Officer, Intracorp

Paula Roe, Vice President – Compensation & Benefits
Norwest Corp.

11:45 a.m. OUTCOMES MEASUREMENT: CAN IT REDUCE HEALTH CARE COSTS?

Lucy Johns, Independent Consultant
Health Care Planning & Policy

William J. O'Neil
Manager of Health Care & Wellness Programs
Procter & Gamble Co.

12:30 p.m. LUNCHEON FOR SPEAKERS AND ATTENDEES

1:30 p.m. KEYNOTE LUNCHEON SPEAKER

Ellen M. Sanders, Partner
Innovative Health Care Services, Inc.
First Vice President
American Nurses' Association

2:00 p.m. *Break*

2:30 p.m. DEBATING THE COVERAGE OF EXPERIMENTAL TREATMENT

Panel Moderator:
James M. Burcke, Editor
Business Insurance

Terry Rogers, M.D.
Senior Vice President – Medical Affairs
King County Medical Blue Shield

Lawrence J. Schneiderman
Professor – Department of Family & Preventive Medicine and Department of Medicine
University of California–San Diego

3:30 p.m. WELLNESS PROGRAMS: ARE THEY REALLY EFFECTIVE AT CONTROLLING COSTS?

Panel Moderator:
William E. Hembree, Director
Health Research Institute

William B. Baun
Manager – Health Promotion Department
Tenneco, Inc.

Kurt P. Hobbs
Supervisor – Preventive Health Education
Southern California Edison

Ronald Komers, Personnel Director
County of Ventura

4:30 p.m. CONFERENCE ADJOURNS

CORPORATE SPONSORS

CIGNA Corp.

Intracorp

MCC Behavioral Care

The Upjohn Company

Continued from previous page
medical director; Michael Ralph, marketing director; Eddie Garcia, vp-administration; Dennis Dungon, vp-operations.

MedicalControl Inc.

9649 Webb Chapel Road, Dallas, Texas 75220; 214-352-2666; fax: 214-352-5777

Staff	
Physicians	400
Board-certified	84%
Facilities	
Hospitals	1,200
Users: Group Health	
Employer/payer groups	280
Employees & dependents	721,000
Total users	**721,000**

Operational date: June 1988.
For profit.
Service area: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Washington, West Virginia, Wisconsin and Wyoming.
Services: Standard package excluding prescriptions. Other services include vision, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: UR provided by outside contractors.
Officers: J. Ward Hunt, president; A.J. Rasmarin, COO; Dr. William Amos, medical director; Henry R. Ochel, marketing director.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff	
Physicians	896
Board-certified	90%
Specialists	2,551
Facilities	
Hospitals	159
Users: Group Health	
Employer/payer groups	7
Employees & dependents	63,000
Users: Workers Compensation	
Employer/payer groups	12
Single coverage	702,000
Total users	**765,000**

Service area: Texas.
Contact: Cathy Lamar, director-sales.
See MedView Services Inc. consolidated listing under Michigan.

Mental Health Provider Systems

1991 Lee Road, Cleveland Heights, Ohio 44118; 800-255-6339; fax: 216-932-9458

Specialty PPO providing mental health services only

Staff	
Physicians	14
Board-certified	75%
Specialists	60
Users: Group Health	
Employer/payer groups	1
Employees & dependents	2,600
Total users	**2,600**

Service area: Texas: Brazoria, Chambers, Galveston and Harris counties.
See Mental Health Provider Systems consolidated listing under Ohio.

Met-Elect Network of Dallas

1320 Greenway Drive, Suite 400, Irving, Texas 75038; 214-751-0777

Staff	
Physicians & specialists	1,893
Board-certified	71%
Facilities	
Hospitals	42
Users: Group Health	
Employees & dependents	24,323
Total users	**24,323**

Operational date: January 1987.
Service area: Texas: Dallas area.
See Met-Elect Network consolidated listing under Connecticut.

Met-Elect Network of Houston

5 Post Oak Park, Suite 550, Houston, Texas 77027-3416; 713-961-9944

Staff	
Physicians & specialists	3,535
Board-certified	81%
Facilities	
Hospitals	58
Users: Group Health	
Employees & dependents	59,112
Total users	**59,112**

Operational date: August 1987.
Service area: Texas: Austin, Corpus Christi, Houston and San Antonio areas.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	4,584
Board-certified	85%
Specialists	1,834
Facilities	
Hospitals	271
Users: Group Health	
Employer/payer groups	2,292
Employees & dependents	460,200

Service area: Texas.
See MultiPlan Inc. consolidated listing under New York.

National Healthcare Alliance

770 S. Post Oak Lane, Suite 445, Houston, Texas 77056; 713-439-0123; fax: 713-439-7529

Staff	
Physicians	2,007
Patients/physician	125
Board-certified	62%
Specialists	4,013
Administrative	12
Facilities	
Hospitals	177
Pharmacies	6,000
Users: Group Health	
Employer/payer groups	2,010
Single coverage	126,750
Family coverage	48,701
Employees & dependents	257,951
Users: Workers Compensation	
Employer/payer groups	62
Single coverage	1,182
Total users	**259,133**
Claims paid	
1992	$53,350,000
1991	$39,850,000

Operational date: October 1984.
For profit.
Service area: Texas: 86 northern and southern counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn. and occupational medicine. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures including occupational medicine review. UR provided by the PPO.
Officers: Melvin Q. Thorne, president; Dr. John Baird, medical director; Ray Burns, marketing director; Robert Woolfolk, chairman.
Contact: Melvin Q. Thorne.

North Texas Healthcare Network

5601 N. MacArthur, Suite 300, Irving, Texas 75038; 214-751-0047; fax: 214-518-0025

Staff	
Physicians	1,095
Specialists	2,236
Facilities	
Hospitals	31
Users: Group Health	
Employer/payer groups	2,018
Single & family coverage	93,783
Users: Workers Compensation	
Employer/payer groups	2
Single coverage	1,000
Total users	**215,700**

Operational date: August 1986.
Not for profit.
Ownership: Harris Methodist Health System, Methodist Hospitals of Dallas, Presbyterian Healthcare System, Baylor Health Care System.
Service area: Texas: Collin, Dallas, Denton, Erath, Hood, Kaufman, Tarrant, Wise and Wood counties.
Contracts with Alliance PPO Inc. in the District of Columbia area; Brazos Valley Health Network in Texas (Waco); CHS HealthNet in Florida; Carolina Preferred Care in North Carolina (Winston-Salem); CompMed in Oklahoma (Oklahoma City and Tulsa); East Texas Health Benefit Network in Texas (Tyler); ETHIX Sloans Lake in Colorado (Denver); ETHIX Southwest in Texas (San Antonio); Health Care Savings in North Carolina (Charlotte); Health Choice in Tennessee (Memphis); Health Net in Missouri (Kansas City), Tennessee (Nashville), Texas (Houston); HealthFirst Alliance in Texas (Austin); HealthLink in Missouri (St. Louis); InterGroup Services in Pennsylvania (Philadelphia); Medical Care Referral Group in Texas (El Paso); PPO Alliance in California; PPOM in Michigan (Detroit); Panhandle Provider Organization in Texas (Amarillo); Pennsylvania Health Choice in Pennsylvania (Pittsburgh); Preferred Health Plan in Kentucky (Louisville); Preferred Healthcare Network in Nevada (Reno and Las Vegas); Preferred Plan of Georgia in Georgia (Atlanta); PreferredOne in Minnesota (Minneapolis); Sagamore Health Network in Indiana (Carmel); Samaritan Physician Network in Arizona (Phoenix, Tempe and Tucson); Sound Health of Washington in Washington (Seattle); Southeast Medical Alliance in Arkansas (Little Rock), Louisiana (New Orleans and Shreveport); Upper Valley Health Care in Texas (McAllen); Vantage PPO in Oregon (Portland); Virginia Health Network in Virginia (Richmond).
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures. UR provided by the PPO.
Officers: Charles Coil, president; Dr. Durand Benjamin, medical director; Don Walker, vp-sales/marketing.

Panhandle Provider Organization

1500 Coulter, Suite 5, Amarillo, Texas 79106; 806-358-8303; fax: 806-358-6820

Staff	
Physicians	55
Board-certified	85%
Specialists	120
Facilities	
Hospitals	6
Pharmacies	20
Users: Group Health	
Employer/payer groups	276
Users: Workers Compensation	
Employer/payer groups	2

Operational date: September 1986.
Not for profit.
Ownership: Northwest Texas Healthcare System, St. Anthony's Hospital.
Service area: Kansas: Mead, Morton and Stevens counties; New Mexico: Colfax, Curry, Harding, Lea, Quay, Roosevelt and Union counties; Oklahoma: Cimarron and Texas counties; Texas: 27 counties in the Panhandle region.
Services: Standard package including vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings.
Officers: Elise Eiken, president; Dr. Leslie Reese, Dr. Pablo Diaz, medical directors; Karen Brown, marketing director.

Pearle Managed Vision Care

2534 Royal Lane, Dallas, Texas 75229; 800-776-3933; fax: 214-277-5963

Specialty PPO providing vision services only

Users: Group Health	
Single coverage	2,000,000

Operational date: 1984.
For profit.
Ownership: Pearle Inc.
Service area: Nationwide excluding Alaska, Hawaii, Nevada and Oregon.
Services: Vision. Services available unbundled. May be customized to meet employer specifications.
Compensation: Is compensated by employers/payers, providers.
UR: Precertification.
Contact: Ali Akbar, director-sales/operations, 214-277-5268.

Preferred Health Arrangement

P.O. Box 690450, San Antonio, Texas 78269; 210-699-1872; fax: 210-697-3108

Staff	
Physicians	291
Board-certified	90%
Specialists	598
Administrative	10
Facilities	
Hospitals	8
Users: Group Health	
Employer/payer groups	38
Employees & dependents	48,000
Total users	**48,000**

Operational date: September 1990.
For profit.
Ownership: Third party administrator.
Service area: Texas: Bexar County.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn., home health and IV therapy, radiology, in-patient and out-patient rehabilitation. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges by percent of savings.
UR: Standard procedures. UR provided by Benefit Planners Inc.
Officers: Tom P. Cusick Jr., president; Terry L. Ryan, executive/marketing director; Dr. Miguel Vazquez, medical director.

Preferred Plan of Texas

800 Gessner, Suite 1225, Houston, Texas, 77024; 713-464-1230; fax: 713-464-1677

Staff	
Physicians	874
Board-certified	74%
Specialists	2,869
Administrative	4
Facilities	
Hospitals	63
Users: Group Health	
Employer/payer groups	16
Employees & dependents	39,735
Total users	**39,735**

Service area: Texas: 29 counties in the Austin, Dallas/Fort Worth and Houston areas.
See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Private Healthcare Systems Inc.

Xerox Center, 222 W. Las Colinas Blvd., Irving, Texas 75039; 214-432-1451

Staff	
Physicians	2,170
Specialists	5,454
Administrative	7
Facilities	
Hospitals	91
Users: Group Health	
Employer/payer groups	10,292
Employees & dependents	354,543
Total users	**354,543**

Service area: Texas: Austin, Corpus Christi, Dallas, El Paso, Fort Worth/Arlington, Houston, Katy, McAllen, San Antonio and Waco areas.
Contact: Paul Robinson, regional vp-operations, 617-895-3181.
See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.*

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	31,641
Board-certified	95%
Specialists	44,871
Administrative	75
Facilities	
Hospitals	2,796
Users: Group Health	
Employer/payer groups	489
Employees & dependents	1,500,000
Total users	**1,500,000**
Claims paid	
1992	$175,575,000
1991	$138,937,000

Operational date: November 1986.
For profit.
Ownership: The Travelers Insurance Co.
Service area: Nationwide including Alaska, District of Columbia and Hawaii but excluding Idaho, Maine, Montana and Vermont.
Contracts with Advantage Health in Pennsylvania (Armstrong, Allegheny, Beaver, Butler, Clarion, Lawrence, Washington and Westmoreland counties), West Virginia (Ohio and Wetzel counties); Alliance Health Provider PPO in Texas (Brazoria, Chambers, Fort Bend, Harris and Galveston counties); Alliance PPO Inc. in District of Columbia, Maryland, northern Virginia; Associates for Healthcare Inc. in Wisconsin; Consumer Health Network in New Jersey; ETHIX Great Lakes in Michigan; ETHIX Mid Rivers in southern Illinois, Missouri (St. Louis County); ETHIX Midwest in Minnesota; ETHIX Northwest in Alaska, Montana, Washington; ETHIX Pacific in Oregon; Health Care Savings in North Carolina; Health First Alliance in Texas (Travis County); Health Management Associates in Arizona, Nevada; MedCost/Carolina Preferred in South Carolina; Northcare in northeast Colorado; Ohio Health Choice Plan in Ohio; Panhandle Providers in Texas; PPO Alliance Plus in California; Preferred Care Inc. in Pennsylvania (Bucks, Chester, Delaware, Lackawana, Lehigh, Monroe, Montgomery, North Hampton and Philadelphia counties); Preferred Health Partnership in eastern Tennessee; Preferred Plan Inc. in Illinois (Cook, Du Page, Kane, Kankakee, Kendall, Lake, McHenry and Will counties), Indiana (Lake and Porter counties); Preferred Plan of Georgia in Georgia (Cobb, De Kalb, Fulton and Gwinnett counties); Preferred Plan of Indiana in Indiana (Allen, Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan, Shelby and Whitley counties); Preferred Plan of Massachusetts in Massachusetts; Preferred Plan of Missouri in Missouri (Clay, Jackson and Platte counties); Preferred Plan of Nebraska/Iowa in Iowa (Mills and Pottawattamie counties), Nebraska (Cass, Dodge, Douglas, Saunders and Washington counties); Sooner Health Care Plan in Oklahoma; Southeast Medical Alliance in Arkansas, Louisiana.
Services: Standard package including chiropractors, durable medical equipment, podiatry, OB/Gyn., rehabilitation, maternity management, transplant, cardiovascular care, large claim negotiation and occupational injury. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off cus-
Continued on next page

Standard utilization review services include: preadmission hospital review, precertification, concurrent hospital treatment review, length of stay determination, discharge planning, retrospective review, second surgical opinion, hospital bill audits, outpatient service predetermination and case management.

Continued from previous page

tomary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.

UR: Standard procedures excluding retrospective review and hospital bill audits. Also performs home health care and durable medical equipment certification and rate negotiation. UR provided by the PPO.

Officers: Nancy Connaway, executive director; Dr. Wilson Weatherford, medical director; Alan Scoggins, marketing director; Roger Chapman; Kay Grant; Robert Newton; Ken Weithers.

** Figures are consolidated, including all PPOs in this organization.*

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	2,105
Board-certified	95%
Specialists	3,486
Facilities	
Hospitals	453

Service area: Texas.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Provider Networks of America Inc.*

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-73 487

Staff	
Physicians	27,00"
Patients/physician	10,0.
Board-certified	75%
Specialists	17,000
Facilities	
Hospitals	1,510
Pharmacies	600
Users: Group Health	
Employer/payer groups	66
Employees & dependents	1,800,000
Total users	1,800,000
Claims paid	
1992	$114,000,000

Operational date: October 1989.
For profit.
Service area: Colorado, Georgia, Louisiana, Massachusetts, New Mexico, Oklahoma, South Dakota, Tennessee and Texas.
Services: Standard package including vision, home health care, rehabilitation, outpatient surgery, orthopedics/prosthetics and laboratory.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings.
UR: Standard procedures excluding length of stay determination, retrospective review, hospital bill audits and outpatient service predetermination. UR provided by outside contractors.
Officers: Dr. Allen Rafeh, president; Leila Potter, executive director; Dr. Leword Graivier, medical director; Donna Hill, marketing director/provider relations.
Contact: Donna Hill.

** Figures are consolidated, including all PPOs in this organization.*

Provider Networks of America Inc.

4100 International Plaza, Suite 180, Fort Worth, Texas 76109; 817-735-8293; fax: 817-735-1487

Facilities	
Hospitals	137

Service area: Texas: statewide.
Contact: Chris Goetz.

See Provider Networks of America Inc. consolidated listing under Texas.

PruNetwork of Austin

7700 Chevy Chase Drive, Austin, Texas 78752; 512-465-6612

Staff	
Physicians	146
Patients/physician	13
Specialists	365
Administrative	85
Facilities	
Hospitals	9
Pharmacies	26

Operational date: 1987.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Bastrop, Hays and Travis and portions of Caldwell and Williamson counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry, OB/Gyn., neurology, dermatology and cardiology. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by insurers; charges by discounted fee.
UR: Preadmission review, precertification and concurrent review. UR provided by the PPO.
Officers: Rollin Lacy, president; Ron Yarbrough, executive director; Dr. Bryan Spires, medical director; Herman Wright, marketing director; Dr. Sharon Lewis, regional quality improvement.
Contact: Herman Wright, 512-346-2800.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruNetwork of Houston

24 Greenway Plaza, Suite 500, Houston, Texas 77046; 713-993-3801; fax: 713-965-8254

Staff	
Physicians	414
Patients/physician	11
Board-certified	90%
Specialists	645
Administrative	5
Facilities	
Hospitals	22
Pharmacies	132
Users: Group Health	
Employees & dependents	3,632
Total users	3,632

Operational date: 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Brazoria, Fort Bend, Galveston, Harris, Montgomery and Waller counties.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges by fee schedule.
UR: Standard procedures. UR provided by the PPO.
Officers: Robert Winters, chairman/CEO; Raymond Flachbart, executive director; Dr. William Hauser, medical director; Tim Corrigan, marketing director.
Contact: Tim Corrigan.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruNetwork of North Texas

4100 Alpha Road, Suite 400, Dallas, Texas 75244; 214-991-0014; fax: 214-448-3815

Staff	
Physicians	821
Patients/physician	11
Board-certified	77%
Specialists	1,020
Administrative	99
Facilities	
Hospitals	34
Pharmacies	176
Users: Group Health	
Employees & dependents	9,211
Total users	9,645

Operational date: May 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Collin, Dallas, Denton, Ellis, Hood, Johnson, Kaufman, Somervell, Parker, Rockwall and Tarrant counties.
Services: Standard package excluding prescriptions. Other services include durable medical equipment and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by insurers; charges discounted fee.
UR: Standard procedures excluding length of stay determination, discharge planning, retrospective review, hospital bill audits and outpatient service predetermination. UR provided by the PPO.
Officers: William P. Link, president; Victor Lazzaro, executive director; Robert Jacqmin, medical director; Joel Suarez, marketing director.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

PruNetwork of San Antonio

40 N.E. Loop 410, Suite 600, San Antonio, Texas 78216; 210-366-1921; fax: 210-366-8640

Staff	
Physicians	169
Specialists	393
Facilities	
Hospitals	14
Pharmacies	48
Users: Group Health	
Employees	1,000
Total users	80,000

Operational date: 1992
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Greater San Antonio metropolitan area including Bexar, Comal, Guadalupe and Wilson counties and portions of Atascosa, Bandera, Frio, Karnes, Kendall and Medina counties.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

SRS Select Dental Providers Inc.

