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- Identify "best-of" vendor solutions
- Group vendor solutions, evaluate and acceptance

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HCBD offers first-of-its-kind sales development support to:

Identify better prospects
Increase sales

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- Identify "best-of" vendor solutions
- Gauge vendor traction, credibility and acceptance

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- I. Navigation and Content Resources — Ease-of-Use and Thoroughness
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- III. Premier Company Profile Overview — HTML-enabled and with Your Logo and Graphics
- IV. HCBD-KnowProADDONS — Exclusively Available Products and Services
- V. For AHIP Members — HCBD-AHIP Solutions *Limited* Promotional Offer



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easy-to-use online tools
allowing you to

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Business Description Key Word Search

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Move -->

Ownership/Affiliations

Exact match

Website

Exact match

Trade Symbol

Exact match

i.e., bcbs for www.bcbsfl.com, etc.

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Exact match

State

Exact match

i.e., MD for Maryland

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Aetna Health Inc. (South Carolina)	Columbia SC
Aetna Health Inc. (South Dakota)	Hartford CT
Aetna Health Inc. (Tennessee)	Nashville TN
Aetna Health Inc. (Texas)	Dallas TX
Aetna Health Inc. (Utah)	Sandy UT
Aetna Health Inc. (Vermont)	Hartford CT
Aetna Health Inc. (Virginia)	Falls Church VA
Aetna Health Inc. (Washington State)	Seattle WA
Aetna Health Inc. (West Virginia)	Hartford CT
Aetna Health Inc. (Wisconsin)	Hartford CT
Aetna Health Inc. (Wyoming)	
Aetna Health of California Inc.	San Ramon CA
Aetna Health of Illinois Inc.	Chicago IL
Aetna Inc.	Hartford CT

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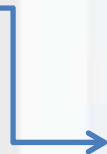
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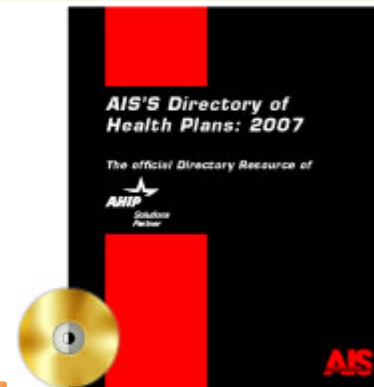
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Aetna Inc: 860-273-0123 (CT)



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HIP: Point-of-Service (POS)
HIP: Preferred Provider Organization (PPO)
HIP: Fee-For-Service (FFS)
HIP: Health Savings Account (HSA - CDHP)

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Source: AIS's Directory of Health Plans: 2007

Directory Listing for:

AETNA Health Inc. (Rhode Island)

**151 Farmington Avenue
Hartford ,CT06156**

Telephone: **(860) 273-0123**

URL: www.aetna.com

Profit Status: **For-profit..Private subsidiary of public company.**

Stock Ticker: **NYSE: AET**

Parent/Owner: **AETNA Inc.**

Contracted or Affiliated PBM(s): **Aetna Pharmacy Management (APM)**

States Served: **Rhode Island.**

Health Plan Enrollment

Total Medical:	11714
Fully Insured	
Self Funded	

Enrollment by State:

RI	11714
----	-------

by Plan Design and Sector:

HMO:	143
POS:	5888
PPO:	2740
FFS:	1885
CDH:	234
Medicare:	0
Medicare Supplement:	0
Medicaid	0
Other Public Program:	0
Other Enrollment:	824

Note: Other enrollment is EPO.

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Aetna Health Inc. (Texas)	Dallas TX
Aetna Health Inc. (Utah)	Sandy UT
Aetna Health Inc. (Vermont)	Hartford CT
Aetna Health Inc. (Virginia)	Falls Church VA
Aetna Health Inc. (Washington State)	Seattle WA
Aetna Health Inc. (West Virginia)	Hartford CT
Aetna Health Inc. (Wisconsin)	Hartford CT
Aetna Health Inc. (Wyoming)	
Aetna Health of California Inc.	San Ramon CA
Aetna Health of Illinois Inc.	Chicago IL
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HIP: Consumer-Directed Health Plan (CDHP)
HIP: Fee-For-Service (FFS)
HIP: Health Savings Account (HSA - CDHP)
HIP: Medicare Advantage Plan
HIP: Point-of-Service (POS)
HIP: Preferred Provider Organization (PPO)
HIP: Individual Market

Stock Ticker:

AET

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Company Ownership:

(NYSE: AET) Aetna Company Names "Aetna" is the brand name for products and services provided by one or more of the Aetna group of subsidiary companies.

