

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment which must be made by the user of the report.

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The **JOURNAL OF MANAGED CARE MEDICINE (JMCM)** is a peer-reviewed publication. JMCM is sent to 10,000 medical directors from health plans, provider systems and employers. The content of the JMCM consists of original articles addressing the business and clinical side of managed care.

### FIELD SERVED

The **JOURNAL OF MANAGED CARE MEDICINE** serves the managed healthcare industry. The various healthcare segments include health plans (HMOs/PPOs/IHO/PMB), group medical practices/IPAs, hospitals and employers.

### DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include medical directors and chief medical officers as listed in paragraph 3a.

## CHANNELS

### JOURNAL OF MANAGED CARE MEDICINE



2 issues in the period  
10,000 average circulation

## EXECUTIVE SUMMARY

Below are the average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
<b>JOURNAL OF MANAGED CARE MEDICINE</b> (2 issues in the period)	10,000	-	10,000

**AVERAGE NON-QUALIFIED CIRCULATION**

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	12
Allocated for Trade Shows and Conventions	300
All Other	100
<b>TOTAL</b>	<b>412</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD**

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	10,000	100.0	10,000	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>10,000</b>	<b>100.0</b>	<b>10,000</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

**2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD**

2018 Issue	Total Qualified
February	10,000
April	10,000

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL 2018**  
This issue is equal to the other issue reported in Paragraph 2.

Business & Industry	Total Qualified	Percent of Total	Medical Director/Chief Medical Officer
Group Medical Practices/IPAs	5,345	53.4	5,345
HMO/PPO/IHO/PMB	1,092	10.9	1,092
Hospital	3,438	34.4	3,438
Employers	125	1.3	125
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>10,000</b>	<b>100.0</b>	<b>10,000</b>

**3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL 2018**

Qualification Source	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request:	-	-	-	-	-
II. Request from recipient's company:	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically):	<b>8,962</b>	<b>-</b>	<b>1,038</b>	<b>10,000</b>	<b>100.0</b>
Association rosters and directories	-	-	-	-	-
*Business directories	-	-	1,038	1,038	10.4
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	8,962	-	-	8,962	89.6
VI. Single Copy Sales:	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>8,962</b>	<b>-</b>	<b>1,038</b>	<b>10,000</b>	<b>100.0</b>
<b>PERCENT</b>	<b>89.6</b>	<b>-</b>	<b>10.4</b>	<b>100.0</b>	

\*See Additional Data

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL 2018**

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	104		Kentucky	211	
New Hampshire	87		Tennessee	263	
Vermont	51		Alabama	142	
Massachusetts	570		Mississippi	130	
Rhode Island	48		<b>EAST SO. CENTRAL</b>	<b>746</b>	<b>7.5</b>
Connecticut	202		Arkansas	34	
<b>NEW ENGLAND</b>	<b>1,062</b>	<b>10.6</b>	Louisiana	43	
New York	873		Oklahoma	30	
New Jersey	377		Texas	337	
Pennsylvania	649		<b>WEST SO. CENTRAL</b>	<b>444</b>	<b>4.4</b>
<b>MIDDLE ATLANTIC</b>	<b>1,899</b>	<b>19.0</b>	Montana	12	
Ohio	614		Idaho	24	
Indiana	265		Wyoming	-	
Illinois	203		Colorado	140	
Michigan	181		New Mexico	9	
Wisconsin	85		Arizona	170	
<b>EAST NO. CENTRAL</b>	<b>1,348</b>	<b>13.5</b>	Utah	88	
Minnesota	149		Nevada	33	
Iowa	94		<b>MOUNTAIN</b>	<b>476</b>	<b>4.8</b>
Missouri	82		Alaska	3	
North Dakota	5		Washington	104	
South Dakota	6		Oregon	151	
Nebraska	45		California	1,060	
Kansas	29		Hawaii	11	
<b>WEST NO. CENTRAL</b>	<b>410</b>	<b>4.1</b>	<b>PACIFIC</b>	<b>1,329</b>	<b>13.3</b>
Delaware	25		<b>UNITED STATES</b>	<b>10,000</b>	<b>100.0</b>
Maryland	247		U.S. Territories	-	
Washington, DC	33		Canada	-	
Virginia	324		Mexico	-	
West Virginia	81		Other International	-	
North Carolina	420		AP0/FPO	-	
South Carolina	156				
Georgia	362				
Florida	638				
<b>SOUTH ATLANTIC</b>	<b>2,286</b>	<b>22.8</b>			
			<b>TOTAL QUALIFIED CIRCULATION</b>	<b>10,000</b>	<b>100.0</b>

**ADDITIONAL DATA**

**PARAGRAPH 3b:**

Business directories include 1 source of circulation for a quantity of 1,038 copies or 10.4%, including Dunn & Bradstreet. Other Sources include 1 source of circulation for a quantity of 8,962 copies or 89.6%, including IQVIA/IMS/SK&A.

**PUBLISHER'S AFFIDAVIT**

We hereby make oath and say that all data set forth in this statement are true.

Jeremy Williams, VP, Communications  
Will Williams, VP

(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

**IMPORTANT NOTE:**

This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

Date signed June 29, 2018  
State Virginia  
County Henrico  
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**About BPA Worldwide:**

A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit [www.bpaww.com](http://www.bpaww.com) for the latest audit reports, membership information and publishing and advertising industry news.