3845 FM 1960 W., Suite 410, Houston, Texas 77068-3519; 713-444-2194; fax: 713-444-2482

Specialty PPO providing dental services only

Service area: Contracts with Avesis Inc. nationwide.
Officers: Frank J. Berrier Jr., president; Timothy Templin, vp/marketing director; Nancy Anecelle, Ernest C. Munshower, vps.

SRS Select Health Options

3845 FM 1960 W., Suite 410, Houston, Texas 77068-3519; 713-444-2194; fax: 713-444-2482

Service area: Contracts with Beech Street Inc. nationwide; Health Strategies Inc. in Texas.
Officers: Frank J. Berrier Jr., president/marketing director; Dr. Vergil C. Pebley, medical director; Nancy Anecelle, Ernest Munshower, vps.

San Antonio Health Care Management

40 N.E. Loop 410, Suite 600, San Antonio, Texas 78216; 210-366-1921; fax: 210-366-8641

Staff	
Physicians	179
Patients/physician	5.76
Board-certified	92.7%
Specialists	361
Administrative	76
Facilities	
Hospitals	13
Pharmacies	48

Operational date: May 1991.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Texas: Bexar, Comal, Guadalupe and Kendell counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry, OB/Gyn., neurology, dermatology and cardiology. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem; is compensated by insurers; charges by discounted fee.
UR: Preadmission review, precertification, concurrent review, second surgical opinion and case management. UR provided by the PPO.
Officers: Rollin L. Lacy, president; Robert L. Smith Jr., executive director; Dr. William Metcalf, medical director; Hal R. Carmichael Jr., marketing director; Teresa McCarthy, member services; Alice Tejada, provider relations; Diane Williams, nurse.
Contact: Hal Carmichael, 210-366-8631.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Sanus Passport

3800 Buffalo Speedway, Suite 200, Houston, Texas 77098; 713-624-5000; fax: 713-963-9417

Staff	
Physicians	220
Patients/physician	110
Board-certified	90%
Specialists	790
Administrative	11
Facilities	
Hospitals	53
Users: Group Health	
Employer/payer groups	284
Employees & dependents	23,000
Total users	23,000

For profit.
Ownership: Sanus Health Corp.
Service area: Texas: 32 counties in the Houston and Gulf coast area.
Services: Standard package excluding prescriptions. Other services include durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: Dr. Jerald Zarin, president; Kim Vannatter, marketing director.
Contact: Warren Benson, manager.

Sanus Preferred Physicians

4500 Fuller Drive, Irving, Texas 75038-6597; 214-650-5500; fax: 214-650-5700

Staff	
Physicians	285
Board-certified	85%
Specialists	897
Administrative	206
Facilities	
Hospitals	33
Users: Group Health	
Employer/payer groups	1,101
Employees & dependents	67,976
Total users	67,976

Operational date: October 1987.
For profit.
Ownership: Sanus Corp. Health Systems.
Service area: Texas: 26 northern counties including Dallas and Tarrant counties.
Services: Standard package excluding prescriptions. Other services include podiatry and OB/Gyn. Employees can select non-PPO providers.
Compensation: Negotiates hospital charges by per diem, fee for service; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee.
UR: Preadmission review and precertification. UR provided by the PPO.
Officers: Joseph T. Lynaugh, president; Stephen P. Yerxa, executive director; Dr. Joseph Cheek, vp/medical director; Charles Page, marketing director; Theodora Waltman, secretary; Nathan H. Eudaly Jr., CFO.

Travelers Managed Care System-Austin

9442 Capital of Texas Highway N., Arboretum Plaza 2, Suite 600, Austin, Texas 78759; 800-424-6480

Staff	
Physicians	722
Facilities	
Hospitals	8
Users: Group Health	
Employer/payer groups	122
Single & family coverage	8,831

Operational date: March 1988.
Service area: Texas: Bell, Bastrop, Blanco, Burnet, Caldwell, Comal, Hays, Lee, Milam, Travis and Williamson counties.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. Also performs focused surgical and diagnostic review. UR provided by the PPO.
Officers: Laura Kabay, executive director; John French, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Dallas/Fort Worth

2250 Lakeside Blvd., Suite 330, Richardson, Texas 75082; 214-437-3074

Staff	
Physicians	2,027
Facilities	
Hospitals	38
Users: Group Health	
Employer/payer groups	469
Single & family coverage	67,207

Operational date: March 1988.
Service area: Texas: Collin, Dallas, Denton, Ellis, Erath, Grayson, Hunt, Johnson, Kaufman, McLennan, Parker, Rockwall, Somervell, Tarrant and Wise counties.
Compensation: Charges flat fee per employee.
Officers: Dave Baker, executive director; John French, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Houston

10800 Richmond Ave., Suite 500, Houston, Texas 77042; 713-268-7800

Staff	
Physicians	2,000
Facilities	
Hospitals	32
Users: Group Health	
Employer/payer groups	1,500
Single & family coverage	90,000

Operational date: March 1988.
Service area: Texas: Fort Bend, Galveston, Harris, Montgomery and portions of Brazoria and Waller counties.
Officers: Denise Palmer, executive director; John French, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-San Antonio

7550 IH 10W, Suite 600, San Antonio, Texas 78759; 800-424-6480

Staff	
Physicians	812
Facilities	
Hospitals	8
Users: Group Health	
Employer/payer groups	146
Single & family coverage	15,398

Operational date: August 1988.
Service area: Texas: Atascosa, Bandera, Bexar, Comal, Guadalupe, Kendall, Kerr, Medina and Wilson counties.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. Also performs focused surgical and diagnostic review. UR provided by the PPO.
Officers: Laura Kabay, executive director; John French, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Trinity Health Network

1612 Summit Ave., Suite 400, Fort Worth, Texas 76102; 817-336-1044; fax: 817-336-6999

Staff	
Physicians	170
Specialists	480
Administrative	5
Facilities	
Hospitals	15
Users: Group Health	
Employer/payer groups	3
Employees & dependents	35,000
Total users	35,000

Operational date: May 1985.
For profit.
Ownership: All Saints Episcopal Hospital of Fort Worth.
Service area: Texas: Dallas and Tarrant counties.
Services: Standard package including podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee.
UR: Precertification, concurrent review, discharge planning, retrospective review and case management. UR provided by the PPO.
Officers: Tom Hardy, vp; Larry Olive, executive director; T.M. Gallagher, medical director; Linda Williams, marketing director.

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UTAH

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff	
Physicians	233
Board-certified	80%
Specialists	545
Facilities	
Hospitals	15
Pharmacies	157

Service area: Utah: Cache, Davis, Salt Lake, Utah and Weber counties.

See The AFFORDABLE Medical Networks consolidated listing under Illinois.

American Chiropractic Network-Southwest

8989 Rio San Diego Drive, Suite 250, San Diego, Calif. 92108; 619-297-8100; fax: 619-297-8189

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	30
Board-certified	100%
Administrative	40
Users: Group Health	
Employees & dependents	5,000
Total users	5,000

Service area: Utah: Ogden, Provo and Salt Lake areas.

Compensation: Charges flat fee per employee, percent of services by doctors/hospitals, fee per authorization processed.

Officers: George DeVries, president/marketing director; Dan Nusser, D.C., medical director; Thomas Allenburg, D.C., chairman; David Cole, treasurer.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	10

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 4500 Cherry Creek Drive S., Denver, Colo. 80222; 303-759-7180

Staff	
Physicians & specialists	1,360
Facilities	
Hospitals	9
Users: Group Health	
Single & family coverage	23,794

Service area: Utah: Ogden, Orem, Provo and Salt Lake City.

Contact: Dennis Lory, manager-major group sales or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	2,304
Facilities	
Hospitals	101

Service area: Utah statewide; Wyoming: Afton and Evanston areas.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Salt Lake City

5295 South 320 West, Suite 280, Salt Lake City, Utah 84107; 801-265-2777; fax: 801-245-2471

Staff	
Physicians & specialists	1,089
Administrative	4
Facilities	
Hospitals	12
Total users	2,559

Operational date: January 1991.

Service area: Utah: Salt Lake City area.

Contact: Andrea Mortensen, 801-261-7545.

See CIGNA Health Plans consolidated listing under Connecticut.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	6
Single & family coverage	39,426

Service area: Utah: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FIRST HEALTH/AFFORDABLE Medical Networks

6975 Union Park Center, Suite 600, Midvale, Utah 84047; 801-568-5500; fax: 801-568-5590

Service area: Contracts with AFFORDABLE Medical Networks.

Met-Elect Network of Utah

1512 Larimer St., Bridge Level, Denver, Colo. 80202; 303-899-4131

Staff	
Physicians & specialists	1,761
Board-certified	70%
Facilities	
Hospitals	23
Users: Group Health	
Employees & dependents	3,658
Total users	3,658

Operational date: November 1989.

Service area: Utah: Salt Lake City area.

See Met-Elect Network consolidated listing under Connecticut.

Multiplan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Specialty PPO providing mental services only	
Staff	
Physicians	258
Board-certified	94%
Specialists	103
Users: Group Health	
Employer/payer groups	129
Employees & dependents	27,100

Service area: Utah.

See Multiplan Inc. consolidated listing under New York.

Premier Medical Network

2180 South 1300 East, Suite 41S, Salt Lake City, Utah 84106; 801-486-3366; fax: 801-467-3020

Staff	
Physicians	350
Patients/physician	80
Board-certified	85%
Specialists	650
Administrative	16
Facilities	
Hospitals	18
Pharmacies	80
Users: Group Health	
Employer/payer groups	260
Employees & dependents	80,000
Users: Workers Compensation	
Employer/payer groups	7
Single coverage	40,000
Total users	120,000
Claims paid	
1992	$30,000,000

Operational date: March 1985.

For profit.

Ownership: Health Trust, Holy Cross hospital, St. Benedict's hospital.

Service area: Idaho: Bear Lake, Caribou, Franklin and Madison counties; Utah: Box Elder, Cache, Carbon, Davis, Duchesne, Millard, Morgan, Salt Lake, Summit, Tooele, Uintah, Utah, Wasatch and Weber counties; Wyoming: Lincoln, Teton and Uinta counties.

Services: Standard including vision, dental, durable medical equipment, podiatry, OB/Gyn., home health and home therapies. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: Lynn S. Simons, president; Dr. Joseph Schoenhals, medical director; Michael Reske, sales manager; Chuck Auchterlonie, COO.

Contact: Michael Reske, sales manager.

Private Healthcare Systems Inc.

650 S. Cherry St., Suite 1050, Denver, Colo. 80222; 303-399-1903

Staff	
Physicians	533
Specialists	827
Administrative	5
Facilities	
Hospitals	9
Users: Group Health	
Employer/payer groups	43*
Employees & dependents	55,539
Total users	55,539

Service area: Utah: Provo/Orem and Salt Lake City/Ogden metropolitan areas.

Contact: Mike Hanson, senior vp-operations, 714-757-7430.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities	
Hospitals	6

Service area: Utah.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

United HealthCare of Utah

790 South 3500 East, Salt Lake, Utah 84121; 801-942-6200; fax: 801-942-0415

Staff	
Physicians	492
Patients/physician	114
Board-certified	83%
Specialists	607
Administrative	34
Facilities	
Hospitals	12
Pharmacies	101
Users: Group Health	
Employer/payer groups	500
Single coverage	7,430
Family coverage	12,622
Employees & dependents	55,949
Claims paid	
1992	$37,289,579
1991	$29,128,908

Operational date: October 1984.

For profit.

Ownership: United HealthCare Corp.

Service area: Utah: Box Elder, Davis, Salt Lake, Tooele, Utah and Weber counties.

Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; PrimeCare Health Plan Inc. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by DRGs; is compensated by employers/payers; charges by percent of premium. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures. UR provided by the PPO.

Officers: Colin Gardner, president; Leonard Grover, vp-marketing; Sandra Watrous, vp-operations.

VERMONT

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	6
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	4

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

CIGNA PPO-Vermont

CHP of Connecticut/Massachusetts, 5700 Bigelow Commons, Enfield, Conn. 06082; 800-345-9458; fax: 203-741-7266

Staff	
Physicians & specialists	534
Administrative	2
Facilities	
Hospitals	5
Total users	4,030

Operational date: January 1992.

Service area: Vermont: statewide.

Contact: Vicki Dillingham, 203-253-7391.

See CIGNA Health Plans consolidated listing under Connecticut.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	11
Total users	13,824

See Davis Vision consolidated listing under New York.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	29,954

Service area: Arizona: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	102
Board-certified	95%
Specialists	41
Facilities	
Hospitals	7
Users: Group Health	
Employer/payer groups	51
Employees & dependents	11,300

Service area: Vermont.

See MultiPlan Inc. consolidated listing under New York.

VIRGIN ISLANDS

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Single & family coverage	2,275

Service area: Virgin Islands.

See Eye Care Plan of America consolidated listing under Arizona.

VIRGINIA

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	56
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	26

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-Hampton Roads

5040 Corporate Woods Drive, Virginia Beach, Va. 23462: 804-671-2734; fax: 804-671-2730

Staff	
Physicians	294
Patients/physician	29
Board-certified	86.8%
Specialists	868
Facilities	
Hospitals	14
Pharmacies	212
Users: Group Health	
Employer/payer groups	129
Employees & dependents	8,677
Total users	8,677

Operational date: March 1987.

Service area: Virginia: Chesapeake, Hampton, Lancaster, Newport News, Norfolk, Portsmouth, Virginia Beach and York counties and city of Williamsburg.

Officers: James McLane, president; Ellen Kinsler, executive director; Dr. David Litchfield, medical director; Joe Burns, marketing director.

Contact: K.C. Mercier.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Richmond

9030 Stony Point Parkway, Richmond, Va. 23235; 804-330-8480; fax: 804-671-2730

Staff	
Physicians	343
Patients/physician	44
Board-certified	84%
Specialists	724
Facilities	
Hospitals	9
Pharmacies	195
Users: Group Health	
Employer/payer groups	139
Employees & dependents	15,299
Total users	15,299

Operational date: January 1988.

Service area: Virginia: Amelia, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, New Kent, Nottoway, Powhatan and Prince Georges counties and cities of Hopewell, Petersburgh and Richmond.

Officers: James McLane, president; Ellen Kinsler, executive director; Dr. David Litchfield, medical director; Joe Burns, marketing director.

Contact: Barbara Hammer.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Roanoke

9030 Stony Point Parkway, Richmond, Va. 23235; 804-330-8348; fax: 804-671-2730

Staff	
Physicians	63
Patients/physician	38
Board-certified	88.9%
Specialists	168
Facilities	
Hospitals	3
Pharmacies	50

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Continued from previous page

Users: Group Health

Employer/payer groups	3
Employees & dependents	2,430
Total users	**2,430**

Operational date: January 1993.

Service area: Virginia: Roanoke County and portions of Bedford, Botetourt and Franklin counties and the cities of Roanoke and Salem.

Officers: James McLane, president; Ellen Kinsler, executive director; Dr. David Litchfield, medical director; Joe Burns, marketing director.

Contact: Carol Duckworth.

See Aetna Health Plans consolidated listing under Connecticut.

The AFFORDABLE Medical Networks

3200 Highland Ave., Downers Grove, Ill. 60515-1223; 708-241-7900; fax: 708-241-7856

Staff

Physicians	545
Board-certified	80%
Specialists	1,270

Facilities

Hospitals	32
Pharmacies	856

Service area: Virginia: Arlington, Bedford, Fairfax, Fauquier, Franklin, Giles, Henrico, Loudoun, New Kent, Pulaski and Roanoke counties and the cities of Alexandria, Chesapeake, Hopewell, Newport, Petersburg, Portsmouth, Richmond and Virginia Beach.

See The AFFORDABLE Medical Networks consolidated listing under Illinois.

American Chiropractic Network

5620 Smetana Drive, Suite 225, Minnetonka, Minn. 55343; 612-938-6909; fax: 612-938-5187

Specialty PPO providing chiropractic services only

Staff

Chiropractors	16
Board-certified	100%

Users: Group Health

Employees & dependents	1,000
Total users	**1,000**

Service area: Virginia: Alexandria, Arlington, Chesterfield, Fairfax, Newport, Norfolk, Petersborough, Richmond, Roanoke and Rockingham counties.

Contact: Scott Watson, marketing director, 919-668-0909.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Anthem Health Systems/ Florida Health Network

10199 Southside Blvd., Suite 300, Jacksonville, Fla. 32246; 904-363-7400; fax: 904-363-7411

Staff

Physicians	1,729

Facilities

Hospitals	14

Service area: Virginia: Suffolk and York counties.

See Anthem Health Systems consolidated listing under Indiana.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Staff

Physicians & specialists	1

Facilities

Hospitals	18

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 1101 Market St., 25th Floor, Philadelphia, Pa. 19107; 215-351-3842

Staff

Physicians & specialists	2,230
Board-certified	68.8%

Facilities

Hospitals	17

Users: Group Health

Single & family coverage	19,545

Service area: Virginia: Charlottesville, Newport, Norfolk, Petersburg, Richmond and Virginia Beach areas.

Contact: MaryBeth Snyder, manager-major group sales or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities

Hospitals	3

Service area: Virginia: Greater Washington, D.C. and northern Virginia areas.

See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Hampton Roads

200 Golden Oak Court, Suite 450, Reflections II, Virginia Beach, Va. 23452; 804-273-1100; fax: 804-463-2134

Staff

Physicians & specialists	1,513
Administrative	3

Facilities

Hospitals	26
Total users	**1,320**

Operational date: February 1990.

Service area: Virginia: Hampton Roads area.

Contact: Laurie Beth Willard.

See CIGNA Health Plans consolidated listing under Connecticut.

CIGNA PPO-Richmond

4050 Innslake Dr., Glen Allen, Va. 23060; 804-273-1100; fax: 804-560-3990

Staff

Physicians & specialists	1,623
Administrative	10

Facilities

Hospitals	14
Total users	**1,444**

Operational date: February 1990.

Service area: Virginia: Richmond area.

Contact: Laurie Beth Willard.

See CIGNA Health Plans consolidated listing under Connecticut.

Community Care Network Inc.

2000 14th St. N., Suite 400, Arlington, Va. 22201; 800-367-2294; fax: 703-841-1322

Staff

Physicians	129
Patients/physician	10
Board-certified	73.6%
Specialists	884

Facilities

Hospitals	9

Users: Group Health

Employer/payer groups	14
Employees & dependents	42,599

Users: Workers Compensation

Employer/payer groups	17

Claims paid

1992	$8,659,389
1991	$7,234,160

Service area: Virginia: Arlington Fairfax, Loudoun, Montgomery, Prince George, Prince William, Pulaski; Roanoke and Stafford counties, and the cities of Alexandria, Fairfax, Falls Church and Roanoke.

Contracts with Virginia Health Network in 120 counties.

Officers: Paul Marchant, executive director.

Contact: Dan Tessauro, manager-sales/marketing.