Company Description:

Aetna is one of the nation's leading diversified health care benefits companies, serving approximately 35.9 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities. Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans and government-sponsored plans.

Company Contacts:

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Media Contact(s)

[David W. Carter](#)

[Vice President, Corporate Public Relations]

[Fred Laberge](#)

[Assistant Vice President of Corporate Relations]

[Cynthia Michener](#)

[Assistant Vice President, Corporate Public Relations]



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Company Officials:

[Ronald A. Williams](#)

[Chief Executive Officer and President]

[John W. Rowe MD](#)

[Executive Chairman]

[Roger N. Farah](#)

[Board Member]

[Beth Andersen](#)

[President - Small Group and Middle Market, West Region]

[Mark T. Bertolini](#)

[President]

[Peg Haennicke](#)

[Head of Aetna Disability and Absence Management Services]

[Patrick Scullion](#)

[President, Aetna Workers' Comp Access (AWCA)]

[Patrick Young](#)

[President, Small and Middle Market Business in the Mid-Atlantic Region]

[Troyen A. Brennan MD, MPH](#)

[SVP, Chief Medical Officer]

[William Fried](#)

[Medical Director, Mid-Atlantic Region]



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Mark T. Bertolini Named President of Aetna Inc.

Source [Aetna Inc.](#)

Published Date 7/24/2007

Aetna Chairman and CEO Ronald A. Williams today announced the appointment of Mark T. Bertolini, 51, as president of Aetna (NYSE: AET). In this position, Bertolini will continue to be responsible for the management of Aetna's businesses, reporting directly to Williams. He currently serves as executive vice president and head of Business Operations, a position that he was promoted to earlier in the year. ...

[View the entire story at Aetna Inc.](#)

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Hartford, CT

Company Representatives Featured

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[President]
Aetna Inc.

[David W. Carter](#)

[Vice President, Corporate Public Relations]
Aetna Inc.

Media Contact

[David Entrekin](#)

[Vice President, Investor Relations]
Aetna Inc.

Investor Relations Contact

[Ronald A. Williams](#)

[Chief Executive Officer and President]
Aetna Inc.

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Mark T. Bertolini

President
Aetna Inc.



Office Location:
Hartford, CT USA

Company Information:
151 Farmington Ave
Hartford, CT 06156-0001 USA
860-273-0123

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Professional Affiliations

President

[Aetna Inc.](#)

Former Senior Vice President, Regional Segment and Middle Market Growth

[CIGNA Corp.](#)

Biographic Information

[Web-based Profile/Site](#)

Mark T. Bertolini, President of Aetna (NYSE: AET), is responsible for the management of Aetna's businesses, reporting directly to the Chairman and CEO. He Previously served as executive vice president and head of Business Operations, a position that he was promoted to earlier in the year. Bertolini joined Aetna in February 2003 as senior vice president of Specialty Products. Since that time, he has had increasing responsibilities assuming the management for Aetna's Regional Businesses, being named as executive vice president and head of Regional Businesses. He was named head of Business Operations in May 2007. Prior to joining Aetna, he held positions with Cigna and NYLCare, and had been chief executive officer of SelectCare.

Mr. Bertolini holds a Bachelor of Science degree in Business Administration from Wayne State University and a Master of Business Administration in Finance from Cornell University.

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- Identify best-fit vendor solutions

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By Company

Job Functions:

- Not Specified -
Benefits Management
Behavioral Health
Board / Corporate Governance Leadership



Select and Move Job Functions(s)

Move -->

Job Title Categories

Chief Executive Officer / CEO
Chairman
Board Member
President / Principal



Select and Move Job Title Categories(s)

Move -->

Client Services (Log-in Required)

Advanced Search and Queries

News/Companies/People

- Query News By Companies
- Query News By People
- Query HR Announcements
- Search Companies
- Search People
- Search News Events

HCBD Tools and Resources

- HCBD-LeadListGenerator
- HCBD-BizTripper
- HCBD-MarketMailings
- HCBD-ClientConsult
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- Company Profiles
- Company Official Profiles

screen continues on next slide

HCBD-KnowPro Services

HCBD-KnowPro Business Intelligence and Sales Development Tools

HCBD offers first-of-its-kind sales development support to:

- Identify better prospects
- Increase sales



screen continues from last slide

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Business Types

- Not Specified -
Association: National HIP / Managed Care
Association: State HIP / Managed Care
Association: Trade / Professional Society

Select and Move Business Types(s)

Move -->

Search



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Sales Development
Tools

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--Select One--

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easy-to-use online tools
allowing you to

find vendor solutions
with precision, credibility

Affinity Program.

