

Exhibit 2–2: (cont'd)

- Intermediate care facilities
- HMOs and IPAs (e.g., Care America, Aetna Health Care, United Healthcare)
- Ambulatory care institutions (e.g., Ambulatory Care Centers, Ranchos Los Amigos Rehabilitation Center)
- Hospices (e.g., Hospice Care, Inc., Porter Hospice, Grace House of Minneapolis)
- Physicians' offices
- Home health care institutions (e.g., CareGivers Home Health, Arcadia Home Health Care, Visiting Nurses Association [VNA], Interim Home Care)

Secondary Providers (Organizations that Provide Resources)

- Educational institutions
 - Medical schools (e.g., Johns Hopkins, University of Alabama at Birmingham [UAB])
 - Schools of public health (e.g., The University of North Carolina at Chapel Hill, Harvard)
 - Schools of nursing (Presbyterian School of Nursing)
 - Health administration programs (University of Washington, The Ohio State University)
- Organizations that pay for care (third-party payors)
 - Government (e.g., Medicaid, Medicare)
 - Insurance companies (e.g., Prudential, Metropolitan)
 - Businesses (e.g., Microsoft, Ford Motor Company)
 - Social organizations (e.g., Shriners, Rotary Clubs)
- Pharmaceutical and medical supply companies
 - Drug distributors (e.g., Bergen Brunswig, Walgreen, McKesson)
 - Drug and research companies (e.g., Bristol Myers Squibb, Merck, Pfizer, Hoffman-LaRoche, Eli Lilly, Upjohn, Warner Lambert)
 - Medical products companies (e.g., Johnson & Johnson, Baxter International, Abbott Labs, Bausch & Lomb)

Organizations that Represent Primary and Secondary Providers

- American Medical Association (AMA)
- American Hospital Association (AHA)
- State associations (e.g., Illinois Hospital Association, New York Medical Society)
- Professional associations (e.g., Pharmaceutical Manufacturers Association [PMA], American College of Healthcare Executives [ACHE], American College of Physician Executives [ACPE], Medical Group Management Association [MGMA])

Individuals and Patients (Consumers)

- Independent physicians
- Nurses
- Nonphysician professionals
- Nonprofessionals
- Patients and consumer groups

Source: Adapted from Beaufort B. Longest, Jr., *Management Practices for the Health Professional*, 4th edn (Norwalk, CT: Appleton & Lange 1990).