See Community Care Network Inc. consolidated listing under California.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists	3

Facilities

Hospitals	5

Service area: Virginia: Alexandria, Ar-

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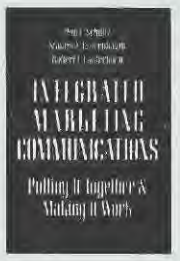
FROM NTC BUSINESS BOOKS

MARKETING BESTSELLERS



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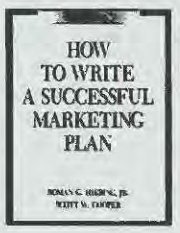

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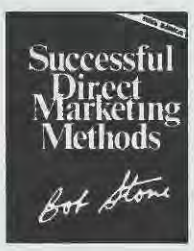

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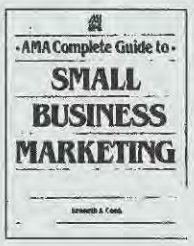

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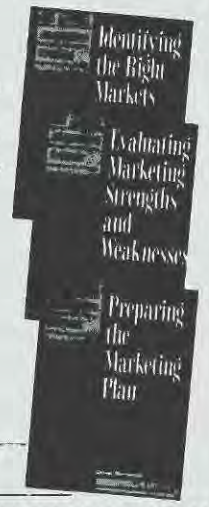

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Continued from previous page
lington, Chesapeake, Danville, Falls Church, Galax, Hampton, Leesburg, Martinsville, McLean, Norfolk, Petersburg, Reston, Roanoke and Salem areas.

See CORPHEALTH, Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only	
Staff	
Physicians & specialists	48
Total users	**11,549**

See Davis Vision consolidated listing under New York.

Diagnostic & Therapy Services P.C.*

8136 Old Keene Mill Road, Suite B-208, Springfield, Va. 22152-1843; 703-866-5908; fax: 703-866-5910

Specialty PPO providing workers comp services only	
Staff	
Physicians	110
Board-certified	97%
Specialists	500
Administrative	15
Facilities	
Hospitals	4
Users: Workers Compensation	
Employer/payer groups	3,000
Single coverage	100,000
Total users	**100,000**
Claims paid	
1992	$5,000,000
1991	$1,000,000

Operational date: January 1991.
For profit.
Ownership: Group of doctors.
Service area: District of Columbia; Virginia: 12 counties in the Richmond area.

Contracts with HealthCare Compare in District of Columbia, Maryland and Virginia.

Services: Standard package excluding prescriptions. Other services include vision, durable medical equipment, podiatry, physical therapy and rehabilitation, occupational medicine and nursing care (psychological, case management and rehabilitation.) Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, organized bundled services; is compensated by providers; charges by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures.

Officers: Dr. Robert F. Byrne, president/executive director; Dr. Martin J. Salmon, medical director; Janice King, marketing director; Elsa Worthman; Kathleen Tracy; Clyde Robinson.

** Figures are consolidated, including all PPOs in this organization.*

Diagnostic & Therapy Services P.C.

8136 Old Keene Mill Road, Suite B-208; Springfield, Va. 22152-1843; 703-866-5908; fax: 703-966-5910

Specialty PPO providing workers comp services only	
Staff	
Physicians	45
Facilities	
Hospitals	4

Service area: Virginia: six counties in the Richmond area.

See Diagnostic & Therapy Services P.C. consolidated listing under Virginia.

EPIC Pharmacy Network Inc.*

6717 Mechanicsville Turnpike, Suite 103, Mechanicsville, Va. 23111; 804-559-4597; fax: 804-559-2038

Specialty PPO providing pharmacy services only	
Facilities	
Pharmacies	375

Operational date: November 1992.
For profit.
Service area: District of Columbia, Maryland and Virginia.
Services: Prescriptions.
Compensation: Is compensated by employers/payers, insurers, TPAs; charges per prescription utilized.
UR: Retrospective review and prospective review. UR provided by the PPO and outside contractors.
Officers: R. Michael Berryman, president; Patrick M. Berryman, broker.

** Figures are consolidated, including all PPOs in this organization.*

EPIC Pharmacy Network Inc.

6717 Mechanicsville Turnpike, Suite 103, Mechanicsville, Va. 23111; 804-559-4597; fax: 804-559-2038

Specialty PPO providing pharmacy services only	
Facilities	
Pharmacies	150

Service area: Virginia.

See EPIC Pharmacy Network Inc. consolidated listing under Virginia.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	14
Single & family coverage	268,014

Service area: Virginia: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

7101 Executive Center Drive, Suite 375, Brentwood, Tenn. 37027; 615-377-9936

Specialty PPO providing workers comp services only	
Staff	
Physicians	136
Board-certified	50%
Specialists	826
Facilities	
Hospitals	37
Users: Workers Compensation	
Employer/payer groups	18
Single coverage	449,510
Total users	**449,510**

Operational date: June 1991.
Service area: District of Columbia; Virginia: 27 counties.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

Met-Elect Network of Virginia

6802 Paragon Place, Suite 312, Richmond, Va. 23230; 804-282-9212

Staff	
Physicians & specialists	1,744
Board-certified	67%
Facilities	
Hospitals	19
Users: Group Health	
Employees & dependents	11,503
Total users	**11,503**

Operational date: January 1989.
Service area: Virginia: Richmond and Tidewater areas.

See Met-Elect Network consolidated listing under Connecticut.

Multiplan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,128
Board-certified	96%
Specialists	451
Facilities	
Hospitals	35
Users: Group Health	
Employer/payer groups	564
Employees & dependents	111,700

Service area: Virginia.

See MultiPlan Inc. consolidated listing under New York.

PPO/KeyCare

2015 Staples Mill Road, P.O. Box 27401, Richmond, Va. 23279; 804-354-2321; fax: 804-354-3700

Staff	
Physicians	3,450
Board-certified	100%
Specialists	6,550
Facilities	
Hospitals	144
Users: Group Health	
Employees & dependents	609,000
Claims paid	
1992	$586,000,000
1991	$453,700,000

Operational date: July 1983.
Not for profit.
Ownership: Blue Cross Blue Shield of Virginia.
Service area: Virginia: 65 counties and 25 cities.
Services: Standard package excluding prescriptions. Other services include chiropractors, durable medical equipment, podiatry, OB/Gyn, skilled nursing facilities, home health care agencies and IV therapy. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings not realized.
UR: Standard procedures excluding second surgical opinion and outpatient service predetermination. UR provided by the PPO.
Contact: Marilyn Grosenick.

Preferred Plan of Mid-Atlantic

2 Wisconsin Circle, Suite 1010, Chevy Chase, Md. 20815; 301-951-1808; fax: 301-951-3719

Staff	
Physicians	203
Patients/physician	32
Board-certified	70%
Specialists	143
Facilities	
Hospitals	8

Service area: Virginia: The city of Alexandria and Arlington, Culpepper, Fairfax, Fauquier, Loudoun, Prince William and Stafford counties.

See Preferred Plan, A TakeCare Preferred Network consolidated listing under Indiana.

Principal Health Care Inc.-PPO Mid-Atlantic*

1801 Rockville Pike, Suite 110, Rockville, Md. 20852; 310-881-4903; fax: 301-231-0020

Facilities	
Hospitals	22

Service area: District of Columbia; Maryland: The city of Baltimore and Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Frederick, Harford, Howard, Montgomery, Prince Georges, Queen Annes, St. Mary's and Washington counties; Virginia: The city of Alexandria and Arlington, Culpepper, Fairfax, Facquier, Loudoun, Prince William and Stafford counties.

** Currently under development.*

See Principal Health Care Inc.-PPO consolidated listing under Maryland.

Private Healthcare Systems Inc.

2000 Corporate Ridge, Suite 510, McLean, Va. 22102; 703-749-3660

Staff	
Physicians	655
Specialists	1,575
Administrative	4
Facilities	
Hospitals	17
Users: Group Health	
Employer/payer groups	521
Employees & dependents	64,124
Total users	**64,124**

Service area: Virginia: Charlottesville, Norfolk/Virginia Beach/Newport News and Richmond/Petersburg metropolitan areas.
Contact: Glenda Henderson, senior vp-operations, 617-895-7540.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	662
Board-certified	95%
Specialists	1,276
Facilities	
Hospitals	33

Service area: Virginia.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Prudential Health Care System of Virginia

1000 Boulders Parkway, Richmond, Va. 23225; 804-323-0900; fax: 804-323-0878

Staff	
Physicians	195
Patients/physician	2
Board-certified	60%
Specialists	409
Facilities	
Hospitals	5
Pharmacies	16
Employees & dependents	468
Claims paid	
1992	$1,733,766
1991	$1,168,444

Operational date: January 1992.
For profit.
Ownership: The Prudential Insurance Co. of America.
Service area: Virginia: Amelia, Caroline, Chesterfield, Charles City, Colonial Heights, Dinwiddie, Fredericksburg, Goochland, Hanover, Henrico, Hopewell, James City, King and Queen, Louisa, New Kent, Nottoway, Petersburg, Powhattan, Prince Georges, Richmond City, Spotsylania and Williamsburg counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: David George, vp; John Joiner, executive director; Steven Mohlie, medical director.

See Prudential Health Care Plan Inc. consolidated listing under New Jersey.

Travelers Managed Care System-Norfolk

100 W. Plume St., Norfolk, Va. 23510; 804-624-8500

Staff	
Physicians	1,200
Facilities	
Hospitals	13
Users: Group Health	
Employer/payer groups	77
Single & family coverage	12,978

Operational date: May 1988.
Service area: Virginia: Chesapeake, Hampton, James City, Newport News, Norfolk, Portsmouth, Suffolk and Virginia Beach counties.
Officers: Karen Haugen, executive director; Brad Van Winkle, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Travelers Managed Care System-Richmond

300 Arboretum Place, 6th Floor, Richmond, Va. 23236; 804-330-6675

Staff	
Physicians	1,600
Facilities	
Hospitals	8
Users: Group Health	
Employer/payer groups	139
Single & family coverage	16,400

Operational date: March 1987.
Service area: Virginia: The cities of Colonial Heights, Hopewell and Richmond and, Chesterfield, Dinwiddie, Hanover, Henrico, New Kent, Petersburg and Prince George counties.
Officers: Karen Haugen, executive director; Brad Van Winkle, district sales manager.

See The Travelers Insurance Co. consolidated listing under Connecticut.

Virginia Health Network

7400 Beaufont Springs Drive, Suite 505, Richmond, Va. 23225; 804-320-3837; fax: 804-320-5984

Staff	
Physicians	800
Board-certified	84%
Specialists	2,181
Administrative	4

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Facilities	
Hospitals	20
Users: Group Health	
Employer/payer groups	1,800
Single & family coverage	52,808
Employees & dependents	121,460
Users: Workers Compensation	
Single coverage	210,000
Total users	**331,460**

Operational date: September 1988.
For profit.
Ownership: Group of nine hospitals.
Service area: Virginia: Charlottesville, Hampton Roads and Richmond areas.
Services: Standard package excluding prescriptions. Other services include chiropractors, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers, insurers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Determined by client.
Officers: James W. Brittain, president; Dr. Robert O. Williams, medical director; J. David Keplinger, marketing director; Judie Southworth, vp-provider services.
Contact: J. David Keplinger.

WASHINGTON

Aetna Health Plans-Puget Sound

1501 Fourth Ave., Suite 1600, Seattle, Wash. 98101; 206-467-2816; fax: 206-467-2087

Staff	
Physicians	930
Patients/physician	11
Board-certified	74.9%
Specialists	1,669
Facilities	
Hospitals	14
Pharmacies	255
Users: Group Health	
Employer/payer groups	96
Employees & dependents	10,491
Total users	**10,491**

Operational date: July 1987.
Service area: Washington: Puget Sound metropolitan area, including Everett, Seattle and Tacoma.
Officers: James McLane, president; Jeanna Holtz, executive director; Dr. John Holder, medical director; James Hickey, marketing director.
Contact: Kelly Monis.
See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Spokane

1501 Fourth Ave., Suite 1600, Seattle, Wash. 98101; 206-467-2816; fax: 206-467-2087

Staff	
Physicians	129
Patients/physician	2
Board-certified	87.5%
Specialists	235
Facilities	
Hospitals	3
Pharmacies	63
Users: Group Health	
Employer/payer groups	10
Employees & dependents	272
Total users	**272**

Operational date: April 1988.
Service area: Washington: Spokane County.
Officers: James McLane, president; Jeanna Holtz, executive director; Dr. John Holder, medical director; James Hickey, marketing director.
Contact: Kelly Monis.
See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network-Northwest

25965 Grahams Ferry Road, Sherwood, Ore. 97140; 503-685-9115; fax: 503-682-6807

Specialty PPO providing chiropractic services only

Staff	
Chiropractors	89
Board-certified	100%
Administrative	3
Users: Group Health	
Employees & dependents	15,000
Total users	**15,000**

Service area: Washington: Benton, Clark, Cowlitz, Franklin, Kent, King, Kitsap, Pierce, Skagit, Snohomish, Spokane, Thurston, Walla Walla and Whatcom counties.
Officers: Larry Burder, D.C., medical director; Linda Ficere, marketing director.
Contact: Linda Ficere.
See American Chiropractic Network Inc. consolidated listing under Minnesota.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	3

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO

CNA Insurance Cos., 50 Fremont St., San Francisco, Calif. 94105; 415-243-4982

Staff	
Physicians & specialists	2,174
Board-certified	68.1%
Facilities	
Hospitals	29
Users: Group Health	
Single & family coverage	4,100

Service area: Washington: Kennewick, Pasco, Richland, Seattle, Spokane, Tacoma and Yakima areas.
Contact: Robert Shaffer, manager-major group sales or Kathy Peters, manager-marketing/support, 312-822-4877.
See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff	
Physicians & specialists	878
Facilities	
Hospitals	23

Service area: Oregon: Portland area; Washington: Seattle, Spokane, Tacoma and Yakima areas plus southern Washington.
See CAPP CARE Inc. consolidated listing under California.

CIGNA PPO-Seattle

701 Fifth Ave., Suite 294, Sea First Columbia Center, Seattle, Wash. 98104; 206-625-8800; fax: 206-625-8879

Staff	
Physicians & specialists	1,923
Facilities	
Hospitals	20
Total users	**10,184**

Operational date: January 1988.
Service area: Washington: Seattle area.
Contact: Andra Owens, 206-625-8865.
See CIGNA Health Plans consolidated listing under Connecticut.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff	
Specialists	1

Service area: Washington: Seattle area.
See CORPHEALTH, Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff	
Physicians & specialists	22
Total users	**11,689**

See Davis Vision consolidated listing under New York.

ETHIX Northwest

4330 Two Union Square, 601 Union St., Seattle, Wash. 98101-2359; 206-447-0757; fax: 206-447-0762

Staff	
Physicians	1,559
Patients/physician	28
Board-certified	95%
Specialists	1,550
Administrative	38
Facilities	
Hospitals	50
Pharmacies	174
Users: Group Health	
Employer/payer groups	315
Employees & dependents	165,715
Total users	**165,715**

Operational date: June 1986.
For profit.
Service area: Alaska: Anchorage area; Montana: Billings area; Washington: Benton, Clallam, Chelan, Clark, Cowlitz, Grant, Grays Harbor, King, Lewis, Mason, Okanogan, Pierce, Skagit, Snohomish, Spokane, Thurston, Walla Walla, Whatcom and Yakima counties.
Services: Standard package including durable medical equipment, podiatry, OB/Gyn., maternity management program, large case management and large claim negotiation. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs, combination of per diem/percent; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings, by per case for maternity management. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.
Officers: David E. Ford, president; Dr. Bruce Amundson, medical director; Steve Roberts, marketing director; Paul Navarro, operations manager.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health	
Employer/payer groups	19
Single & family coverage	131,923

Service area: Washington: statewide.
See Eye Care Plan of America consolidated listing under Arizona.

First Choice Health Network Inc.

1100 Olive Way, Suite 1480, Seattle, Wash. 98101-1838; 206-292-8255; fax: 206-624-4953

Staff	
Physicians	2,000
Specialists	3,000
Administrative	27
Facilities	
Hospitals	55
Pharmacies	300
Users: Group Health	
Employer/payer groups	4,000
Total users	**353,000**

Operational date: September 1984.
For profit.
Ownership: Hospital/group of doctors.
Service area: Washington: statewide.
Services: Standard package including chiropractic, durable medical equipment, podiatry, OB/Gyn. and home therapy. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.
UR: Standard procedures excluding retrospective review. UR provided by the PPO.
Officers: Clayton S. Field, president/executive director; Dr. Anna H. Chavelle, medical director; Ross D. Heyl, marketing director; Randy Barker, Charlotte Wheeler, Barbara J. Morrett, officers.
Contact: Clayton S. Field.

Grays Harbor Medical Bureau

421 W. State St., Aberdeen, Wash. 98520; 206-532-9320; fax: 206-532-9324

Staff	
Physicians	47
Specialists	29
Administrative	2
Facilities	
Hospitals	1
Pharmacies	22
Total users	**3,000**

Not for profit.
Service area: Washington: Grays Harbor and Pacific counties.
Services: Standard package including chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding discharge planning and retrospective review. UR provided by the PPO.
Officers: Gary S. Fisher, president; Patricia Hollatz, executive director; Dr. Robert Haskey, medical director; Mary K. Heyrman, marketing director.
Contact: Mary K. Heyrman.

King County Medical Blue Shield Preferred Plan

1800 Ninth Ave., Seattle, Wash. 98101; 206-389-7904; fax: 206-626-6152

Staff	
Physicians	2,103
Patients/physician	110
Board-certified	42%
Specialists	3,048
Facilities	
Hospitals	20
Pharmacies	650
Users: Group Health	
Employer/payer groups	4,789
Employees & dependents	346,096
Total users	**359,225**
Claims paid	
1992	$195,284,000
1991	$191,226,000

Operational date: May 1985.
Not for profit.
Ownership: King County Medical Blue Shield.
Service area: Washington: Clark, Cowlitz, King, Kitsap, Lewis, Pierce, Skagit, Snohomish, Thurston and Wahkiakum counties.
Services: Standard package excluding prescriptions. Other services include vision, durable medical equipment, podiatry, OB/Gyn., infusion services, prosthetics/orthotics, ambulance, dietetic services, audiological/speech therapy, lab services, home health/hospice and ambulatory surgical services. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by DRGs, discounted charges; is compensated by providers; charges by percent of savings.
UR: Standard procedures excluding discharge planning and retrospective review. UR provided by the PPO.
Officers: Winlock Pickering, president; Dale Francis, executive vp; Dr. Terry Rogers, senior vp-medical affairs; Herb Breitenborn, vp-marketing/sales; Stephanie Hunter, vp-provider affairs; Pete Fullerton, director-pharmacy services.

MSC Preferred Plan

P.O. Box 3048, Spokane, Wash. 99220; 509-536-4700; fax: 509-536-8245

Staff	
Physicians	352
Board-certified	100%
Specialists	851
Administrative	320
Facilities	
Hospitals	21
Pharmacies	200
Users: Group Health	
Employer/payer groups	1,739
Family coverage	49,000
Employees & dependents	99,736
Total users	**99,736**

Operational date: February 1987.
Not for profit.
Ownership: Blue Shield of Washington.
Service area: Washington: Adams, Benton, Chelan, Douglas, Ferry, Franklin, Grant, Kittitas, Lincoln, Okanogan, Pend Oreille, Spokane, Stevens and Whitman counties.
Services: Standard package including chiropractors, durable medical equipment, podiatry and OB/Gyn. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers.
UR: Standard procedures. UR provided by the PPO.
Officers: Fred Jacot, president/CEO; Dr. Bill Marineau, medical director; Robert McLaughlin, vp.