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HCBD Headline

Referenced Companies/Organizations

Key Word(s) Topic Search

Referenced News Maker

First Name

Last Name

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[AHIP: Millions of Seniors to Be Pushed Out of Medicare Advantage](#)

HCBD Recap: [Who's What - Companies and News](#)
From The Source: [America's Health Insurance Plans \(AHIP\)](#)
Published: 07/27/2007

[Humana: Deadline Approaching for Organizations to Apply for 2007 Arizona Benefits \\$100,000 Charity Award](#)

HCBD Recap: [Who's What - Companies and News](#)
From The Source: [Humana Inc.](#)
Published: 07/27/2007

[Unum: Today's Diverse Workforce Leading to Dramatic Change in Employee Benefits Industry](#)

HCBD Recap: [Who's What - Companies and News](#)
From The Source: [Unum](#)
Published: 07/26/2007

[BEN-E-LECT Partners with San Francisco Chamber of Commerce to Help Businesses Fight High Cost of Health Care](#)

HCBD Recap: [Who's What - Companies and News](#)
From The Source: [Ben-e-lect](#)
Published: 07/26/2007

[SHRM Study Highlights Family and Medical Leave Act's Challenges](#)

HCBD Recap: [Who's What - Companies and News](#)
From The Source: [Society for Human Resource Management \(SHRM\)](#)
Published: 07/27/2007

[SXC Health Solutions announces appointment to board of directors](#)

HCBD Recap: [Who's What - Companies and News](#)
From The Source: [SXC Health Solutions \(SXC\)](#)
Published: 07/27/2007

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Humana: Deadline Approaching for Organizations to Apply for 2007 Arizona Benefits \$100,000 Charity Award

Source [Humana Inc.](#)

Published Date 7/27/2007

\$100,000 grant available to non-profit organization in inaugural program

A little more than five weeks remain for Greater Phoenix-area charities to apply for a one-time, \$100,000 grant in the inaugural Arizona Benefits charitable awards program, created and funded by health benefits company Humana Inc. The program is designed to give local not-for-profit, 501(c)(3) charitable organizations the opportunity to receive a meaningful contribution. ...

[View the entire story at Humana Inc.](#)

Featured Companies

[Humana Health Plan, Inc. | Humana of Arizona](#)

Phoenix, AZ

[Humana Inc.](#)

Louisville, KY

Company Representatives Featured

[Ross McLerran](#)

[Director of Media Relations]

Humana Health Plan, Inc. | Humana of Arizona

Media Contact

[Jeff Montag](#)

[President]

Humana Health Plan, Inc. | Humana of Arizona

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HEALTHCARE BIZDEV



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- Send Release
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Current News

TODAY

[VHA Introduces Web Map That Highlights How It Is Helping Reduce Hospital Costs Across America](#)

[HHS Panel: Health Care Access to Quality The Priority](#)

The [Executives from Health Plans and Insurers Nationwide](#) Making News in Recent Days

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The [Executives from Health Plans and Insurers Nationwide](#)
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The [News-Making Companies](#) this
Past Week **1**

[HCBD-PeopleCompanies FastTrac](#) HR Appointments
and Promotions from this
Past Week **3**

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News by Company

Last Week ▼

- Health Insurance Plans ▼
- Health Insurance Plans**
- My Watched Companies
- All Vendors
- All Organizations
- Associations / Professional Society
- Disease Management Vendors
- Employers
- Government Agencies
- Healthcare Foundations / Educational Non-Profits
- Information Technology Vendors

