

Since 1982, DeMarco & Associates, Inc. has developed and marketed contemporary health care products and services to purchasers.

In 1982, the firm was created to perform market research of employers' preferences in purchasing care from providers and provider organizations. The firm added its first partner as well as several associates to its consulting team. In 1986, DeMarco & Associates, Inc. expanded its research capabilities through the acquisition of a Naperville, IL-based consulting firm, Henry Warren & Associates.

This publishing division of DeMarco & Associates is known as Warren Surveys with a complete company profile and product description available at this link. Healthcare Consultant's Resource in 1987 cited DeMarco & Associates as one of the top 100 non-accounting health care management firms in the United States.

Today DeMarco & Associates has affiliations in Baltimore, MD; and St. Paul, MN with national headquarters in Rockford, IL, 60 miles from O'Hare Airport.

DeMarco & Associates is a privately held, independent corporation with no obligations to vendors, insurers, or other third parties. All associates are required to meet or exceed a code of professional practice as upheld by the Institute of Management Consultants.

### **Professional Team**

DeMarco & Associates has assembled a team of qualified individuals with expertise capable of addressing the multi-faceted needs of the healthcare clients we serve. Each team member is dedicated to providing quality service to physician ventures with both warmth and enthusiasm for the ultimate business success of those who choose to use the services of the firm.

### **Industry Relationships**

DeMarco & Associates plays an active role in the healthcare industry through presentations,

seminars, writing projects, articles published in leading managed care industry publications, and through committee participation and memberships in associations. Learn more about DeMarco & Associates' role in the ongoing dialogue and information exchange.

### **Seminars**

*DeMarco & Associates' professional team had presented at seminars sponsored by the following organizations:*

International Business Communications (IBC)  
National Managed Health Care Congress  
HealthCare Financial Management Association  
AstraZeneca Speakers Bureau  
Self Insurance Institute  
Chicago Business Group on Health  
American Health Insurance Plans Formerly GHAA  
Health Care Financial Management Association  
MCOL  
Medical Group Management Association

### **Memberships**

*DeMarco & Associates holds memberships with the following organizations:*

Academy Of Health  
Institute of Management Consultants  
American Association of Health Plans  
American Association of PSOs  
Medical Group Management Association  
HealthCare Financial Management Association - Managed Care Advisory Council

### **Advisors**

*DeMarco & Associates serves in an advisory capacity to the clients of the following organizations:*

FutureHealth  
Bridges  
Cognitor  
World Congress on Quality  
World Congress ACO West

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