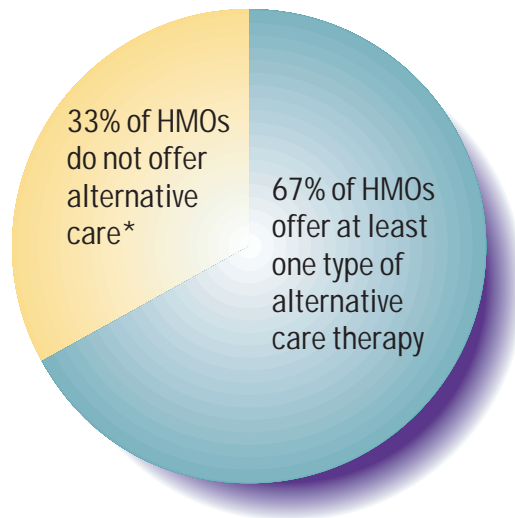


HMOs and their alternative care programs

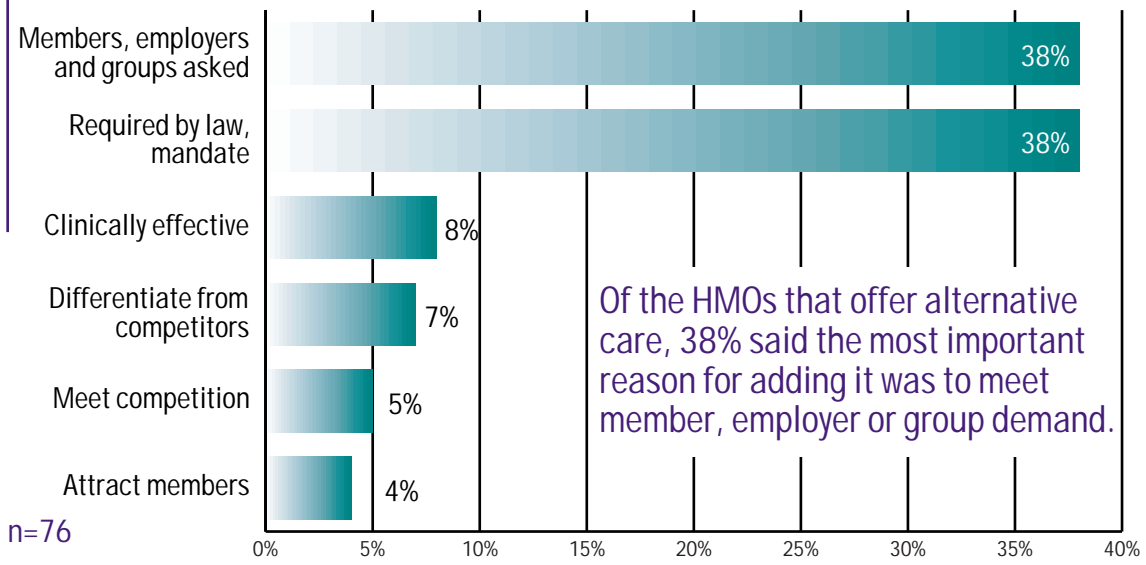


n=112

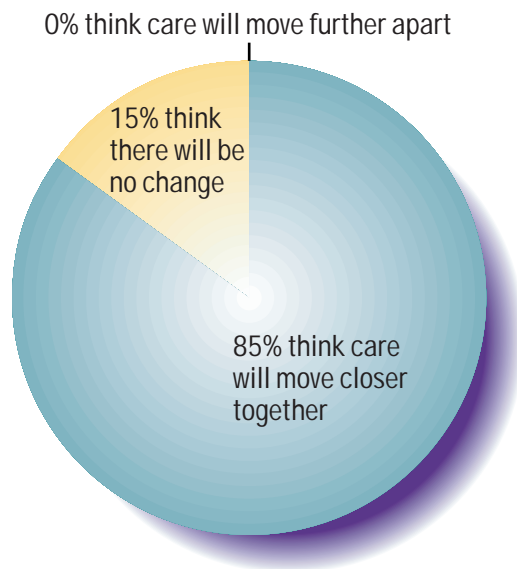
* This includes, 5% of HMOs that offer chiropractic but do not consider it to be alternative care.

© 1999 Landmark Healthcare Inc.
The Landmark Report II

Most important reasons HMOs add alternative care (among HMOs that offer it)