By Company

Aetna Inc. Hartford, CT			
Aetna Inc. Hartford, CT			
Aetna Inc. Hartford, CT			7/17/2007 ViewNews <input type="checkbox"/> Watch Co.
AmeriHealth New Jersey Mount Laurel, NJ	7/17/2007	ViewNews	<input type="checkbox"/> Watch Co.
Assurant Health Milwaukee, WI	7/20/2007	ViewNews	<input type="checkbox"/> Watch Co.
Assurant, Inc. New York, NY	7/18/2007	ViewNews	<input type="checkbox"/> Watch Co.
Assurant, Inc. New York, NY	7/20/2007	ViewNews	<input type="checkbox"/> Watch Co.
Assurant, Inc. New York, NY	7/20/2007	ViewNews	<input type="checkbox"/> Watch Co.
Beth Israel Deaconess Medical Center (BIDMC) Boston, MA	7/20/2007	ViewNews	<input type="checkbox"/> Watch Co.
Blue Cross and Blue Shield of Kansas City Kansas City, MO	7/19/2007	ViewNews	<input checked="" type="checkbox"/> Watch Co.
Blue Cross and Blue Shield of Minnesota Saint Paul, MN	7/20/2007	ViewNews	<input checked="" type="checkbox"/> Watch Co.
Blue Shield of California San Francisco, CA	7/19/2007	ViewNews	<input checked="" type="checkbox"/> Watch Co.
Centene Corporation St. Louis, MO	7/20/2007	ViewNews	<input type="checkbox"/> Watch Co.
Clarkston Medical Group Clarkston, MI	7/18/2007	ViewNews	<input type="checkbox"/> Watch Co.
Covenant Health Knoxville, TN	7/16/2007	ViewNews	<input type="checkbox"/> Watch Co.



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News by Persons

Last Week

Health Insurance Plans

By Company, Last Name, First Name

By Company, Last Name, First Name

By Last Name, First Name

By Person

[Charles M. Cutler MD](#)
VP, National Medical Director for Quality

[Michael Munoz](#)
Vice President of Sales

[Kerry J. Clayton](#)
Interim President and Chief

By Company

[Aetna Inc.](#)

[AmeriHealth New Jersey](#)

[Assurant, Inc.](#)

Newest - to - Oldest

[ViewNews](#)

[ViewNews](#)

[ViewNews](#)

MyLeadList MyCompanyWatch

Add Lead

Watch Co.

Add Lead

Watch Co.

Add Lead

2

Client Services (Log-in Required)

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News by Persons

Last Week

Health Insurance Plans

Health Insurance Plans

My Watched Companies

All Vendors

All Organizations

Associations / Professional Society

Disease Management Vendors

Employers

Government Agencies

Healthcare Foundations / Educational Non-Profits

Information Technology Vendors

By Person

[Charles M. Cutler MD](#)
VP, National Medical Director for Quality

[Michael Munoz](#)

[Aetna Inc.](#)

[AmeriHealth New](#)

[ViewNews](#)

[ViewNews](#)

Watch Co.

Add Lead

AH..

Solutions
Partner

HEALTHCARE
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HCBD-PeopleCompanies FastTrack

HR News/Announces

Last Week



[Critical Signal Technologies Names Laura A. Kukowski Regional Vice President of Sales, Midwest](#)

From The Source: Critical Signal Technologies (CST)

Published: 7/17/2007

[Peter Ranger Named Vice President of VITAS Innovative Hospice Care](#)

From The Source: VITAS Hospice Services, L.L.C.

Published: 7/17/2007

[Industry Veteran, Margaret W. Skinner, to Lead Guardian's Individual Product Distribution](#)

From The Source: The Guardian Life Insurance Company of America

Published: 7/17/2007

[Frawley Appointed EVP of Crawford Global Business Development](#)

From The Source: Crawford & Company

Published: 7/17/2007

[Eclipsys Names Charles Wagner Senior Vice President, Professional Services](#)

From The Source: Eclipsys Corporation

Published: 7/19/2007

[Assurant Appoints J. Kerry Clayton Interim President and Chief Executive Officer and Michael J. Peninger Interim Chief Financial Officer](#)

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KnowPro Services Grand Tour –

- I. Navigation and Content Resources — Ease-of-Use and Thoroughness
- II. **HCBD-BizDevTools — Advanced Data Management and Reporting**
- III. Premier Company Profile Overview — HTML-enabled and with Your Logo and Graphics
- IV. HCBD-KnowProADDONS — Exclusively Available Products and Services
- V. For AHIP Members — HCBD-AHIP Solutions *Limited* Promotional Offer