Met-Elect Network of Washington

2001 Sixth Ave., Suite 2203, Seattle, Wash. 98121; 206-441-3456

Staff	
Physicians & specialists	6,763
Board-certified	90%
Facilities	
Hospitals	67
Users: Group Health	
Employees & dependents	19,933
Total users	**19,933**

Operational date: March 1989.
Service area: Washington: Seattle and Spokane areas.
See Met-Elect Network consolidated listing under Connecticut.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	1,308
Board-certified	93%
Specialists	523
Facilities	
Hospitals	100
Users: Group Health	
Employer/payer groups	654
Employees & dependents	132,500
Total users	**99,736**

Service area: Washington.
See MultiPlan Inc. consolidated listing under New York.

Pierce County Medical Bureau Inc.

1501 Market St., P.O. Box 2915, Tacoma, Wash. 98401-2915; 206-597-6520; fax: 206-597-7475

Staff	
Physicians	400
Specialists	800
Facilities	
Hospitals	10
Pharmacies	88
Users: Group Health	
Employer/payer groups	1,150
Single & family coverage	57,666
Employees & dependents	117,038
Total users	**163,255**
Claims paid	
1992	$161,000,000
1991	$138,000,000

Operational date: January 1985.
Not for profit.
Ownership: Pierce County Medical-A Blue Shield Plan.
Service area: Washington: Pierce County.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Is compensated by employers/payers; charges flat fee per employee.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO.
Officers: Donald P. Sacco, president; Lester Reid, medical director; Martin R. Andrews, marketing director.

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Continued from previous page

Private Healthcare Systems Inc.

777 108th Ave., Suite 2260, Bellevue, Wash. 98004; 206-450-5558

Staff	
Physicians	898
Specialists	1,276
Administrative	5
Facilities	
Hospitals	29
Users: Group Health	
Employer/payer groups	152
Employees & dependents	26,991
Total users	**26,991**

Service area: Washington: Bremerton, Mount Vernon, Richland/Kennewick/Pasco, Seattle, Spokane, Tacoma and Yakima metropolitan areas.

Contact: Mike Hanson, senior vp-operations, 714-757-7430.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	1,239
Board-certified	95%
Specialists	1,031
Facilities	
Hospitals	52

Service area: Washington.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Prudent Buyer Plan

7001 220th St. S.W., Mountlake Terrace, Wash. 98043; 206-670-3000

Staff	
Physicians	6,758
Facilities	
Hospitals	84
Users: Group Health	
Employees & dependents	392,727
Total users	**392,727**

Operational date: October 1985.

Ownership: Blue Cross of Washington & Alaska.

Service area: Alaska: Anchorage, Fairbanks, Ketchikan and Seward counties; Washington.

UR: Standard procedures excluding length of stay determination, retrospective review, second surgical opinion, hospital bill audits and outpatient service predetermination.

Sound Health

1501 Fourth Ave., Suite 500, Seattle, Wash. 98101; 800-443-0996

Staff	
Physicians	1,734
Patients/physician	400
Board-certified	88%
Specialists	5,332
Facilities	
Hospitals	69
Users: Group Health	
Employer/payer groups	3,370
Employees & dependents	315,229
Total users	**315,229**

Operational date: 1985.

Not for profit.

Ownership: Sisters of Providence Health System.

Service area: Alaska: Anchorage area; northern Idaho; Montana: Missoula area; Washington: 36 counties.

Contracts with Admar Corp. in Arizona, California, Colorado, Missouri; Community Care Network in Alaska, Arizona, California, Colorado, District of Columbia, Florida, Hawaii, Idaho, Illinois, Indiana, Kansas, Louisiana, Maryland, Michigan, Mississippi, Missouri, Montana, Nebraska, New Mexico, Oklahoma, Oregon, Pennsylvania, Tennessee, Texas, Virginia, Washington, Wisconsin; Cost Care Physician Managed Network in California; Interplan Corp. in California; Preferred Health Network in Arizona, California, Nevada; HealthStar in Illinois, Georgia, Indiana, Kentucky, Ohio; HealthNetwork in Illinois, northwest Indiana, Iowa, Michigan, Wisconsin; CompMed in Oklahoma; Vantage PPO in Oregon; North Texas Healthcare Network in Texas.

Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry, OB/Gyn., registered nurse practitioner and physicians' assistants. Services available unbundled. Employees can select non-PPO providers.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; charges flat fee per employee, by percent of savings. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: Jerry Coe, CEO-Sound Family of Health Plans; Patricia Eleison, director-PPO operations; Dr. Fritz van Paasschen, medical director; Paddy Cottrell, marketing director; Cassie Undlin, CFO; Jeff Blancett, COO.

Contact: Patricia Eleison.

United Northwest Services Inc. (United PPO)

P.O. Box 141253, Spokane, Wash. 99214; 509-928-2569; fax: 509-926-3056

Staff	
Physicians	2,000
Patients/physician	30
Board-certified	70%
Specialists	1,500
Administrative	9
Facilities	
Hospitals	40
Users: Group Health	
Employer/payer groups	35
Total users	**200,000**

Operational date: September 1984.

For profit.

Service area: Alaska, northern Idaho, Nevada, Oregon and Washington.

Contracts with Preferred Plans Inc. in Nevada; Beech Street of California Inc. for hospital services in states other than Nevada, Oregon and Washington.

Services: Standard package excluding prescriptions. Other services include chiropractors, vision, durable medical equipment, podiatry and OB/Gyn. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals.

UR: Standard procedures excluding outpatient service predetermination. UR provided by Action Health.

Officers: Dr. Milan Jeckle, president; William A. Jeckle, executive director; Dr. Lawrence Worth, medical director; Heidi Harrington, secretary; Julia Clark, treasurer; Tom Markson, vp-operations.

Contact: William A. Jeckle.

Whatcom Medical Bureau

3000 N.W. Ave., Bellingham, Wash. 98227; 206-734-8000 ext. 245; fax: 206-734-6676

Staff	
Physicians	64
Board-certified	90%
Specialists	182
Administrative	72
Facilities	
Hospitals	11
Pharmacies	12
Users: Group Health	
Employer/payer groups	2,103
Single coverage	20,000
Family coverage	40,000
Employees & dependents	60,000
Total users	**60,000**
Claims paid	
1992	$50,000,000
1991	$45,000,000

Operational date: August 1985.

Not for profit.

Ownership: Blue Shield of Washington.

Service area: Washington: San Juan and Whatcom counties.

Services: Standard package including podiatry and OB/Gyn. May be customized to meet employer specifications.

Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding hospital bill audits. UR provided by the PPO.

Officers: Charles Beard, president; Michael G. Fournier, marketing director.

Contact: Michael G. Fournier.

WEST VIRGINIA

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	2

See Beech Street of California Inc. consolidated listing under California.

CORPHEALTH, Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only	
Facilities	
Hospitals	1

Service area: West Virginia: Huntington area.

See CORPHEALTH, Inc. consolidated listing under Texas.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only	
Users: Group Health	
Employer/payer groups	4
Single & family coverage	76,260

Service area: West Virginia: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

MedSelect/SelectNet

1 Hillcrest Drive E., Charleston, W.Va. 25326; 304-347-0638; fax: 304-347-0746

Staff	
Physicians	75
Patients/physician	613
Board-certified	82%
Specialists	272
Administrative	5
Facilities	
Hospitals	26
Users: Group Health	
Employer/payer groups	412
Single coverage	7,505
Family coverage	10,912
Employees & dependents	42,359
Total users	**42,359**
Claims paid	
1992	$14,850,000
1991	$13,500,000

Operational date: September 1986.

For profit.

Ownership: Joint venture.

Service area: West Virginia; contiguous counties in Kentucky, Maryland, Ohio, Pennsylvania and Virginia.

Services: Standard package excluding prescriptions. Other services include OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by discount off customary rates, per confinement; is compensated by employers/payers; charges flat fee per employee.

UR: Standard procedures excluding second surgical opinion, hospital bill audits and outpatient service predetermination. UR provided by PRS, Medcert and Intracorp.

Officers: Dr. David Avery, president; Jennings Hart, executive director; Dr. Robert Leadbetter, medical director; Jan Strope, marketing director; Bob Hardwick, vp; Marty Becker, secretary.

Contact: Jan Strope.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff	
Physicians	366
Board-certified	82%
Specialists	146
Facilities	
Hospitals	14
Users: Group Health	
Employer/payer groups	183
Employees & dependents	34,900

Service area: West Virginia.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff	
Physicians	120
Board-certified	95%
Specialists	121
Facilities	
Hospitals	12

Service area: West Virginia.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

WISCONSIN

AIIA

275 Williamson Blvd., P.O. Box 11770, Daytona Beach, Fla. 32120; 904-254-7800; fax: 904-254-7888

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	42
Users: Group Health	
Employer/payer groups	2
Users: Workers Compensation	
Employer/payer groups	2

Contact: John C. Barrett, marketing director.

See AIIA consolidated listing under Florida.

Aetna Health Plans-Kenosha

2675 N. Mayfair Road, Suite 506, Milwaukee, Wis. 53226; 414-256-2296; fax: 414-256-2299

Staff	
Physicians	35
Patients/physician	14
Specialists	99
Facilities	
Hospitals	1
Pharmacies	17
Users: Group Health	
Employer/payer groups	8
Employees & dependents	481
Total users	**481**

Operational date: August 1986.

Service area: Wisconsin: Kenosha County.

Officers: James McLane, president; Marlene Morgano, executive director; Dr. Katherine Dillig, medical director; Mike Carr, marketing director.

Contact: Jessie Williams.

See Aetna Health Plans consolidated listing under Connecticut.

Aetna Health Plans-Milwaukee

2675 N. Mayfair Road, Suite 506, Milwaukee, Wis. 53226; 414-256-2296; fax: 414-256-2299

Staff	
Physicians	440
Patients/physician	78
Board-certified	82.5%
Specialists	773
Facilities	
Hospitals	13
Pharmacies	221
Users: Group Health	
Employer/payer groups	143
Employees & dependents	34,611
Total users	**34,611**

Operational date: October 1986.

Service area: Wisconsin: Milwaukee, Ozaukee, Washington and Waukesha counties.

Officers: James McLane, president; Marlene Morgano, executive director; Dr. Katherine Dillig, medical director; Mike Carr, marketing director.

Contact: Jessie Williams.

See Aetna Health Plans consolidated listing under Connecticut.

American Chiropractic Network-North Central

2825 N. Mayfair Road, Suite 106, Wauwatosa, Wis. 53222; 414-476-4733; fax: 414-476-4517

Specialty PPO providing chiropractic services only	
Staff	
Chiropractors	476
Board-certified	100%
Administrative	10
Users: Group Health	
Employees & dependents	370,000
Workers Compensation	
Single coverage	105,000
Total users	**475,000**

Service area: Wisconsin: 47 counties.

Officers: Jefferey J. Nienhaus, executive director.

See American Chiropractic Network Inc. consolidated listing under Minnesota.

Associates for Health Care Inc.

125 N. Executive Drive, Suite 201; Brookfield, Wis. 53005; 414-784-9007

Staff	
Physicians	671
Patients/physician	112
Board-certified	79%
Specialists	815
Administrative	20
Facilities	
Hospitals	43
Pharmacies	53
Users: Group Health	
Employer/payer groups	2,732
Single coverage	31,246
Family coverage	46,868
Employees & dependents	195,285
Users: Workers Compensation	
Employer/payer groups	3
Single coverage	2,600
Total users	**195,285**

Operational date: September 1984.

For profit.

Service area: Nationwide.

Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry, OB/Gyn., home health care, X-ray/lab, hospice, rehabilitation and ambulance service. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers, providers; charges flat fee per employee, by percent of savings, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings not realized.

UR: Standard procedures excluding retrospective review, second surgical opinion, hospital bill audits and outpatient service predetermination. Also performs outpatient psychiatric, maternity and oncology review. UR provided by the PPO.

Officers: Richard L. Blomquist, president/marketing director; Judith A. Blomquist, vp; Dr. Jacob L. Golding, medical adviser; David Dobias, senior vp-administration; Vickie Chaltas, vp-payer/provider relations; Gary Wroblewski, vp-PPO development; Peter J. Grimes, vp-new product development.

Beech Street of California Inc.

2 Ada, Irvine, Calif. 92718; 714-727-1353 or 800-233-2478; fax: 714-727-1319

Facilities	
Hospitals	8

See Beech Street of California Inc. consolidated listing under California.

CNA Managed Care PPO-Milwaukee

CNA Insurance Cos., CNA Plaza, 22 West, Chicago, Ill. 60685; 312-822-7626

Staff	
Physicians & specialists	1,061
Board-certified	74.5%

Continued on next page

For an explanation of PPO directory terms and methodology see guide on page 68.

Continued from previous page

Facilities

Hospitals 15

Users: Group Health

Single & family coverage 2,071

Service area: Wisconsin: Beloit, Janesville, Kenosha, Madison and Milwaukee areas.

Contact: Wayne Malzone or Kathy Peters, manager-marketing/support, 312-822-4877.

See CNA Managed Care PPO consolidated listing under Illinois.

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Staff

Physicians & specialists 1,067

Facilities

Hospitals 46

Service area: Wisconsin: Appleton, Beloit, Fond du Lac, Madison and Milwaukee areas.

See CAPP CARE Inc. consolidated listing under California.

CORPHEALTH Inc.

1300 Summit Ave., Suite 626, Fort Worth, Texas 76102; 817-654-2440; fax: 817-335-9100

Specialty PPO providing mental health and substance abuse services only

Staff

Specialists 35

Facilities

Hospitals 1

Service area: Wisconsin: 41 cities.

See CORPHEALTH Inc. consolidated listing under Texas.

Davis Vision

159 Express St., Plainview, N.Y. 11803; 516-932-9500; fax: 516-932-9845

Specialty PPO providing vision services only

Staff

Physicians & specialists 25

Total users **16,191**

See Davis Vision consolidated listing under New York.

DeltaPPO-Delta Dental Plan of Wisconsin

P.O. Box 828, Stevens Point, Wis. 54481; 715-344-6087; fax: 715-344-2446

Specialty PPO providing dental services only

Staff

Dentists 295
Specialists 86

Users: Group Health

Employer/payer groups 26
Single coverage 2,393
Family coverage 4,712
Employees & dependents 14,753

Total users **14,753**

Claims paid

1992 ..... $1,395,400
1991 ..... $726,100

Operational date: January 1991.
Not for profit.
Service area: Wisconsin: 27 counties.
Services: Dental. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by insurers; charges flat fee per employee, by percent of services by doctors/hospitals. The PPO will adjust fees based on savings realized or not realized.
UR: Participating dentist agreement, dental consultant review, regional dental consultant review, predetermination of benefits, patient satisfaction survey and utilization review. UR provided by the PPO.
Officers: Dennis L. Brown, president; Dennis L. Peterson, executive vp; Karen Johnson, director-operations; Gary G. Rogers, director-marketing; Patty Glennon, vp-finance.
Contact: Dennis L. Peterson.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Employer/payer groups 15
Single & family coverage 158,652

Service area: Wisconsin: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

FOCUS Healthcare Management Inc.

602 N. Oakwood Ave., Oconomowoc, Wis. 53066; 414-567-7120

Specialty PPO providing workers comp services only

Staff

Physicians 21
Board-certified 50%
Specialists 58

Facilities

Hospitals 16

Users: Workers Compensation

Single coverage 100,000

Total users **100,000**

Operational date: April 1990.
Service area: Wisconsin: Eau Claire, Kenosha, LaCrosse, Monroe, Trempealeau and Waukesha counties.
Compensation: Negotiates hospital charges by discount off customary rates; is compensated by employers/payers, insurers, TPAs.
Contact: 800-873-0055.

See FOCUS Healthcare Management Inc. consolidated listing under Tennessee.

HCN/CCN Inc.

250 Bishops Way, Suite 300, Brookfield, Wis. 53005-6222; 800-451-2577; fax: 414-784-2976

Staff

Physicians 853
Patients/physician 203
Board-certified 70.5%
Specialists 2,241

Facilities

Hospitals 28

Users: Group Health

Employer/payer groups 530
Employees & dependents 173,712

Users: Workers Compensation

Employer/payer groups 49

Claims paid

1992 ..... $117,437,646
1991 ..... $81,459,843

Service area: Wisconsin: 72 counties statewide.
Officers: Michele Holzman, executive director.
Contact: Mary Joe, marketing manager/client services.

See Community Care Network Inc. consolidated listing under California.

HealthNetwork Inc.

1420 Kensington Road, Suite 203, Oak Brook, Ill. 60521; 708-954-2900; fax: 708-954-1518

Staff

Physicians 400
Patients/physician 500
Board-certified 75%
Specialists 600

Facilities

Hospitals 25

Users: Group Health

Employer/payer groups 338
Employees & dependents 200,000

Total users **200,000**

Service area: Wisconsin: metropolitan areas.
Contact: Jill F. Odzer, 800-345-7848.

See HealthNetwork Inc. consolidated listing under Illinois.

MedView Services Inc.

32991 Hamilton Court, Farmington Hills, Mich. 48334; 313-488-5260; fax: 313-488-5261

Staff

Physicians 111
Board-certified 90%
Specialists 420

Facilities

Hospitals 34

Users: Group Health

Employer/payer groups 4
Employees & dependents 2,100

Users: Workers Compensation

Employer/payer groups 14
Single coverage 202,000

Total users **204,100**

Service area: Wisconsin.
Contact: Cathy Lamar, director-sales.

See MedView Services Inc. consolidated listing under Michigan.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 912
Board-certified 94%
Specialists 365

Facilities

Hospitals 54

Users: Group Health

Employer/payer groups 456
Employees & dependents 89,900

Service area: Wisconsin.

See MultiPlan Inc. consolidated listing under New York.

National Foot Care Program Inc.-Wisconsin

22255 Greenfield Road, Suite 550, Southfield, Mich. 48075; 313-559-2579; fax: 313-423-1077

Specialty PPO providing foot and ankle care services only

Staff

Physicians 1
Specialists 1

Users: Group Health

Employer/payer groups 1
Single coverage 38
Family coverage 161
Employees & dependents 486

Total users **486**

Service area: Wisconsin.

See National Foot Care Program Inc. consolidated listing under Michigan.

Preferred Provider Option

1515 River Center Drive, Milwaukee, Wis. 53212; 414-226-6600; fax: 414-226-5040

Staff

Physicians 1,122
Patients/physician 50
Board-certified 45%
Specialists 1,351

Facilities

Hospitals 41
Pharmacies 900

Users: Group Health

Employer/payer groups 822
Employees & dependents 99,950

Total users **99,950**

Claims paid

1992 ..... $73,000,000

Operational date: 1984.
For profit.
Ownership: Blue Cross & Blue Shield United of Wisconsin.
Service area: Wisconsin: 72 counties.
Services: Standard package including chiropractors, vision, dental, durable medical equipment, podiatry and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, DRGs; is compensated by employers/payers, insurers, TPAs; by percent of services by doctors/hospitals.
UR: Standard procedures excluding outpatient service predetermination. UR provided by the PPO and outside contractors.
Officers: Essie Whitelaw, president/executive director; Dr. Richard Christenson, medical director; Rebecca Scott, marketing director; Paul Jasinski, vp-finance.
Contact: Rebecca Scott.

