

Worksheet 4: Client Outreach Tracker

Pennsylvania has two of the nation's top healthcare systems — UPMC in Pittsburgh and Penn Medicine / CHOP in Philadelphia. Both generate significant recurring courier demand.

Philadelphia — Healthcare / Life Sciences

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Penn Medicine (University of Pennsylvania Health System)				
Children's Hospital of Philadelphia (CHOP)				
Jefferson Health (multiple Philadelphia campuses)				
Temple University Hospital				
Drexel Medicine				
GSK (GlaxoSmithKline — Philadelphia)				

Philadelphia — Corporate / Financial

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Comcast Corporation (Philadelphia HQ)				
Aramark (Philadelphia)				
Lincoln Financial Group (Radnor)				
Vanguard (Malvern)				
SEI Investments (Oaks)				

Pittsburgh — Healthcare / Life Sciences

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
UPMC (University of Pittsburgh Medical Center — multiple campuses)				

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Allegheny Health Network				
West Penn Hospital				
Children's Hospital of Pittsburgh (UPMC)				
Highmark Health (Pittsburgh)				

Pittsburgh / Lehigh Valley / Statewide

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Carnegie Mellon University (Pittsburgh)				
University of Pittsburgh				
Amazon / fulfillment centers (Lehigh Valley)				
DHL / UPS / FedEx Lehigh Valley hubs				
Geisinger Health System (Danville)				
Penn State Health (Hershey)				

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