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- Increase sales

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Non Resources

online tools

solutions credibility



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Build and Maintain Prospect Lists
 ...**HCBD-MyLeadList** - Track People
 ... **HCBD-MyCompanyWatch** - Track Companies

Use for reporting and receive alerts based on the people and companies you identify

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By Person	By Company	Newest - to - Oldest	MyLeadList MyCompanyWatch	
Charles M. Cutler MD VP, National Medical Director for Quality	Aetna Inc.	ViewNews	<input checked="" type="checkbox"/> Add Lead	select
			<input checked="" type="checkbox"/> Watch Co.	select
Michael Munoz Vice President of Sales	AmeriHealth New Jersey	ViewNews	<input type="checkbox"/> Add Lead	
			<input type="checkbox"/> Watch Co.	
Kerry J. Clayton Interim President and Chief Executive Officer	Assurant, Inc.	ViewNews ViewNews	<input type="checkbox"/> Add Lead	
			<input checked="" type="checkbox"/> Watch Co.	select
John Vice	By Company	Date		
Rela	OSF Health Plans Peoria, IL	7/17/2007	ViewNews	<input type="checkbox"/> Watch Co.
	Partners HealthCare System, Inc. Boston, MA	7/17/2007	ViewNews	<input type="checkbox"/> Watch Co.
	Premera Blue Cross Mountlake Terrace, WA	7/16/2007	ViewNews	<input type="checkbox"/> Watch Co.
	Principal Financial Group Des Moines, IA	7/19/2007	ViewNews	<input checked="" type="checkbox"/> select
	Regence BlueShield of Idaho Lewiston, ID	7/19/2007	ViewNews	<input type="checkbox"/> Watch Co.

... watching Dr. Cutler, Aetna Inc., and Principal Financial Group



AHIP Members Benefit



HCBD-BizTripper - Maximize Business Travel!
Identify every opportunity to set up side meetings,
and visit with prospects along the way...

- [Search News & Events](#)
- [Search People](#)
- [Search Companies](#)

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HCBD-BizTripper

Who Are You Looking to Meet With?

Particular Organization?

Company Name

-OR-

Business Types

- Not Specified -
Association: National HIP / Managed Care
Association: State HIP / Managed Care
Association: Trade / Professional Society

Select and Move Business Type(s)

Who Within the Company?

Which Company Officials:

Chief Executive Officer / CEO
Chairman
Board Member
President / Principal

Select and Move Job Title Categories(s)

What Focuses/Job Functions:

- Not Specified -

Internet

[Company Official Profiles](#)

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Partner

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HCBD-MailListGenerator™ – Custom Marketing Mailing List Worksheet

Company Name: _____

Name: _____ Phone Number: _____

Your scope/objective – which best describes your goal for the formulation of this mailing list request:

- Broader is Better: I request well qualified wide distribution – enter any maximum limit: _____ (Great option to support overall organizational branding/awareness objectives.)
- Specific Quantity: I request the first/best qualified – enter exact quantity: _____
- Refine/Restrict: I request carefully targeted/restricted list – enter requested quantity range: _____ (I understand this may filter less obvious potential customers but refining/targeting the list is the priority.)

Other Special Instructions:

Select the Types of Organizations to Include:

- | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <input type="checkbox"/> All HIPs (Health Insurance Plans) -or- <input type="checkbox"/> HIP: Benefit Administrators <input type="checkbox"/> HIP: Consumer-Directed Health Plans (CDHPs) <input type="checkbox"/> HIP: Disability Insurers <input type="checkbox"/> HIP: Healthcare Account Plans (HSAs, etc.) <input type="checkbox"/> HIP: HMOs <input type="checkbox"/> HIP: Independent Physician Associations (IPAs) <input type="checkbox"/> HIP: Medicare Advantage Plans <input type="checkbox"/> HIP: Medicare Supplement Products <input type="checkbox"/> HIP: Medicaid Health Plans <input type="checkbox"/> HIP: Physician Hospital Associations (PHOs) <input type="checkbox"/> HIP: Point-of-Service Plans (POS) <input type="checkbox"/> HIP: Physician Hospital Associations (PHOs) <input type="checkbox"/> HIP: Preferred Provider Organizations (PPOs) <input type="checkbox"/> HIP: Specialty HMOs <input type="checkbox"/> HIP: Specialty PPOs <input type="checkbox"/> HIP: Third Party Administrators (TPAs) (ASO biz) <input type="checkbox"/> HIP: Non US-based Health Systems | <ul style="list-style-type: none"> <input type="checkbox"/> All IDNs (Integrated Delivery Networks) -or- <input type="checkbox"/> IDN: Clinic Networks <input type="checkbox"/> IDN: Homecare Support Networks <input type="checkbox"/> IDN: Hospice /Palliative Care Systems <input type="checkbox"/> IDN: Hospital Systems <input type="checkbox"/> IDN: Independent/Integrated Physician Assoc.s <input type="checkbox"/> IDN: Integrated Delivery Systems <input type="checkbox"/> IDN: Long-term Care / Skilled Nursing Systems <input type="checkbox"/> IDN: Medical Centers / "Centers of Excellence" <input type="checkbox"/> IDN: Medical Group Systems <input type="checkbox"/> Associations – Trade and Professional Societies <input type="checkbox"/> Broker Organizations <input type="checkbox"/> Disease Management Organizations <input type="checkbox"/> Employers <input type="checkbox"/> Government Agencies <input type="checkbox"/> Vendor Companies <input type="checkbox"/> Universities / Academia |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