PrimeCare Health Plan Inc.

1233 N. Mayfair Road, Milwaukee, Wis. 53226; 414-453-9070; fax: 414-471-8626

Staff

Physicians 950
Patients/physician 190
Board-certified 80%
Specialists 1,200

Facilities

Hospitals 22
Pharmacies 320

Users: Group Health

Employer/payer groups 2,104
Single coverage 21,753
Family coverage 31,452
Employees & dependents 182,829

Total users **182,829**

Claims paid

1992 ..... $149,244,446
1991 ..... $113,059,846

For profit.
Ownership: United HealthCare Corp.
Service area: Wisconsin: Dodge, Jefferson, Kenosha, Milwaukee, Ozaukee, Racine, Walworth, Washington and Waukesha counties.

Affiliated United HealthCare Corp. owned and managed PPOs: Medica in Minnesota, North Dakota; PHP Benefit Systems in Ohio; Physicians Health Plan Inc. in Michigan; Physicians Health Plan of Greater St. Louis in Illinois, Missouri; Physicians Health Plan of North Carolina Inc. in North Carolina; Physicians Health Plan of Northern Indiana in Indiana; Physicians Health Plan of South Carolina in South Carolina; Physicians Plus Insurance Corp. in Wisconsin; Share Health Plan of Illinois in Illinois; Share Health Plan of Nebraska in Iowa, Nebraska; United Health Plans of New England Inc. in Massachusetts, Rhode Island; United HealthCare of Georgia in Georgia; United HealthCare of Utah in Utah; Western Ohio Health Care Corp. in Ohio.

Services: Standard package including chiropractors, vision, durable medical equipment and OB/Gyn. Employees can select non-PPO providers. May be customized to meet employer specifications.
Compensation: Negotiates hospital charges by per diem, discount off customary rates, per stay hospital rate; is compensated by employers/payers; charges by percent of premium.
UR: Standard procedures. UR provided by the PPO.
Officers: Larry Rembo, president; Dr. Michael Lynch, medical director; Gary Van Alstine, vp-marketing; William Felsing, COO; Glenn Reinhardt, vp-finance; Jeanine Gaynor, vp-health services.

Private Healthcare Systems Inc.

9399 W. Higgins Road, Suite 500, Rosemont, Ill. 60018; 708-292-6700

Staff

Physicians 377
Specialists 684
Administrative 5

Facilities

Hospitals 15

Users: Group Health

Employer/payer groups 180
Employees & dependents 15,651

Total users **15,651**

Service area: Wisconsin: Kenosha, Milwaukee and Racine metropolitan areas.
Contact: Edward Sandrick, senior vp-operations, 708-292-6701.

See Private Healthcare Systems Inc. consolidated listing under Massachusetts.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Staff

Physicians 449
Board-certified 95%
Specialists 558

Facilities

Hospitals 49

Service area: Wisconsin.

See ProAmerica Managed Care Inc. consolidated listing under Texas.

Wausau Preferred Care

20000 Westwood Drive, Wausau, Wis. 54401

Service area: Contracts with AFFORDABLE Medical Networks in Texas; Alliance in Maryland, Virginia; CAPP CARE in Arizona, California; Health Care Savings in North Carolina, South Carolina; Health Net in Kansas, Missouri, Tennessee; HealthLink in Illinois, Missouri; HealthStar in Illinois; PreferredOne in Minnesota; Sooner Health Plan in Oklahoma; Sound Health in Washington; SouthCare Medical Alliance in Georgia; VHA Health Plan in Indiana; Vantage PPO in Oregon.
Contact: John Laehn, assistant vp-national managed care, 715-847-8972 or Jim Gregware, managed care specialist, 715-847-8891.

Wausau Preferred Health Plan

One Park Plaza, 11270 W. Park Place, Milwaukee, Wis. 53207; 414-577-2100; fax: 414-577-2337

Staff

Physicians 450
Specialists 550

Continued on next page

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• SERVICES •

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Facilities

Hospitals 15

Users: Workers Compensation

Employer/payer groups 300

Total users **50,000**

Claims paid

1992 ..... $14,000,000
1991 ..... $13,700,000

Operational date: November 1987.

For profit.

Ownership: Wausau Preferred Health Insurance Co.

Service area: Wisconsin: Kenosha, Milwaukee, Ozaukee, Racine, Washington and Waukesha counties.

Services: Standard package including chiropractors, vision, durable medical equipment and OB/Gyn. Services available unbundled. Employees can select non-PPO providers. May be customized to meet employer specifications. Individual enrollment is allowed.

Compensation: Negotiates hospital charges by per diem, discount off customary rates; is compensated by employers/payers; charges flat fee per employee. The PPO will adjust fees based on savings realized or not realized.

UR: Standard procedures excluding length of stay determination, hospital bill audits and outpatient service predetermination. UR provided by the PPO.

Officers: Leon J. Weinberger, president; James H. Yahnke, executive director; Dr. Christopher J. Drayna, medical director; William Hattendorf, marketing director.

Contact: Kristine Chapman.

WYOMING

CAPP CARE Inc.

West Tower, 4000 MacArthur Blvd., Suite 10000, Newport Beach, Calif. 92660-2526; 714-251-2200; fax: 714-251-2222

Facilities

Hospitals 3

Service area: Wyoming: Afton and Evanston areas.

See CAPP CARE, Inc. consolidated listing under California.

Eye Care Plan of America

1811 S. Alma School Road, Suite 285, Mesa, Ariz. 85210; 602-897-1110; fax: 602-491-1209

Specialty PPO providing vision services only

Users: Group Health

Single & family coverage 19,501

Service area: Wyoming: statewide.

See Eye Care Plan of America consolidated listing under Arizona.

MultiPlan Inc.

17 W. 17th St., New York, N.Y. 10011; 800-677-1098; fax: 212-627-6395

Staff

Physicians 42
Board-certified 85%
Specialists 17

Facilities

Hospitals 7

Users: Group Health

Employer/payer groups 21
Employees & dependents 4,050

Service area: Wyoming.

See MultiPlan Inc. consolidated listing under New York.

ProAmerica Managed Care Inc.

714 Main St., Fort Worth, Texas 76102; 800-523-3669; fax: 817-347-3243

Facilities

Hospitals 1

Service area: Wyoming.

See ProAmerica Managed Care Inc. consolidated listing under Texas. BI

Index of HMOs that operate in multiple states

The following HMOs directly service three or more states or contract with other HMOs to offer multistate services. If the HMO has a corporate or consolidated listing in the directory, the state under which it can be found is included after the company name.

To make it possible to locate regional information in the directory, if a given state is serviced through an office located in a neighboring state or serviced by offices in more than one state, it is note in parentheses after the state name; it is in the noted state(s) that the directory entry will be found.

The regional HMO names are also given if significantly different from the consolidated or corporate name. An HMO may have more than one regional listing per state. Not all participants provide regional listings.

The following national HMO network associations and their service areas are listed in the box below: The HMO Group, HMO National Network, National Managed Care Inc. and UltraLink.

Aetna Health Plans (Connecticut)
Services: Arizona, California, Connecticut, Delaware, District of Columbia (Md.), Florida, Georgia, Illinois (Ill., Mo.), Indiana (Ohio), Kentucky (Ohio), Louisiana, Maryland, Missouri, New Jersey, New York, Ohio, Pennsylvania, Tennessee, Texas, Virginia (Md.).
Regional listings appear under the names Aetna Health Plans and PARTNERS Health Plan in Arizona, PARTNERS HMO in Missouri, SOUTHWEST and Aetna Health Plans in Texas.

Aetna Health Plans (Point-of-Service) (Connecticut)
Services: Alabama, Arizona, Arkansas (Tenn.), California, Colorado, Connecticut, Delaware, District of Columbia (Md.), Florida, Georgia, Illinois, Indiana (Ill., Ky., Ohio), Kansas (Kan., Mo.), Kentucky (Ky., Ohio, Tenn.), Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi (Tenn.), Missouri, New Hampshire (Mass.), New Jersey, New York (N.J., N.Y.), North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina (Ga., N.C., S.C.), Tennessee, Texas, Utah, Virginia (Md., Ohio, Va.), Washington (Ore., Wash.), West Virginia (Ohio), Wisconsin (Minn.); Wyoming (Utah).

American Dental Plan* (Georgia)
Services: Alabama, Florida, Georgia, Mississippi, North Carolina, Ohio, Tennessee.
Regional listings appear under the name American Dental Plan or American Prepaid Dental Plan.
** Specialty HMO providing dental services only.*

AvMed Health Plan (Florida)
Services: Florida.
Contracts with: HMO National Network, National Managed Care Inc., UltraLink.

Blue Cross & Blue Shield/HMO-USA
Services: Alabama: Dental Network of America (Ill.)*; Arizona: Dental Network of America (Ill.)*, HMO Arizona; California: Blue Shield of California-The Blue Shield HMO, CaliforniaCare, Dental Network of America (Ill.)*; Colorado: Dental Network of America (Ill.)*, HMO Colorado; Connecticut: Community Health Care Plan, Constitution HealthCare Inc., Dental Network of America (Ill.)*; Delaware: Delaware Valley HMO, Dental Network of America (Ill.)*, Healthcare Delaware; District of Columbia: Capital Care (Va.), CareFirst (Md.), Dental Network of America (Ill.)*; Florida: Capital Group Health Services of Florida Inc./Capital Health Plan, Dental Network of America (Ill.)*, Health Options Inc.; Georgia: Dental Network of America (Ill.)*; Hawaii: Dental Network of America (Ill.)*; Idaho: Dental Network of America (Ill.)*, Idaho Preferred Healthcare; Illinois: Dental Network of America*, HMO Illinois-A Blue Cross HMO, HMO Missouri/BlueCHOICE (Mo.); Indiana: Alternative Health (Ky.), Dental Network of America (Ill.)*, HMO Illinois-A Blue Cross HMO (Ill.), Health Maintenance of Indiana/Key Health Plan; Iowa: Dental Network of America (Ill.)*, HMO Nebraska Inc. (Neb.); Kansas: HMO Kansas; Kentucky: Alternative Health, Dental Network of America (Ill.)*; Maryland: Capital Care (Va.), CareFirst, Columbia Medical Plan Inc., Delmarva Health Plan Inc., Dental Network of America (Ill.)*, Free State Health Plan, Potomac Health; Massachusetts: Bay State Health Care, HMO Blue; Michigan: Blue Care Network of East Michigan, Blue Care Network-Great Lakes, Blue Care Network-Health Central, Blue Care Network of Southeast Michigan, Dental Network of America (Ill.)*; Minnesota: Dental Network of America (Ill.)*; Missouri: Dental Network of America (Ill.)*, HMO Missouri/BlueCHOICE; Montana: HMO Montana; Nebraska: HMO Nebraska Inc.; New Hampshire: HMO Blue (Mass.); New Mexico: HMO New Mexico Inc.; New Jersey: Delaware Valley HMO (Del.), Dental Network of America (Ill.)*, HMO Blue; New York: Blue Choice, Community Blue-The HMO of Blue Cross & Blue Shield of Western New York Inc., Dental Network of America (Ill.)*, HMO-CNY Inc./Foundation Health Plan, HMO-CNY Inc./Independent Prepaid Health Plan; North Carolina: Blue Cross & Blue Shield of North Carolina; Ohio: Dental Network of America (Ill.)*, HMO Health Ohio; Oklahoma: BlueLincs HMO; Oregon: Dental Network of America (Ill.)*; Pennsylvania: Dental Network of America (Ill.)*, HMO Blue (N.J.), HMO-CNY Inc./Foundation Health Plan (N.Y.), HMO of Northeastern Pennsylvania, HealthGuard of Lancaster Inc., Keystone Health Plan Central Inc., Keystone Health Plan East, Keystone Health Plan West Inc.; Rhode Island: HMO Rhode Island Inc.; South Carolina: Companion HealthCare Corp.; Tennessee: Dental Network of America (Ill.)*, Southern Health Plan Inc.; Texas: Dental Network of America (Ill.)*; Utah: Dental Network of America (Ill.)*, Healthwise; Virginia: Capital Care, Dental Network of America (Ill.)*; Washington: Dental Network of America (Ill.)*, HMO Washington; Wisconsin: Dental Network of America (Ill.)*, HMO Midwest; U.S. Virgin Islands: Dental Network of America (Ill.)*; Ontario, Canada: Dental Network of America (Ill.)*.
Plans listed are those that responded to a BI survey. Blue Cross & Blue Shield services other states through additional plans.
** Specialty HMO providing dental and optional hearing and vision services.*

CDS/DMS Dental Plans* (Rhode Island)
*Services**:* Massachusetts, Rhode Island.
Contracts with: Delta Dental Network in California, Florida, Georgia, Illinois, Minnesota, New Jersey, New York, Vermont.
** Specialty HMO providing dental services only.*
*** All information appears under the Rhode Island consolidated entry. No regional listings are provided.*

The following is a list of national HMO network associations and the states in which their affiliates offer services.

The HMO Group
100 Albany St., Suite 130
New Brunswick, N.J. 08901
phone: 908-220-1388
fax: 908-220-0298

Arizona, Connecticut, District of Columbia, Florida, Idaho, Illinois, Indiana, Massachusetts, Minnesota, Missouri, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Washington and Wisconsin.

HMO National Network Inc.
9171 Capitol of Texas Highway North, Suite A-110
Austin, Texas 78759
phone: 512-502-5100 or 800-677-7344
fax: 512-502-5101

Services available nationwide through network affiliates.

National Managed Care Inc.
4 Taft Court
Rockville, Md. 20850
phone: 301-294-5093
fax: 301-762-5728

Alabama, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Iowa, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Nebraska, New Mexico, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, Tennessee, Texas, Utah, Virginia and Wisconsin.

UltraLink
3515 Harvard Blvd.
Costa Mesa, Calif. 92626-1418
phone: 714-513-6300 or 800-257-0011
fax: 714-513-6399

Alabama, Arizona, California, Colorado, Connecticut, Delaware, Florida, Guam, Hawaii, Illinois, Indiana, Louisiana, Maine, Maryland, Massachusetts, Michigan, Missouri, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Ohio, Oregon, Pennsylvania, South Carolina, Texas, Utah, Washington, Wisconsin.

Care Choices Health Plan (Michigan)
Services: Michigan.
Contracts with: HMO National Network.

Central Massachusetts Health Care Inc. (Massachusetts)
Services: Massachusetts.
Contracts with: UltraLink.

CIGNA Corp. (Connecticut)
Services: Arizona, Arkansas (Tenn.), California, Colorado, Connecticut, Delaware, District of Columbia (Md.), Florida, Georgia, Illinois (Ill., Mo.), Indiana (Ill.), Kansas, Kentucky (Ohio), Louisiana, Maryland, Massachusetts, Mississippi (La., Tenn.), Missouri (Kan., Mo.), New Jersey (Del., N.J.), New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania (Del.), Tennessee, Texas, Utah, Virginia (Md., Va.), Washington.
Regional listings appear under the names CIGNA HealthCare and Lovelace Health Plan (New Mexico only).

Coastal Bend Health Plan (Texas)
Services: Texas.
Contracts with: HMO National Network, National Managed Care Inc., UltraLink.

Community Health Network (Louisiana)
Services: Louisiana.
Contracts with: UltraLink.

Community Health Plan Inc. (New York)
Services: Massachusetts; New Hampshire (Vt.); New York; Vermont.
Contracts with: The HMO Group.

CompDent Corp.* (Kentucky)
*Services**:* Alabama, Georgia, Indiana, Kansas, Kentucky, Louisiana, Mississippi, Missouri, Ohio, South Carolina, Tennessee, West Virginia.
** Specialty HMO providing dental and vision services only.*
*** All information appears under the Kentucky consolidated entry. No regional listings are provided.*

Complete Health Services Inc. (Alabama)
Services: Alabama, Arkansas, Florida, Georgia, Mississippi, Tennessee.

Comprecare Healthcare Services Inc. (Colorado)
Services: Colorado.
Contracts with: HMO National Network in Texas; Managed Care Coordinators in Pennsylvania; National Managed Care Inc. in Maryland.

ConnectiCare Inc. (Connecticut)
Services: Connecticut.
Contracts with: HMO National Network in Texas; UltraLink in California.

Deltacare* (Missouri)
Services: Missouri.
Contracts with: Deltacare nationwide.
** Specialty HMO providing dental services only.*

DenCap Dental Plans Inc.* (Michigan)
Services: Michigan.
Contracts with: National Association of Pre-Paid Dental Plans nationwide.
** Specialty HMO providing dental services only.*

Dental Benefit Providers Inc.* (Maryland)
*Services**:* California, Colorado, Connecticut, District of Columbia, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Maryland, Massachusetts, Michigan, Missouri, New Hampshire, New Jersey, New Mexico, New York, Ohio, Oregon, Pennsylvania, Rhode Island, Texas, Virginia.
** Specialty HMO providing dental services only.*
*** Regional listing provided for California only. Refer to consolidated entry under Maryland for information on other states serviced.*

FHP Health Care (California)
Services:* Arizona, California, Nevada, New Mexico, Utah, Guam, Saipan.
Contracts with: UltraLink.
** All information appears under the California consolidated entry. No regional listings are provided.*

Continued on next page

Continued from previous page

Fallon Community Health Plan (Massachusetts)
Services: Massachusetts.
Contracts with: The HMO Group.

Flagship Health Systems Inc.* (New Jersey)
Services: New Jersey.
Contracts with: Delta Dental Plans in Arizona, California, Colorado, Florida, Illinois, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, Wisconsin.
** Specialty HMO providing dental services only.*

Georgia Dental Plan Inc.* (Georgia)
Services: Georgia.
Contracts with: National Association of Pre-Paid Dental Plans in Alabama, Tennessee, North Carolina, South Carolina, Wisconsin.
** Specialty HMO providing dental and vision services only.*

Grand Valley Health Plan (Michigan)
Services: Michigan.
Contracts with: UltraLink.

Greater Atlantic Health Service (Pennsylvania)
Services:* New Jersey, Pennsylvania.
Contracts with: HMO National Network, UltraLink.
** All information appears under the Pennsylvania consolidated entry. No regional listings are provided.*

Group Health Cooperative of Puget Sound (Washington)
Services:* Idaho, Washington.
Contracts with: The HMO Group.
** All information appears under the Washington consolidated entry. No regional listings are provided.*

Guam Memorial Health Plan (Guam)
Services:* Federated States of Micronesia, Island of Guam, Republic of the Marshall Islands, Republic of Palau.
** All information appears under the Guam consolidated entry. No regional listings are provided.*

Group Health Association (District of Columbia)
Services:* District of Columbia, Maryland, Virginia.
Contracts with: The HMO Group.
** All information appears under the District of Columbia consolidated entry. No regional listings are provided.*

Group Health Northwest (Washington)
Services: Idaho, Washington.
Contracts with: The HMO Group.