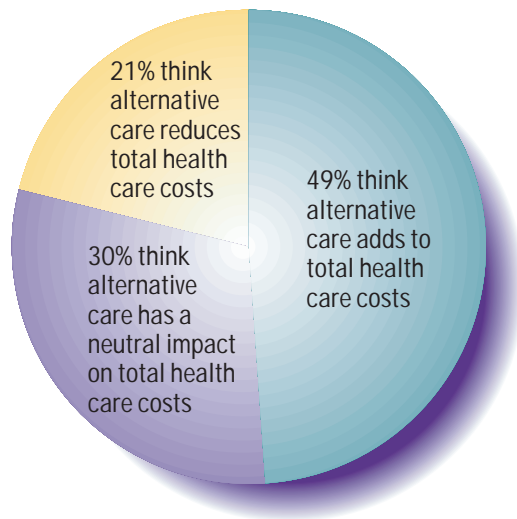
Relationship between alternative care and traditional care



n=112

© 1999 Landmark Healthcare Inc.
The Landmark Report II

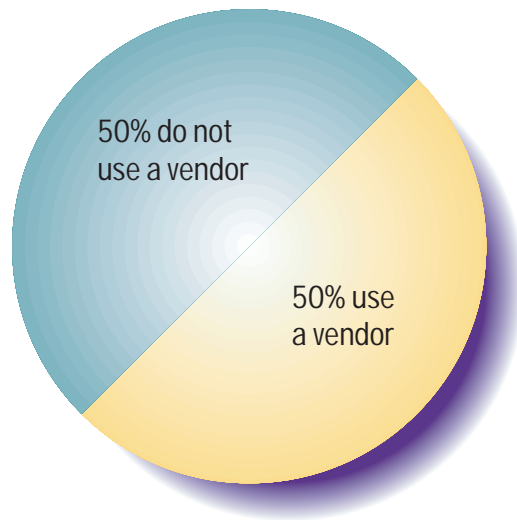
Impact of alternative care on total health care costs



n=95

© 1999 Landmark Healthcare Inc.
The Landmark Report II

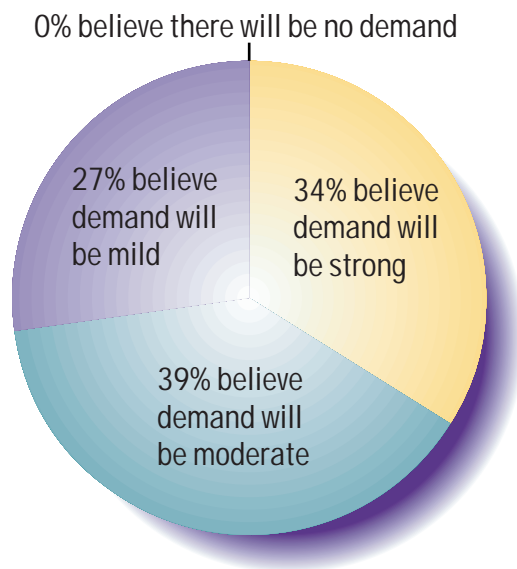
Providing alternative care services



n=76

© 1999 Landmark Healthcare Inc.
The Landmark Report II

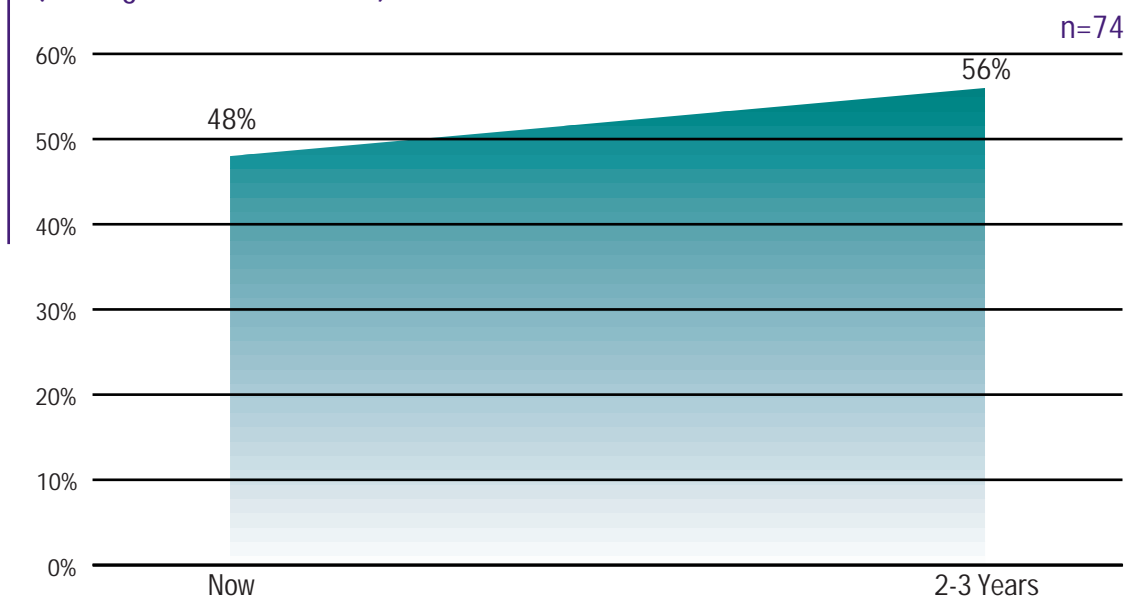
Outlook on demand for alternative care



n=113

© 1999 Landmark Healthcare Inc.
The Landmark Report II

Average proportion of membership provided with alternative care
(among HMOs that offer it)



This 8 percentage point change represents a 17% increase.

Types of alternative care currently offered by HMOs