- [Search News & Events](#)
- [Search People](#)
- [Search Companies](#)

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Company

Name: _____

Your search criteria which

Broad (Greater)

Specific

Refine (Limit)

Other Search Criteria

Select

All Healthcare

All Healthcare

All Healthcare

All Healthcare

All Healthcare

All Healthcare

All Healthcare

All Healthcare

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All Healthcare

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All Healthcare

All Healthcare

Select Officials and Management Levels to Include:

All C-Suite, Executive Management

-or-

Chief Executive Officers / CEOs

Presidents / Principals

Chief Operating Officers / COOs

Chief Medical-Clinical Leadership / CMOs

Medical Directors

Chief Financial Officers / CFOs

Chief Information Officers / CIOs

Chief Business Development / Strategic Planning

Chief Marketing and/or Sales Executives

General Council / Legal Affairs Executives

Chief Communications Officer-Executives

Chief Customer-Member Relations Executives

Chief Provider Relations / Network Executives

Pharmacy Director-Executive

Other C-Suite, Executive Management

Board Chairman

Board Directors

Media-Press Contacts for Companies

Investor Relations Contacts for the Companies

All Other Management Levels

-or-

Executive Vice Presidents, Senior Management

Vice Presidents, Division Heads

Doctors, Practicing Physicians

RN, Health Care Providers

Director-Level Management

Manager-Level Management

Product/Account Managers, Sales Representatives

Administrative Support / Assistants

Optional: Further Segmentation by Interests and Job Functions:

Use selected interests and Job Functions to broader mailing list scope

-or-

Use selected interests and Job Functions to refine/restrict distribution.

Benefits Management

Brokers/Benefits Advisors

Board / Corporate Governance Leadership

Business Development

Consultant / Industry Expert

Corporate Development / Sponsors

Disease / Care Management

Employer - Employer Benefit Management

Finance Management / Actuary

Health Policy

Healthcare Providers

Industry Analysts (Wall Street)

Information Technology

Information Technology

International Health

Investor Relations

HIP Executive Leadership

HIP Product Development / Plan Design

Human Resources

Legal / Regulatory

Marketing / Communications

Marketing / Sales

Media / Press

Medical/Care Management

Pharmaceutical Representatives

Pharmacy Management

Provider Relations

Public Relations / Communications

Quality Improvement

Recruiters

Researchers

Risk Management

Optional: Lists may also be restricted to regions -
Simply provide listings of desired State(s) and/or Zip Code(s).

Your Best Opportunities Evaluating Where to Be ...