Harvard Community Health Plan (Massachusetts)
Services: Massachusetts (Mass., R.I.), New Hampshire (Mass.), Rhode Island.

Health Care Plan (New York)
Services: New York.
Contracts with: The HMO Group.

Health Insurance Plan of Greater New York (New York)
Services: Florida, New Jersey, New York.
Contracts with: The HMO Group.
Regional listings appear under the name HIP or Health Insurance Plan.

Health Net (California)
Services: California.
Contracts with: National Managed Care Inc.; MC2 (U.S. Health Care) nationwide.

Health New England (Massachusetts)
Services:* Connecticut, Massachusetts.
Contracts with: Managed Care Network of New England in Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island.
** All information appears under the Massachusetts consolidated entry. No regional listings are provided.*

Health Partners/Group Health & MedCenters (Minnesota)
Services:* Minnesota, Wisconsin.
Contracts with: Aetna Health Plans nationwide; Kaiser Permanente in 18 states; The HMO Group in 11 states and District of Columbia.
** All information appears under the Minnesota consolidated entry. No regional listings are provided.*

Health Services Medical Corp. of Central New York Inc./Prepaid Health Plan (New York)
Services: New York.
Contracts with: The HMO Group.

HealthAmerica Pennsylvania Inc.-Pittsburgh (Pennsylvania)
Services: Pennsylvania.
Contracts with: The HMO Group; HealthPlan Management Services; UltraLink.

Healthsource Maine Inc. (Maine)
Services: Maine.
Contracts with: HBA, UltraLink and Managed Care Network of New England in Maine, Massachusetts, New Hampshire.

Humana Health Care Plans (Kentucky)
Services: Alabama, Arizona, Florida, Illinois, Indiana (Ky., Ill.), Kansas (Mo.), Kentucky (Ky., Ohio), Missouri, Nevada, Ohio, Texas.

John Deere Health Care Inc. (Illinois)
Services:* Illinois, Iowa, Tennessee, Wisconsin.
Contracts with: National Managed Care Inc., UltraLink.
** All information appears under the Illinois consolidated entry. No regional listings are provided.*

Independent Health (New York)
Services: New York.
Contracts with: HMO National Network, National Managed Care Inc., UltraLink.

Independent Health-Hudson Valley (New York)
Services: New York.
Contracts with: UltraLink.

Kaiser Foundation Health Plan Inc. (California)
Services: California, Colorado, Connecticut, District of Columbia (Va.), Georgia, Hawaii, Kansas, Maryland (Va.), Massachusetts, Missouri (Kan.), New York, North Carolina, Ohio, Oregon, South Carolina (N.C.), Texas, Virginia, Washington (Ore.).
Contracts with: The HMO Group nationwide.
Regional listings appear under the name Kaiser Permanente.

MVP Health Plan (New York)
Services: New York, Vermont.
Contracts with: National Managed Care Inc.

Managed Health Inc. (New York)
Services: New York.
Contracts with: GHAA Reciprocity in Alabama, Connecticut, District of Columbia, Illinois, Indiana, Kansas, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Jersey, Ohio, Pennsylvania, Rhode Island, Vermont, Virginia, Washington, Wisconsin.

Medical Associates HMO (Iowa)
Services:* Illinois, Iowa, Wisconsin.
** All information appears under the Iowa consolidated entry. No regional listings are provided.*

MetLife HealthCare Network
Services: Arizona, California, Colorado, Florida, Georgia, Illinois (Ill., Mo.), Indiana (Ill.), Kansas, Missouri (Kan., Mo.), Massachusetts, New Jersey, New York, Ohio, Texas.

Mid Atlantic Medical Services Inc. (Maryland)
Services:* Delaware, District of Columbia, Maryland, Virginia.
Contracts with: National Managed Care Inc.
** All information appears under the Maryland consolidated entry. No regional listings are provided.*

MIDA Dental Plans Inc.* (Michigan)
Services: Arizona**, California, Delaware (Va.), District of Columbia (Va.), Florida (Va.), Georgia (Va.), Illinois (Mo.), Indiana (Ky.), Kansas (Mo.), Kentucky, Maryland (Va.), Massachusetts (Va.), Michigan**, Missouri, Ohio (Ky.), Oregon (Calif.), Pennsylvania (Va.), Tennessee**, Texas**, Virginia, Washington (Calif.), West Virginia (Va.).
Contracts with: National Association of Prepaid Dental Plans.
** Specialty HMO providing dental services only.*
*** Regional listings not provided.*

Mutual of Omaha Cos.-Exclusive Healthcare Inc. (Nebraska)
Services: California*, Colorado, Iowa (Neb.), Kansas, Missouri, Nebraska, Texas.
** California regional listing appears under Mutual/United of Omaha-ExclusiCare.*

Oxford Health Plans (Connecticut)
Services:* Connecticut, New Jersey, New York.
Contracts with: AFFORDABLE Medical Network in 44 states and District of Columbia.
** All information appears under the Connecticut consolidated entry. No regional listings are provided.*

PACC (Oregon)
Services: Oregon, Washington.
Contracts with: UltraLink.

PMI Dental Health Plan* (California)
*Services**:* Arizona, California, Colorado, Florida, Georgia, Illinois, Nevada, New Mexico, Texas, Utah.
Contracts with: Delta Dental Plans in Idaho.
** Specialty HMO providing dental and vision services only.*
*** All information appears under the California consolidated entry. No regional listings are provided.*

Pacific Group of Cos.* (California)
*Services**:* California, Illinois, Nevada.
** Specialty HMO providing dental services only.*
*** All information appears under the California consolidated entry. No regional listings are provided.*

PacifiCare Health Systems (California)
Services: California, Oklahoma, Oregon, Texas, Washington (Ore.).
Contracts with: HMO National Network.

Pearle Visioncare Inc.* (California)
Services: California.
Contracts with: Pearle Inc. in Alabama, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
** Specialty HMO providing vision services only.*

PersonalCare Insurance of Illinois Inc. (Illinois)
Services: Illinois.
Contracts with: HMO National Network.

Pilgrim Health Care (Massachusetts)
Services: Massachusetts, Rhode Island.
Contracts with: UltraLink.

Principal Health Care Inc. (Maryland)
Services: Alabama (Fla.), Delaware, District of Columbia (Md.), Florida, Illinois (Ill., Mo.), Indiana, Iowa (Iowa, Neb.), Kansas (Mo.), Louisiana, Maryland (Del., Md.), Missouri, Nebraska, Ohio, Virginia (Md.).
Contracts with: UltraLink.

Prudential Health Care Plan Inc. (New Jersey)
Services: Arkansas, California, Colorado, Connecticut (N.J.), District of Columbia (Md.), Florida, Georgia, Illinois (Ill., Mo.), Indiana (Ind., Ohio), Kansas (Mo.) Kentucky (Ohio), Maryland, Massachusetts, Missouri, New Jersey, New York (N.J.), North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Utah (Calif.), Virginia (Md., Va.).
Regional listings appear under the name PruCare, Prudential Health Care Plan, Prudential Health Care System, Prudential Plus or San Antonio Health Care Management.

Prudential Health Care Plan Inc. (Point-of-Service) (New Jersey)
Services: Arkansas, California, Colorado, Connecticut (N.J.), District of Columbia (Md.), Florida, Georgia, Illinois (Ill., Mo.), Indiana (Ind., Ohio), Kansas (Mo.), Kentucky (Ohio), Maryland, Massachusetts, Minnesota, Missouri, New Jersey, New York (N.J.), North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Utah (Calif.), Virginia (Md., Va.).
Regional listings appear under the name PruCare Plus, Prudential Health Care Plan, Prudential Health Care System, Prudential Plus or San Antonio Health Care Management. Point-of-service notation appears after plan name.

QualMed Inc. (Colorado)
Services: California, Colorado*, Idaho (Wash.), New Mexico, Oregon, Washington (Ore., Wash.).
Contracts with: Preferred Health Network in California, Connecticut, Florida, Indiana, Illinois, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Wisconsin.
** Colorado regional listings appear under the names QualMed and San Luis Valley HMO.*

Randmark Inc*.
Services: Colorado, District of Columbia (D.C., Md.), Florida, Illinois, Maryland.
** Specialty HMO providing dental services only.*

Samaritan Health Plan (Arizona)
Services: Arizona.
Contracts with: HMO National Network.

Sanus Corp. Health Systems (New Jersey)
Services: District of Columbia (Md.); Illinois: New York Life/Sanus Health Plan of Illinois, GenCare Sanus Health Plan (Mo.); Maryland: HealthPlus; Missouri: GenCare Sanus Health Plan; New Jersey (N.Y.); New York: Sanus Health Plan of Greater New York/New Jersey; Texas: Sanus/New York Life Health Plan, Sanus Texas Health Plan; Virginia (Md.).
Contracts with: UltraLink; HMO National Network.

TakeCare Health Plan (California)
Services: California, Colorado, Illinois, Kentucky (Ohio), Ohio.
Contracts with: UltraLink.

Matthew Thornton Health Plan Inc. (New Hampshire)
Services:* Maine, Massachusetts, New Hampshire, Vermont.
Contracts with: The HMO Group.
** All information appears under the New Hampshire consolidated entry. No regional listings are provided.*

Tufts Associated Health Plan (Massachusetts)
Services: Massachusetts.
Contracts with: HMO National Network, UltraLink.

U.S. Healthcare Inc. (Pennsylvania)
Services: Connecticut, Delaware, District of Columbia (Del.), Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania.
Regional listings appear under the name Health Maintenance Organization in New Jersey, United States Health Care Systems in Pennsylvania.

United HealthCare Corp. (Minnesota)
Services: Georgia: United HealthCare; Illinois: Chicago HMO., Physicians Health Plan of Greater St. Louis (Mo.), Share Health Plan of Illinois; Indiana: Chicago HMO Ltd. (Ill.), Physicians Health Plan of Northern Indiana; Iowa: Share Health Plan of Nebraska (Neb.); Massachusetts: United Health Plans of New England (R.I.); Michigan: Physicians Health Plan; Minnesota: Medica; Missouri: Physicians Health Plan of Greater St. Louis; Nebraska: Share Health Plan of Nebraska; North Dakota: Medica (Minn.); Ohio: PHP Benefit Systems, Western Ohio Health Care; Rhode Island: United Health Plans of New England; South Carolina: Physicians Health Plan of South Carolina; Utah: United HealthCare of Utah; Wisconsin: Chicago HMO (Ill.), Prime Care Health Plan.
Contracts with: UltraLink, National Managed Care Inc.

Vision Service Plan* (California)
*Services**:* Nationwide.
** Specialty HMO providing vision services only.*
*** All information appears under the California consolidated entry. No regional listings are provided.*

Index of PPOs with multistate operations

The following preferred provider organizations directly service three or more states or contract with other PPOs to offer multistate services. If the PPO has a corporate or consolidated listing in the directory, the state in which the listing can be found is included after the company name.

To make it possible to locate regional information in the directory, if a given state is serviced through an office located in a neighboring state or serviced by offices in more than one state, it is note in parentheses after the state name; it is in the noted state(s) that the directory entry will be found.

The regional PPO names are also given, if significantly different from the consolidated or corporate name. A PPO may have more than one regional listing per state. Not all participants provide regional listings.

AIIA* (Florida)
*Services**: Alabama, Arizona, California, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Louisiana, Maine, Maryland, Massachusetts, Michigan, Mississippi, New Jersey, New Mexico, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Vermont, Virginia, Wisconsin.
** Specialty PPO providing chiropractic services only.*

AccessCare Mental Health Program* (Florida)
*Services***: Arizona, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Oregon, Pennsylvania, South Carolina, South Dakota, Texas, Virginia, Vermont, Washington, West Virginia, Wisconsin.
** Specialty PPO providing mental health services only.*
*** All information appears under the Florida consolidated entry. No regional listings are provided.*

Acorn Behavioral Healthcare Management* (Pennsylvania)
*Services***: Nationwide including Puerto Rico and Virgin Islands.
** Specialty PPO providing behavioral health services only.*
*** All information appears under the Pennsylvania consolidated entry. No regional listings are provided.*

Admar Corp. (California)
*Services**: Alaska, Arizona, Arkansas, California, Colorado, District of Columbia, Delaware, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Massachusetts, Mississippi, Missouri, Nevada, New Hampshire, New Jersey, New Mexico, Ohio, Oregon, Pennsylvania, Rhode Island, Texas, Virginia, Washington, West Virginia, Wisconsin.
** All information appears under the California consolidated entry. No regional listings are provided.*

Aetna Health Plans (Connecticut)
Services: Alabama (Ala., Fla., Miss.), Alaska, Arizona, Arkansas (Ark., Tenn.), California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia (Ga., Tenn.), Illinois (Ill., Ind., Mo.), Indiana (Ill., Ind., Ky.), Iowa (Neb.), Kansas (Mo.), Kentucky (Ind., Ky., Ohio, Tenn.), Louisiana, Maine, Maryland (D.C.), Massachusetts, Michigan, Minnesota, Mississippi (Miss., Tenn.), Missouri, Nebraska, New Hampshire (Mass.), New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania (N.J., Pa.), South Carolina (Ga., N.C., S.C.), Tennessee, Texas, Virginia (D.C., Ohio, Va.), Washington, West Virginia (Ohio), Wisconsin.
Contracts with: August/Healthcare Services of Western New York PPO in New York; Cooperstate Health Network in Arizona; Health Choice in Alabama; Intermountain Healthcare in Utah, Wyoming; Managed HealthCare Northwest in Oregon and Washington; Preferred Healthcare in Kansas; Queens Health Care in Hawaii.

The AFFORDABLE Medical Networks (Illinois)
Services: Alabama, Alaska, Arizona*, Arkansas, California*, Colorado, Delaware, District of Columbia, Florida*, Georgia, Idaho, Illinois*, Indiana, Iowa, Kansas, Kentucky, Louisiana, Massachusetts*, Michigan, Minnesota, Mississippi, Missouri*, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio*, Oklahoma, Oregon, Pennsylvania*, Rhode Island, South Carolina, Tennessee, Texas*, Utah*, Vermont, Virginia*, Washington, West Virginia, Wisconsin.
** Provides services nationwide. Regional information provided for noted states only.*

Alliance PPO Inc. (Maryland)
*Services**: Delaware, District of Columbia, Maryland, Virginia, West Virginia.
** All information appears under the Maryland consolidated entry. No regional listings are provided.*

Allmerica Medical Management Mutual Alliance Plan (Massachusetts)
*Services**: Massachusetts.
Contracts with: Health Link in Missouri; HealthNet in Missouri; MedCost/Carolina Preferred Care in North Carolina, South Carolina; Ohio Health Choice PPO in Ohio; Private Healthcare Systems nationwide.
** All information appears under the Massachusetts consolidated entry. No regional listings are provided.*

ALTERNET (Nevada)
Services: Nevada.
Contracts with: MultiPlan Inc. nationwide.

American Chiropractic Network Inc.* (Minnesota)
Services: Arizona, California, Colorado, Florida, Georgia, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Oregon, Pennsylvania, Texas, Utah, Virginia, Washington, Wisconsin.
** Specialty PPO providing chiropractic services only.*

American International Health & Rehabilitation Services Inc. (New Jersey)
Contracts with: The AFFORDABLE Medical Networks in Arizona, California, Nevada, New Mexico, North Carolina, Ohio, Oregon, South Carolina, Texas, Utah; FOCUS Healthcare Management in Alabama, Arkansas, Connecticut, Delaware, Georgia, Kansas, Louisiana, Mississippi, Missouri, New Jersey, Oklahoma, Pennsylvania, Tennessee, Virginia; MedView Services in Colorado, Florida, Illinois, Indiana, Massachusetts, Michigan; Midwest Business Medical Assn. in Iowa, Nebraska, Wisconsin.

American LIFECARE Inc. (Louisiana)
*Services**: Arkansas, Louisiana, Mississippi.
** All information appears under the Louisiana consolidated entry. No regional listings are provided.*

Anthem Health Systems (Indiana)
Services: California, Florida, Georgia, Indiana, Mississippi, Nevada, South Carolina, Tennessee, Texas, Virginia.
Contracts with: Arizona Medical Network in Arizona; Associates for Health Care in Wisconsin; First Choice in Oregon, Washington; Managed HealthCare Northwest in Oregon; MedCost/Carolina Preferred Care in North Carolina; Ohio Health Choice Plan in Ohio; Premier Medical Network in Utah; SouthCare Medical Alliance in Georgia; Southeast Medical Alliance in Arkansas, Louisiana, Mississippi; Virginia Health Network in Virginia.

Associates for Health Care Inc. (Wisconsin)
*Services**: Nationwide.
** All information appears under the Wisconsin consolidated entry. No regional listings are provided.*

Avesis Inc.* (Arizona)
*Services***: Alaska, Arizona, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Utah, Vermont, Washington, West Virginia, Wisconsin.
** Specialty PPO providing dental, vision and hearing services only.*
*** All information appears under the Arizona consolidated entry. No regional listings are provided.*

Baptist Health Services Group (Tennessee)
*Services**: Alabama, Arkansas, Kentucky, Mississippi, Missouri, Tennessee.
** All information appears under the Tennessee consolidated entry. No regional listings are provided.*

Beech Street of California Inc. (California)
Services: Nationwide excluding Hawaii, Maine, Nebraska, North Dakota, Rhode Island, Vermont and Wyoming.
Contracts with: America's Health Plan in Maryland; Dimension PPO in Florida; ETHIX Great Lakes in Michigan; First Choice in Washington; Florida Health Choice Plan in Florida; Health Economics in Texas; HealthCare Preferred in Florida; HealthNetwork in Illinois; Managed HealthCare Northwest in Oregon; Mountain Medical Affiliates in Colorado; MultiPlan in New York; Preferred Plans in Nevada; Primary Health Services in Ohio; Pro-Net in Texas; Sooner Health Plan in Oklahoma; Southeast Medical Alliance in Louisiana; Universal PPO in Ohio; Virginia Health Network in Virginia.

Block Vision Care* (New Jersey)
*Services***: Nationwide.
** Specialty PPO providing vision services only.*
*** All information appears under the New Jersey consolidated entry. No regional listings are provided.*

Blue Cross & Blue Shield
Services: Alaska: Prudent Buyer Plan (Wash.); California: The Blue Shield Preferred Plan-Blue Shield of California, Prudent Buyer Plan-Blue Cross of California; Colorado: Prime Health Plan; District of Columbia: Select Preferred Provider Network-Blue Cross & Blue Shield of the National Capitol Area; Florida: Preferred Patient Care-Blue Cross Blue Shield of Florida; Georgia: Preferred Care Georgia-Blue Cross & Blue Shield of Georgia; Hawaii: HMSA Preferred Provider Plan; Kansas: Choice Care; Kentucky: Option 2000; Louisiana: First Choice Health Plan; Maryland: Blue Cross & Blue Shield of Maryland, Select Preferred Provider Network-Blue Cross & Blue Shield of the National Capitol Area (D.C.); Massachusetts: Blue Care Elect; Mississippi: Blue Cross & Blue Shield of Mississippi; Missouri: Alliance-Blue Cross & Blue Shield of Missouri; Montana: Health-Link-Blue Cross & Blue Shield of Montana; Nebraska: PPO Nebraska; Nevada: Prudent Buyer Plan; New Jersey: Select Network-Blue Cross Blue Shield of New Jersey; North Carolina: Preferred Care-Blue Cross & Blue Shield of North Carolina; Ohio: Community Preferred Health Plan, Super Blue; Oklahoma: Blue Cross Blue Shield of Oklahoma; Oregon: Preferred Provider Plan; Pennsylvania: American Health Alternatives, University Health Network; Rhode Island: HealthMate; South Carolina: Preferred Personal Care; Tennessee: Preferred Care/Tennessee Preferred-Blue Cross Blue Shield of Tennessee; Virginia: PPOI/Key Care, Select Preferred Provider Network-Blue Cross & Blue Shield of the National Capitol Area (D.C.); Washington: Grays Harbor Medical Bureau, King County Medical Blue Shield Preferred Plan, MSC Preferred Plan, Pierce County Medical Bureau, Prudent Buyer Plan, Whatcom County Medical Bureau; Wisconsin: Preferred Provider Option.
Plans listed are those that responded to a BI survey. Blue Cross & Blue Shield services other states through additional plans.

CNA Managed Care PPO (Illinois)
Services: Alabama, Arizona, California, Colorado, Connecticut, District of Columbia (Md.), Florida, Georgia, Illinois, Indiana, Iowa, Kansas (Mo.), Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Hampshire (Mass.), New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, Wisconsin.

CPC Managed Care Services* (California)
*Services***: Arkansas, California, Georgia, Florida, Idaho, Illinois, Indiana, Kansas, Louisiana, Mississippi, Missouri, North Carolina, Oklahoma, Texas, Utah, Washington, Wisconsin.
** Specialty PPO providing mental health services only.*
*** All information appears under the California consolidated entry. No regional listings are provided.*

CAPP CARE Inc. (California)
Services: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Delaware, District of Columbia (D.C., Md., Va.), Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas (Kan., Mo.), Kentucky, Louisiana, Maryland (D.C., Md.), Massachusetts, Michigan, Minnesota, Mississippi, Missouri (Kan., Mo.), Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, Tennessee, Texas, Utah, Virginia (D.C., Va.), Washington, Wisconsin, Wyoming.

Carenet Inc. (New York)
Services: Massachusetts, New Hampshire (N.Y.), New York, Vermont (N.Y.).

Center Care (Kentucky)
Services: Kentucky.
Contracts with: Aetna Health Plans, The AFFORDABLE Medical Networks, Met-Elect Networks, Pro-Net and USA Health Network in southcentral Kentucky.

CIGNA Health Plans PPO (Connecticut)
Services: Alabama, Arizona, Arkansas, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland (D.C.), Massachusetts, Michigan, Missouri, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, Tennessee, Texas, Utah, Vermont, Virginia, Washington.
Contracts with: Circle of Care in Georgia; ETHIX Midwest in Minnesota; ETHIX Southwest in Texas; Health Care Network in Wisconsin; Health Care Preferred in Florida; Managed Care Consultants in Nevada; Medical Card System in Puerto Rico; Preferred Health Care in Kansas; Preferred Health Partnership in Tennessee; PreferredOne in Minnesota; Preferred Plan of Nebraska/Iowa in Iowa and Nebraska; Vantage Health Network in Oregon.

CompMed Inc. (Oklahoma)
Services: Oklahoma.
Contracts with: American HealthCare Alliance, Community Care Network and HealthStar Managed Care nationwide excluding Oklahoma.

Community Care Networks Inc. (California)
Services: Arizona, California, District of Columbia, Hawaii, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Missouri, Nebraska, New Mexico, Virginia, Wisconsin*.
Contracts with: ALPHA Health Network in Pennsylvania; CompMed in Oklahoma; ETHIX Great Lakes in Michigan; Health Access in Florida; Health Choice in Alabama, Arkansas, Mississippi, Tennessee; HealthAccess in Pennsylvania; Healthcare Value Management in New Jersey, Rhode Island; Mountain Medical Affiliates in Colorado; National Healthcare Alliance in Texas; Sound Health in Alaska, Idaho, Montana, Washington; VHA East in Delaware, Pennsylvania; Vantage Health Services in Oregon; Virginia Health Network in Virginia; Willse & Associates in Maryland.
** Regional listing under the name Health Care Network (HCN).*

Consumer Health Network (New Jersey)
Services: New Jersey.
Contracts with: Preferred Care in Pennsylvania.

CORPHEALTH Inc.* (Texas)
Services: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Louisiana, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin.
Contracts with: CALNET in California; Community Care Network in Wisconsin.
** Specialty PPO providing mental health and substance abuse services only.*

Cost Care Physician Managed Networks* (California)
Services: California, Florida, Georgia, Louisiana, Massachusetts (N.H., R.I.), New Jersey, New York, Texas.
Contracts with: Admar in Missouri; ALTERNET in Nevada; Associates for Health Care in Wisconsin; ETHIX Sloans Lake in Colorado; Health Advantage in Florida; Health Choice in Connecticut, Tennessee; Health Preferred of Mid-America in Illinois; HealthMark in North Carolina; HealthNet in Tennessee; InterGroup in New Jersey; Managed HealthCare Northwest in Oregon; Med Net in Maine; MedCost/Carolina Preferred Care in North Carolina, South Carolina; National Capitol PPO in District of Columbia, Maryland; Ohio Health Choice Plan in Ohio; Preferred Health Network in California; Preferred Health Partnership in Tennessee; Principal Health Care in Louisiana; Sagamore Health Network in Indiana; Samaritan Physician Network in Arizona; Sound Health Network in Alaska, Washington; Transcentury in Texas; Virginia Health Network in Virginia.
** Also marketed under John Hancock Preferred Physician Managed Networks.*

Crawford Care Alliance* (Georgia)
Contracts with: The AFFORDABLE Medical Networks in Arizona, California, Nevada, New Mexico, Ohio, Oregon, Texas; FOCUS Healthcare Management in Alabama, Arkansas, Connecticut, Georgia, Kansas, Louisiana, Missouri, New Jersey, Oklahoma, Pennsylvania, Tennessee, Virginia; MedView Services in Colorado, Florida, Illinois, Indiana, Massachusetts, Michigan, North Carolina, South Carolina; Midwest Business Medical Assn. in Iowa, Nebraska, Wisconsin.
** Specialty PPO providing workers comp services only.*

Davis Vision* (New York)
Services: Alabama, Arkansas, Arizona, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Rhode Island, Tennessee, Texas, Vermont, Virginia, Washington, Wisconsin.
** Specialty PPO providing vision services only.*

Delta Dental Plans*
Services: Alabama: Delta Dental Insurance (Ga.); California: Delta Preferred Option; Florida: Delta Dental Insurance (Ga.); Georgia: Delta Dental Insurance; Illinois: Delta Dental Plan of Illinois; Indiana: Delta Preferred Option/Delta Preferred Option Plus; Kansas: Delta Preferred Option; Massachusetts: DeltaPreferred Option; Michigan: Delta Preferred Option/Delta Preferred Option Plus; Minnesota: Delta Dental Plan of Minnesota; Nevada: Delta Dental Insurance (Ga.); New Jersey: Delta Preferred

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Option; New Mexico: DELTAChoice; Tennessee: Delta Preferred Option PPO; Utah: Delta Dental Insurance (Ga.); Wisconsin: Delta PPO-Delta Dental Plan.
** Specialty PPO providing dental services only. Plans listed are those that responded to a BI survey. Delta Dental Plans service other states through additional plans.*

Dental Benefit Providers Inc.* (Maryland)
*Services**:* California, Colorado, Connecticut, District of Columbia, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Maryland, Massachusetts, Michigan, Missouri, New Hampshire, New Jersey, New Mexico, New York, Ohio, Oregon, Pennsylvania, Rhode Island, Texas, Virginia.
** Specialty PPO providing dental services only.*
*** All information under the Maryland consolidated entry. No regional listings provided.*

Dental Care Plus Management Corp.* (Illinois)
*Services**:* Illinois, Indiana, Iowa, Missouri, Wisconsin.
** Specialty PPO providing dental services only.*
*** All information appears under the Illinois consolidated entry. No regional listings are provided.*

Diagnostic & Therapy Services, P.C.* (Virginia)
Services: District of Columbia, Maryland, Virginia.
Contracts with: The AFFORDABLE Medical Networks in District of Columbia, Maryland, Virginia.
** Specialty PPO providing workers comp services only.*

The Emerald Health Network Inc. (Ohio)
Services:* Kentucky, Ohio, Pennsylvania.
** All information appears under the Ohio consolidated entry. No regional listings are provided.*

EPIC Pharmacy Network Inc.* (Virginia)
Services: District of Columbia, Maryland, Virginia.
** Specialty PPO providing pharmacy services only.*

The ETHIX Corp./ETHIX National Inc.*
Services: Alaska: ETHIX Northwest (Wash.); Colorado: ETHIX Sloans Lake; Michigan: ETHIX Great Lakes; Minnesota: ETHIX Midwest; Montana: ETHIX Northwest (Wash.); New Jersey: ETHIX Mid-Atlantic; North Carolina: ETHIX Southeast; Oregon: ETHIX Pacific; Pennsylvania: ETHIX Mid-Atlantic; South Carolina: ETHIX Southeast (N.C.); Texas: ETHIX Southwest; Washington: ETHIX Northwest, ETHIX Pacific (Ore.); Wisconsin: ETHIX Midwest (Minn.).
** Plans listed are those that responded to a BI survey. ETHIX services other states through additional plans.*

Eye Care Plan of America*
Services: Nationwide, including Puerto Rico and the Virgin Islands.
** Specialty PPO providing vision services only.*

FIRST HEALTH/AFFORDABLE Networks (Utah)
Contracts with: The AFFORDABLE Medical Networks nationwide.

FOCUS Healthcare Management Inc. (Tennessee)
Services: Alabama, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia (Va.), Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Michigan, Mississippi, Missouri, Nebraska, New Jersey, North Carolina, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, Wisconsin.

General Psychological Services Inc.* (New Jersey)
*Services**:* Nationwide.
** Specialty PPO providing mental health services only.*
*** All information appears under the New Jersey consolidated entry. No regional listings are provided.*

Global Medical Management (Florida)
Services:* Nationwide, western Europe, Central America, South America.
** All information appears under the Florida consolidated entry. No regional listings are provided.*

Great-West Care (Colorado)
Contracts with: ETHIX in Alaska, Michigan, Washington; Healthplus in New Mexico; Managed HealthCare Northwest in Oregon; MedSelect in West Virginia; Mid-Florida Preferred in Florida; Preferred Health Partnership in Tennessee; Preferred HealthCare Network in Nevada; PreferredOne in Minnesota; Premier Medical Network in Utah; Private Healthcare Systems in Alabama, Arizona, California, Colorado, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia, Washington, Wisconsin; TM Care Health Network in Arizona; TakeCare Preferred Network in Nebraska; Wisconsin Preferred Provider Network in Wisconsin.

HEC Select PPO (Texas)
Services: Florida, Kentucky (Texas), Ohio (Texas), Oklahoma (Texas), Texas, Utah (Texas), West Virginia (Texas).
Contracts with: Health Advantage in Louisiana; National Capitol PPO in District of Columbia.

Health Advantage of Rhode Island (Rhode Island)
Services:* Connecticut, Massachusetts, Rhode Island.
** All information appears under the Rhode Island consolidated entry. No regional listings are provided.*

Health Care Partners (Texas)
Services: Texas.
Contracts with: MedCorp Southwest in Arkansas, Oklahoma, Texas; Medical Options Resources in Texas; National Healthcare Alliance in Texas.

Health First (Iowa)
Services:* Iowa, Nebraska, South Dakota.
** All information appears under the Iowa consolidated entry. No regional listings are provided.*

Health Management Associates (Arizona)
Services:* Arizona*, Iowa, Mississippi, Nevada*, New Mexico, Utah.
** Regional listings appear under the name Arizona Medical Network/Rural Arizona Network, InterMed. Regional information provided for noted states only.*

Health Partners (Michigan)
Services:* Minnesota, Wisconsin.
Contracts with: Aetna Health Plans nationwide; The HMO Group in Arizona, Connecticut, District of Columbia, Illinois, Massachusetts, Minnesota, Missouri, New Hampshire, New York, Pennsylvania, Washington, Wisconsin; Kaiser Permanente in California, Colorado, Connecticut, Georgia, Hawaii, Illinois, Kansas, Maryland, Massachusetts, Michigan, Missouri, North Carolina, New York, Ohio, Oregon, Texas, Virginia, Wisconsin.
** All information appears under the Michigan consolidated entry. No regional listings are provided.*

Health Service Affiliates (Ohio)
Services:* Nationwide.
** All information appears under the Ohio consolidated entry. No regional listings are provided.*

HealthAssurance (Pennsylvania)
Services: Pennsylvania.
Contracts with: Vantage Managed Care Network in Pennsylvania.

Healthcare Advantage Inc. (Louisiana)
Services: Alabama, Louisiana, Mississippi.

HealthNetwork Inc. (Illinois)
Services: Illinois, Indiana, Iowa, Missouri, Wisconsin.

Healthsource (New Hampshire)
Services:* Maine, Massachusetts, New Hampshire.
** All information appears under the New Hampshire consolidated entry. No regional listings are provided.*

HealthStar Managed Care Corp. (Illinois)
Services: Georgia, Illinois, Indiana, Kentucky, Ohio.

Humana Health Insurance Co.
Services: Alabama, Arizona, Florida, Kentucky, Missouri, Nevada, Ohio, Texas.

Kemper National Services (Florida)
Services:* Alabama, Arizona, California, Colorado, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, Wisconsin.
** All information appears under the Florida consolidated entry. No regional listings are provided.*

LaborCare Inc. (Illinois)
Services:* Arkansas, Illinois, Indiana, Iowa, Kansas, Missouri.
** All information appears under the Illinois consolidated entry. No regional listings are provided.*

Life Insurance Co. of Georgia (Georgia)
Contracts with: American Health Network in California, Texas; Baptist Health Services Group in Arkansas, Mississippi, Tennessee; CAPP CARE nationwide; Florida Health Network in Florida; Health Care Savings in North Carolina, South Carolina; HealthNet in Tennessee; HealthCare Plus in Georgia; Preferred Health Partnership in Tennessee; Southeast Medical Alliance in Arkansas, Louisiana, Mississippi.

MIDA Dental Plans* (Michigan)
*Services**:* Arizona, California, Illinois, Kentucky, Michigan, Missouri, Ohio, Texas.
** Specialty PPO providing dental services only.*
*** All information appears under the Michigan consolidated entry. No regional listings are provided.*

Managed Care Programs (Florida)
Services:* Arizona, Arkansas, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, New Jersey, New Mexico, New York, Ohio, Oklahoma, North Carolina, Pennsylvania, Tennessee, Texas, Virginia, Wisconsin.
** All information appears under the Florida consolidated entry. No regional listings are provided.*

Managed Health Network (California)
Services:* Alabama, Alaska, Arizona, Arkansas, Canada, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Washington, West Virginia, Wisconsin, Wyoming.
** All information appears under the California consolidated entry. No regional listings are provided.*

Managed HealthCare Northwest Inc. (Oregon)
Services:* Oregon, Washington.
Contracts with: Beech Street of California and PPO Alliance in California; First Choice Health Network in Washington.
** All information appears under the Oregon consolidated entry. No regional listings are provided.*

Medco Value Plus (Florida)
Services:* Alabama, Alaska, Arizona, California, Connecticut, Delaware, Florida, Georgia, Idaho, Indiana*, Illinois, Iowa, Kansas*, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri*, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Rhode Island, South Carolina, Tennessee*, Texas, Virginia, Washington, West Virginia, Wisconsin.
Contracts with: Admar in Arizona, Georgia, Missouri, New Mexico; ETHIX Midwest in Minnesota; The Healthcare Initiative in Colorado; Healthcare Value Management in New Hampshire, Rhode Island; InterGroup in Delaware, New Jersey, Pennsylvania; Midwest Business Medical Assn. in Illinois, Iowa, Nebraska; Managed Care Consultants in Nevada; Med Net of Alabama in Alabama; MedSelect of West Virginia in West Virginia; MedView Services in Connecticut, Florida, Indiana, Kentucky, Massachusetts, Michigan, North Carolina, South Carolina, Tennessee (except Memphis), Texas, Wisconsin; Preferred Health Net in California; Primary Health Services in Ohio; PPO Oklahoma in Oklahoma; Preferred Plan of Mid-Atlantic in District of Columbia, Maryland, Virginia; Sound Health in Alaska, Montana, Washington; Southeast Medical Alliance in Louisiana, Mississippi; Virginia Health Network in Virginia (excluding northern Virginia).
** Provides services nationwide. Regional information provided for noted states only.*

MedCost/Carolina Preferred Care (North Carolina)
Services: Alabama, Georgia, North Carolina (Ala.), South Carolina.

Medical Diagnostic Management Inc.* (New Jersey)
Services: Connecticut, New Jersey, New York, Pennsylvania.
** Specialty PPO providing outpatient radiology/laboratory services only.*

MedicalControl Inc. (Texas)
Services:* Alabama, Alaska, Arizona, Arkansas, California, Colorado, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
** All information appears under the Texas consolidated entry. No regional listings are provided.*

MedSelect/SelectNet (West Virginia)
Services:* Kentucky, Ohio, Pennsylvania, Virginia, West Virginia.
** All information appears under the West Virginia consolidated entry. No regional listings are provided.*

MedView Services Inc. (Michigan)
Services: California, Colorado, Connecticut, Florida, Illinois, Indiana, Kansas, Kentucky, Louisiana, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Wisconsin.
Contracts with: SouthCare Medical Alliance in Georgia.

Mental Health Consultants* (Pennsylvania)
*Services**:* Pennsylvania, New Jersey.
Contracts with: Preferred Care in Pennsylvania.
** Specialty PPO providing mental health services only.*
*** All information appears under the Pennsylvania consolidated entry. No regional listings are provided.*

Met-Elect Network (Connecticut)
Services: Alabama, Arizona, California, Colorado, Connecticut, Delaware, Florida, Georgia, Illinois, Kansas, Louisiana, Maryland (D.C.,Md.,Va.), Massachusetts, Michigan, Mississippi, Missouri (Kan.,Mo.), Nebraska, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Tennessee, Texas, Utah, Virginia (Md.,Va.), Washington.

Midwest Business Medical Assn. Ltd. (MBMA) (Illinois).
Services:* Illinois*, Indiana, Iowa*, Kansas, Missouri, Nebraska, Wisconsin.
** Regional information provided for noted states only.*

MultiPlan Inc. (New York)
Services: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Massachusetts, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, South Dakota, Tennessee, Utah, Texas, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.