Conferences

Expos

Associations

Trade Pubs

Websites

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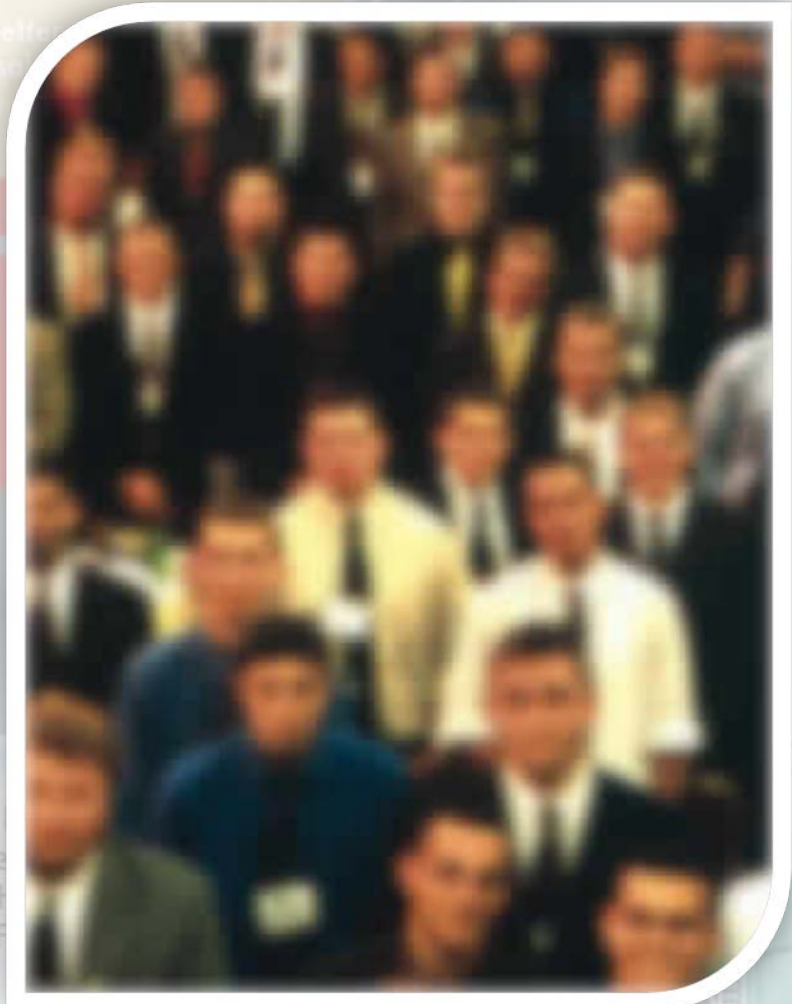
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HCBD-Who'sWhat! PRProfAdvisor (for PR Agency Reps)



July 27, 2007

AHIP Solution
News for the health i

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Industry News

Insurers wei

The CMS says th
six preventable n
acquired infectio
yet to see how it will effect costs and what, if any, changes will be made to contracting requirements. [Managed Care magazine](#) (7/2007) [E-MAIL THIS STORY](#)

HCBD-Who'sWhat! Weekly is Here!
~ overview of news-making colleagues and companies ~
for Monday, July 16 - Friday, July 20, 2007

As an industry news maker, we are sharing with you this edition of HCBD-Who'sWhat! Weekly—in moments catch up on colleagues and the companies making news in recent days.

And congratulations on making news last week. Coverage included HCBD;
[URAC identifies experts in program evaluation care coordination health information technology patient safety and employer and purchasing decision making](#)

YOU MUST CLICK BELOW
to receive HCBD Who'sWhat! each week -
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Best regards, Eric
Eric P. Weber
Healthcare BizDev, Inc. (aka, hcdb.biz)

Review Your Personal and Company Information:

[Judith A. Cahill](#)
[Academy of Managed Care Pharmacy \(AMCP\)](#)

[Direct contact information is for HCBD use only -
HCBD never publishes or shares your direct phone, email
or other information not otherwise publicly available.]

You can [update your profiles online](#) at anytime.

White Paper: Optimizing Health Networks by Enhancing Decision Support

Network optimization, including the strong recent push for P4P programs and continued experimentation with tiered networks, is a moving target for health care payers. [Click here](#) to learn how you can combine cost, utilization, quality, and peer definition benchmarks to

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- Increase sales

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- Identify "best-of" vendor solutions
- Gauge vendor traction, credibility and acceptance

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TODAY

[Best Practices in Consumer Empowerment and Protection: A New Awards, Conference and Exhibit Program](#)

The [Executives from Health Plans and Insurers Nationwide](#) Making News in Recent Days

The [News-Making Companies](#) this Past Week

[HCBD-PeopleCompanies FastTrac](#) HR Appointments and Promotions from this Past Week

Welcome <Eric Weber>

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DST Health Solutions



2500 Corporate Dr
Birmingham, AL 35242-2729 USA
205-437-6000

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DST Health Solutions



2500 Corporate Dr
Birmingham , AL 35242-2729 USA
205-437-6000

Company Website:

[Search All Companies](#)

<http://www.dsthealthsolutions.com>
[Newsroom](#)
[Contact the Company](#)

Business Focus:

Solution: Consulting Firms/Services
Solution: IT - BPO / Other Outsourcing
Solution: Accreditation
Solution: IT - Applications Solutions

Company Ownership:

A wholly owned subsidiary of DST Systems, Inc.