Mutually Preferred PPO (Nebraska)
Contracts with: ASPA, Arizona Medical Network, InterMed Network, and Rural Arizona Network in Arizona; Admar, NWP and SCA in Massachusetts; Associates for Healthcare in Wisconsin; Billings Physician Hospital Alliance in Montana; Boulder Valley IPA, Fort Collins IPA, Medical Network, Mountain Medical Affiliates, NorthCare, Northern Colorado MPA and Preferred Choice in Colorado; CompMed in Oklahoma; ETHIX Great Lakes in Michigan; ETHIX Southwest, Medical Care Referral Group, National Healthcare Alliance and North Texas Healthcare Network in Texas; Gulf Health Plans and Health Choice in Alabama; HPK and HealthNet in Kansas and Missouri; direct hospital contracts in Nebraska; Health Care and Universal Health Network in Nevada; Health Choice, Health Net and Signature Health Alliance in Tennessee; Health Direct PPO, HealthLink and Personal Care Preferred in Illinois and Indiana; Health First, Iowa Methodist and Mercy Hospital in Iowa; Health Network, HealthRESPONSE, MHMC, MHSL, PATH and Universal Preferred in Ohio; Healthchoice, Preferred Health Providers and Volusia Health Network in Florida; HealthLink in Missouri; HealthMark Affiliated Networks in North Carolina; InterGroup Services in New Jersey, Pennsylvania; National Capital PPO in District of Columbia, Maryland, Virginia; PPO Alliance in California; PreferredOne in Minnesota, North Dakota, Wisconsin; Premier Medical Network in Utah; Sound Health Network in Alaska, Washington; SouthCare Medical Alliance in Georgia; Southeast Medical Alliance in Arkansas, Louisiana; VHA Tri-State Health Plans in Indiana; Vantage PPO in Oregon; Virginia Health Network in Virginia.

National Capitol PPO (NCPPO) (Maryland)
Services:* District of Columbia, Maryland, Virginia.
** All information appears under the Maryland consolidated entry. No regional listings are provided.*

National Foot Care Program Inc.* (Michigan)
Services: Alabama, Delaware, Illinois, Indiana, Kansas, Maryland, Michigan, Missouri, New Jersey, Ohio, Pennsylvania, Tennessee, Wisconsin.
** Specialty PPO providing foot and ankle care services only.*

National Health Plan Corp. (New York)
Services:* Connecticut, New Jersey, New York.
** All information appears under the New York consolidated entry. No regional listings are provided.*

New York Life Managed Care Professionals (New York)
Contracts with: Benefit Panel Services in California; CompMed in Kansas, Oklahoma; Cost Care Physician Managed Networks in Massachusetts; ETHIX Great Lakes in Michigan; ETHIX Mid-Atlantic in New Jersey, Pennsylvania; ETHIX Midlands in Ohio; ETHIX Northwest in Washington; ETHIX Pacific in Oregon; ETHIX Sloans Lake in Colorado; ETHIX Southeast in North Carolina, South Carolina; ETHIX Southwest in Texas; GenCare in Illinois, Missouri; Health Preferred of Mid-America in Illinois, Indiana; HealthNet in Kansas, Kentucky, Missouri; HealthStar in Georgia; Passport PPO in Texas; Preferred Health Providers in Florida; Private Healthcare Systems in Alabama, Arizona, California, Indiana, Kentucky, Louisiana, Minnesota, Tennessee, Wisconsin; Sanus/Passport in District of Columbia, Maryland, New Jersey, New York, Texas, Virginia.

Nevada Preferred Professionals (Nevada)
Services: Nevada.
Contracts with: Principal Health Care nationwide.

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The New England Care (Colorado)
Contracts with: ETHIX in Alaska, Michigan, North Carolina, South Carolina, Washington; HealthPlus in New Mexico; Managed HealthCare Northwest in Oregon; MedSelect in West Virginia; Mid-Florida Preferred in Florida; Preferred Health Partnership in Tennessee; Preferred HealthCare Network Inc. in Nevada; PreferredOne in Minnesota; Premier Medical Network in Utah; Private Health Care Systems in Alabama, Arizona, California, Colorado, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia, Washington, Wisconsin; TM Care Health Network in Arizona; TakeCare in Nebraska; Wisconsin Preferred Provider Network in Wisconsin.

North Texas Healthcare Network (Texas)
Services: Texas.
Contracts with: Alliance PPO in the District of Columbia area; Brazos Valley Health Network in Texas; CHS HealthNet in Florida; CompMed in Oklahoma; East Texas Health Benefit Network in Texas; ETHIX Sloans Lake in Colorado; ETHIX Southwest in Texas; Health Care Savings in North Carolina; Health Choice in Tennessee; HealthFirst Alliance in Texas; HealthLink in Missouri; HealthNet in Missouri, Tennessee, Texas; InterGroup Services in Pennsylvania; MedCost/Carolina Preferred Care in North Carolina; Medical Care Referral Group in Texas; PPO Alliance in California; PPOM in Michigan; Panhandle Provider Organization in Texas; Pennsylvania Health Choice in Pennsylvania; Preferred Health Plan in Kentucky; Preferred Healthcare Network in Nevada; Preferred Plan of Georgia in Georgia; PreferredOne in Minnesota; Sagamore Health Network in Indiana; Samaritan Physician Network in Arizona; Sound Health in Washington; Southeast Medical Alliance in Arkansas, Louisiana; Upper Valley Health Care in Texas; Vantage PPO in Oregon; Virginia Health Network in Virginia.

Northwestern National Life Premier Benefits (Minnesota)
Contracts with: First Choice in Washington; Healthcare Advantage in Louisiana; NWNL Health Network in Minnesota; Private Healthcare Systems nationwide; Scripps in California.

Ohio Health Choice (Ohio)
Services:* Kentucky, Ohio.
Contracts with: CAPP Care, Cost Care Physician Managed Network and ProAmerica Managed Care nationwide excluding Ohio.
** All information appears under the Ohio consolidated entry. No regional listings are provided.*

PM Group's PPO (California)
Contracts with: CAPP Care nationwide; Health Care Savings in North Carolina, South Carolina; Private Healthcare Systems nationwide; WPPA in Kansas.

PPOM (Michigan)
Services: Indiana, Michigan, Ohio.

Panhandle Provider Organization (Texas)
Services:* Kansas, New Mexico, Oklahoma, Texas.
** All information appears under the Texas consolidated entry. No regional listings are provided.*

Pearle Managed Vision Care* (Texas)
*Services**:* Nationwide excluding Alaska, Hawaii, Nevada and Oregon.
** Specialty PPO providing vision services only.*
*** All information appears under the Texas consolidated entry. No regional listings are provided.*

Pharmacy Advantage System* (Georgia)
*Services**:* Alabama, Florida, Georgia, Maine, North Carolina, South Carolina, Texas, Virginia.
** Specialty PPO providing pharmacy services only.*
*** All information appears under the Georgia consolidated entry. No regional listings are provided.*

Physical Therapy Provider Network Inc.* (California)
Services: California, Connecticut, Florida, Louisiana, Michigan, Massachusetts.
** Specialty PPO providing physical therapy services only.*

Pennsylvania Health Care Plan/Advantage Health Plus (Pennsylvania)
Services:* Ohio, Pennsylvania, West Virginia.
** All information appears under the Pennsylvania consolidated entry. No regional listings are provided.*

Preferred Care Inc. (Pennsylvania)
Services:* Delaware, New Jersey, Pennsylvania.
** All information appears under the Pennsylvania consolidated entry. No regional listings are provided.*

Preferred Chiropractic Care Inc.* (Kansas)
*Services**:* Arizona, Florida, Kansas, New Jersey, New York, Oklahoma, Texas.
** Specialty PPO providing chiropractic services only.*
*** All information appears under the Kansas consolidated entry. No regional listings are provided.*

Preferred Dental Network* (Massachusetts)
*Services**:* Massachusetts, New Hampshire, Rhode Island.
** Specialty PPO providing dental services only.*
*** All information appears under the Massachusetts consolidated entry. No regional listings are provided.*

Preferred Health Network* (California)
Services: California, Texas.
Contracts with: MedView Services Inc. in Connecticut, Florida, Illinois, Indiana, Kansas, Massachusetts, Michigan, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Wisconsin.
** All information appears under the California consolidated entry. No regional listings are provided.*

Preferred Health Professionals (Kansas)
Services:* Kansas, Missouri.
Contracts with: Health Choice in Missouri; Health Partners of Kansas in Kansas.
** All information appears under the Kansas consolidated entry. No regional listings are provided.*

Preferred Mental Health Inc.* (Kansas)
*Services**:* Nationwide excluding Alaska.
** Specialty PPO providing mental health services only.*
*** All information appears under the Kansas consolidated entry. No regional listings are provided.*

Preferred Plan, A TakeCare Preferred Network (Indiana)
Services: Arizona, California (Ariz.), District of Columbia, Georgia, Kansas (Mo.), Illinois (Ind., Mo.), Indiana, Iowa, Maryland, Massachusetts, Missouri, Nebraska, Nevada (Ariz.), Ohio (Ind.), Texas, Virginia.

Preferred Plan Inc. (Illinois)
Services:* Illinois, Indiana, Iowa.
** All information appears under the Illinois consolidated entry. No regional listings are provided.*

Preferred Vision Care* (Kansas)
*Services**:* Nationwide including Puerto Rico and Virgin Islands.
** Specialty PPO providing vision services only.*
*** All information appears under the Kansas consolidated entry. No regional listings are provided.*

Preferred Works Inc. (Connecticut)
Services:* Connecticut, Florida, Minnesota, Mississippi.
** All information appears under the Connecticut consolidated entry. No regional listings are provided.*

PreferredOne (Minnesota)
Services:* Minnesota, Montana, North Dakota, Wisconsin.
** All information appears under the Minnesota consolidated entry. No regional listings are provided.*

Premier Medical Networks (Utah)
Services:* Idaho, Utah, Wyoming.
** All information appears under the Utah consolidated entry. No regional listings are provided.*

Prescription Network of Kansas* (Kansas)
*Services**:* Kansas, Missouri, Texas.
** Specialty PPO providing pharmacy services only.*
*** All information appears under the Kansas consolidated entry. No regional listings are provided.*

Primary Health Services Inc. (Ohio)
Services:* Kentucky, Ohio, Pennsylvania, West Virginia.
Contracts with: America's Health Plan and Beech Street of California nationwide excluding Ohio; MultiPlan in Connecticut, Massachusetts, New Jersey, New York; ProAmerica Managed Care in California, Texas; Medco Value Plus in Florida.
** All information appears under the Ohio consolidated entry. No regional listings are provided.*

Principal Health Care Inc. PPO (Missouri)
Services: Alabama (Fla.), Arizona, California, Colorado, Delaware, District of Columbia, Florida, Illinois (Ill., Iowa, Mo.), Indiana (Ill.), Iowa (Ill., Iowa), Kansas (Mo.), Louisiana, Maryland, Missouri, Nebraska (Iowa, Neb.), Ohio, Virginia.

Private Healthcare Systems Inc. (Massachusetts)
Services: Alabama, Arizona, California, Colorado, District of Columbia (Md.), Florida, Georgia, Illinois, Indiana, Kansas (Mo.), Kentucky, Louisiana, Maryland, Massachusetts, New Hampshire (Mass.), Michigan, Minnesota, Missouri, New Jersey, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, Wisconsin.

The data appearing in the Private Healthcare Systems Inc. box on page 69 is from 1992. The 1993 figures are as follows:
140 metropolitan areas are serviced nationwide. Over 93,500 physicians and 984 hospitals in 29 states and the District of Columbia contract with PHCS.

ProAmerica Managed Care Inc. (Texas)
Services: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
Contracts with: Advantage Health in Pennsylvania, West Virginia; Alliance Health Provider PPO in Texas; Alliance PPO in District of Columbia, Maryland, Virginia; Associates for Healthcare in Wisconsin; Consumer Health Network in New Jersey; ETHIX Great Lakes in Michigan; ETHIX Mid Rivers in Illinois, Missouri; ETHIX Midwest in Minnesota; ETHIX Northwest in Alaska, Montana, Washington; ETHIX Pacific in Oregon; Health Care Savings in North Carolina; Health First Alliance in Texas; Health Management Associates in Arizona, Nevada; MedCost/Carolina Preferred Care in South Carolina; NorthCare in Colorado; Ohio Health Choice Plan in Ohio; Panhandle Providers Network in Texas; PPO Alliance Plus in California; Preferred Care in Pennsylvania; Preferred Health Partnership in Tennessee; Preferred Plan in Georgia, Illinois, Indiana, Iowa, Massachusetts, Missouri, Nebraska; Sooner Health Care Plan in Oklahoma; Southeast Medical Alliance in Arkansas, Louisiana.

Provider Networks of America Inc. (Texas)
Services: Colorado, Georgia, Louisiana, Massachusetts, New Mexico, Oklahoma, South Dakota, Tennessee, Texas.

Prudential Health Care Plan Inc. (New Jersey)
Services: Arizona, Arkansas, California, Colorado, Connecticut (N.Y.), Delaware (Md., Pa.), District of Columbia (Md.), Florida, Georgia, Illinois (Ill., Mo.), Indiana (Ind., Ken., Ohio), Massachusetts, Maryland, Minnesota, Missouri, New Jersey (N.J., N.Y.), New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia (Md., Va.).

SRS Select Dental Providers Inc.*
Contracts with: Avesis nationwide.
** Specialty PPO providing dental services only.*

SRS Select Health Options
Contracts with: Beech Street nationwide; Health Strategies in Texas.

Sanus Preferred Services Inc. (Maryland)
Services:* District of Columbia, Maryland, Virginia.
** All information appears under the Maryland consolidated entry. No regional listings are provided.*

Select One (Minnesota)
Services: Minnesota, North Dakota, Wisconsin.

Sound Health (Washington)
Services:* Alaska, Idaho, Montana, Washington.
Contracts with: Admar in Arizona, California, Colorado, Missouri; Community Care Network in Alaska, Arizona, California, Colorado, District of Columbia, Florida, Hawaii, Idaho, Illinois, Indiana, Kansas, Louisiana, Maryland, Michigan, Mississippi, Missouri, Montana, Nebraska, New Mexico, Oklahoma, Oregon, Pennsylvania, Tennessee, Texas, Virginia, Washington, Wisconsin; CompMed in Oklahoma; Cost Care Physician Managed Network in California; HealthNetwork in Illinois, Indiana, Iowa, Michigan, Wisconsin; HealthStar in Georgia, Illinois, Indiana, Kentucky, Ohio; Interplan in California; North Texas Healthcare Network in Texas; Preferred Health Network in Arizona, California, Nevada; Vantage PPO in Oregon.
** All information appears under the Washington consolidated entry. No regional listings are provided.*

Southeast Medical Alliance (Louisiana)
Services:* Arkansas, Louisiana, Mississippi.
Contracts with: Beech Street and ProAmerica Managed Care in Texas; Signature Health Plans in Tennessee; Sooner Health Plan in Oklahoma.
** All information appears under the Louisiana consolidated entry. No regional listings are provided.*

Take Care Preferred Network (California)
Services: California, Colorado, Illinois, Kentucky (Ohio), Ohio.

Therapeutic Associates* (California)
*Services**:* Arizona, California, Montana, Oregon, Washington.
** Specialty PPO providing physical rehabilitation services only.*
*** All information appears under the California consolidated entry. No regional listings are provided.*

Total Health Plan Inc. (Massachusetts)
Services:* Massachusetts, New Hampshire, Rhode Island.
** All information appears under the Massachusetts consolidated entry. No regional listings are provided.*

The Travelers Insurance Co.-Travelers Managed Health Care System (Connecticut)
Services: Arizona, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Illinois (Ill., Mo.), Indiana (Ind., Ohio), Kansas, Kentucky (Ky., Ohio), Louisiana, Massachusetts, Maryland (D.C., Md.), Michigan, Missouri (Ill., Kan., Mo.), New Jersey (N.J., Penn.), New Hampshire (Mass.), New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Rhode Island (Mass.), South Carolina (N.C., S.C.), Tennessee, Texas, Virginia (D.C., Va.).
Contracts with: Baptist Health Service in Arkansas, Mississippi, Missouri, Tennessee; Coastal Health Care Administrator in California; Community Care Network in Wisconsin; Intermountain Health Care in Utah; Panhandle Providers Network in Texas; San Diego Foundation for Medical Care in California; Queens Health Care in Hawaii; Select Care in Minnesota, North Dakota, Wisconsin; Sound Health in Alaska, Washington; Vantage PPO in Oregon, Washington.

TriState Healthcare Partners (Indiana)
Services:* Illinois, Indiana, Kentucky.
** All information appears under the Indiana consolidated entry. No regional listings are provided.*

United HealthCare Corp.
Services: Georgia: United HealthCare; Illinois: Physicians Health Plan of Greater St. Louis (Mo.), Share Health Plan; Indiana: Physicians Health Plan; Iowa (Neb.); Massachusetts (R.I.); Michigan: Physicians Health Plan; Minnesota: Medica; Missouri: Physicians Health Plan of Greater St. Louis; Nebraska: Share Health Plan; North Carolina: Physicians Health Plan; North Dakota (Minn.); Ohio: PHP Benefit Systems, Western Ohio Health Care Corp.; Rhode Island: United Health Plans of New England; South Carolina: Physicians Health Plan; Utah: United HealthCare; Wisconsin: PrimeCare Health Plan.

United Northwest Services (United PPO) (Oregon)
Services:* Alaska, Idaho, Nevada, Oregon, Washington.
Contracts with: Preferred Plans in Nevada; Beech Street of California for hospital services in states other than Nevada, Oregon and Washington.
** All information appears under the Washington consolidated entry. No regional listings are provided.*

US LIFE CARE (New Jersey)
Services: Colorado, New Jersey.
Contracts with: Access Health Plan in Ohio; Alliance PPO in District of Columbia, Maryland, Virginia; Eastern Iowa Health Care and Iowa City IPA in Iowa; Maricopa Foundation for Medical Care in Arizona; Medical Network in Maine; National Health Care Alliance and North Texas Health Plan in Texas; Preferred Health Professionals in Kansas; Rush Contract Care in Illinois; Sooner Health Plan in Oklahoma; SouthCare Medical Alliance in Georgia; US Health Plan in Ohio; WPPA in Kansas.

USA Health Network (Arizona)
Services:* Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Washington, West Virginia, Wisconsin.
** All information appears under the Arizona consolidated entry. No regional listings provided.*

Vantage PPO (Oregon)
Services:* Oregon, Washington.
Contracts with: Admar in California; American Healthcare Alliance nationwide; North Texas Health Care in Texas; Preferred Health Network in California; Sound Health in Washington.
** All information appears under the Oregon consolidated entry. No regional listings are provided.*

Wausau Preferred Care (Wisconsin)
Contracts with: The AFFORDABLE Medical Networks in Texas; Alliance PPO in Maryland, Virginia; CAPP CARE in Arizona, California; Health Care Savings in North Carolina, South Carolina; HealthLink in Illinois, Missouri; HealthNet in Kansas, Missouri, Tennessee; HealthStar in Illinois; PreferredOne in Minnesota; Sooner Health Plan in Oklahoma; Sound Health in Washington; SouthCare Medical Alliance in Georgia; VHA Health Plan in Indiana; Vantage PPO in Oregon.
** All information appears under the Wisconsin consolidated entry. No regional listings are provided.*

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