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Company Description:

DST Health Solutions, Inc. delivers applications and outsourcing services that help health plans, TPAs and physician practices improve efficiency, reduce operational costs, increase speed to market and improve customer service and care management. DST Health Solutions' enterprise applications, and ASP and BPO services support 340 healthcare clients, representing 30 million covered lives, 230 million health plan claims and 30 million physician business transactions annually.



Health Plans

DST Health Solutions supports plans and administrators from small TPAs to large national plans and carriers with diverse lines of business including: indemnity, HMO, PPO, POS and provider, and government-sponsored initiatives.



Physicians

DST Health Solutions helps physician organizations control administrative costs, increase collections, and improve healthcare delivery with advanced practice management software and comprehensive back-office administration services for medical billing, coding, and customer service.



Offerings

DST Health Solutions offers a wide variety of product, and services to meet the administrative needs of your health payer, TPA, or physician practice organization.



Case Studies & White Papers

Find out how DST Health Solutions' experience and innovative solutions are helping our clients achieve positive business results.



Alliances

Our relationships with market leaders in information technology and communications enable us to bring together the necessary technology, software, people, and processes to build complete solutions for our clients.

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[Kevin R. Brown](#)

[Chairman]

[Jim Skulstad](#)

[Partner]

[Craig R. Combs](#)

[Senior Vice President, Business Development]

[Stan W. Graham](#)

[chief technology officer]

[David K. McCament](#)

[Senior Executive]

[Gavin S. Lawson](#)

[Senior Sales Executive]

[Mary A. McClain](#)

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[Joey O. White](#)

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[Vice President, Marketing]

[Curt R. Palmer](#)

[Senior Vice President, Consumer Solutions]

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[Red Hat Announces Winners of First Annual Innovation Awards: DST Health Solutions; McKesson; ..](#)

[CareSource Management Group, DC Chartered Health Plan Select ACG System From DST Health Solutions, Johns Hopkins](#)

[DST Health Solutions Gets 'Strong Positive' MarketScope Rating](#)

[NCQA-Certified CompareCare HEDIS Software Helps Health Plans Measure Quality and Lower Audit Requirements](#)

[Tufts Health Plan Selects DST Health Solutions to Provide Consumer-Directed Healthcare Administration Solution](#)

[Independence Blue Cross Selects PowerAnalyzer for Benefits from DST Health Solutions](#)

[DST Systems, Inc. Announces Amisys Synertech Acquisition](#)

[Clear Choice Health Plans Selects DST Health Solutions to Implement and Host Medicare Administration Software](#)

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- Increase sales

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HCBD-IndustryAdvisoryWire News Distribution enables you to target your news to key healthcare industry media and editorial professionals

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HCBD has teamed up with PR Newswire to assemble a comprehensive program of communications services designed especially for the healthcare industry.

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Identify better prospects
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Limited...Limited...Limited –

Complimentary One-Time Use Mailing List (approx. \$1,275 value)

Open to the first 15 eligible AHIP Members – *few remaining*

NEW AHIP SOLUTIONS PARTNER PROMOTION – Open to the First 15 Eligible AHIP Members

As a new HCBD customer through the HCBD-AHIP Solutions program, and in addition to best-available AHIP Member discounted pricing, you have qualified for and are entitled to a 'one-time use' complimentary custom mailing list. This offer is valid, and a complimentary mailing list request form must be received by HCBD, within 120 days as calculated from the date of your subscription activation. The [HCBD-MailListGenerator worksheet/request form](#) outlines how to formulate your list based on the goals and objectives for a mailing project.

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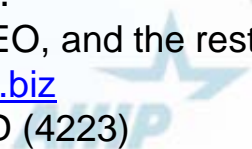
[Contact Our Team for More Information](#)

Best regards!

Eric Weber, CEO, and the rest of the HCBD Team

eweber@hcbd.biz

800-979-HCBD (4223)



Solutions
Partner

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HCBD provides an easy-to-use online tools and resources allowing you to

- Identify the best-of vendor solutions
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