



NEWS FROM SIIA MEMBERS

2021 SEPTEMBER MEMBER NEWS

SIIA Diamond, Gold & Silver Member News

SIIA Diamond, Gold, and Silver member companies are leaders in the self-insurance/captive insurance marketplace. Provided below are news highlights from these upgraded members. News items should be submitted to membernews@siaa.org.

All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at www.siaa.org.

If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jennifer Ivy and jivy@siaa.org.

DIAMOND MEMBERS

BERKLEY LIFE AND HEALTH HELPS HUB INTERNATIONAL LAUNCH NEW CANNABIS GROUP CAPTIVE

Hub International Ltd. has launched an employee benefits group captive for cannabis organizations.

The captive is designed for cannabis clients and prospects seeking an alternative to traditional employee benefit programs, Chicago-based Hub said in a statement Wednesday.

Built in collaboration with Hamilton Square, New Jersey-based Berkley Life and Health Insurance Co., a member company of W.R. Berkley Corp., the captive is for cannabis employers with more than 50 insured employees with stable claims experience and a predictable cash flow, Hub said.

Employee benefit group captives allow members to share the risks of costly claims and back claims into their cash reserves and medical stop loss insurance, Hub said.

“It’s ideal for the cannabis industry whose demographic is viewed more favorably by carrier underwriters than the risks associated with many



other leading industries,” the statement said.

About Berkley Accident and Health

Berkley Accident and Health is a risk management leader that specializes in accident and health products in the U.S. We help employers, membership groups, and healthcare organizations to better understand and manage their risk. We offer a full range of Stop Loss, Managed Care, Accident, and Group Captive programs through brokers, agents, consultants, and third party administrators. Founded in 2005, Berkley Accident and Health was created by longtime industry experts with a vision to create a nimble, entrepreneurial company that can quickly understand, analyze, and design a plan that addresses each client's unique risk challenges. Visit BerkleyAH.com.

About Hub International

Headquartered in Chicago, IL, Hub International Limited is a leading global insurance brokerage that provides property and casualty, life and health, employee benefits, investment and risk management products and services from offices located throughout North America. Visit hubinternational.com.

QBE'S STEVE GRANSBURY FEATURED IN LEADER'S EDGE

QBE's Steve Gransbury is featured in Leader's Edge, EBLF edition: Employer-Funded Health Insurance is More Than a Competitive Rate.

For many employers that self-fund health insurance benefits for their employees, the COVID-19 pandemic exposed the imprudence of basing a medical stop loss insurance purchasing decision primarily on rates over coverage terms.

While there is nothing inherently wrong with squeezing out a few percentage points of premium savings when buying medical stop loss, the COVID-19-induced service interruptions show how purchasing insurance based on lowest price alone can backfire.

For the medical stop loss industry, the quality of our overall response through a period of unforeseen adversity is emblematic of the important role we play in business.

As employers reflect on this period of extraordinary economic disruption and change, now is an appropriate time to pause and review carrier relationships beyond just rates and terms on a renewal spreadsheet.

About QBE

QBE North America is a global insurance leader focused on helping customers solve unique risks, so they can focus on what matters most. Part of QBE Insurance Group Limited, QBE North America reported Gross Written Premiums in 2020 of \$4.775 billion. QBE Insurance Group's 2020 results can be found at www.qbe.com.

Headquartered in Sydney, Australia, QBE operates out of 27 countries around the globe, with a presence in every key insurance market. The North America division, headquartered in New York, conducts business through its property and casualty insurance subsidiaries. The actual terms and coverage for all lines of business are subject to the language of the policies as issued. QBE insurance companies are rated "A" (Excellent) by A.M. Best and "A+" by Standard & Poor's. Visit www.qbe.com/us or follow QBE North America on LinkedIn and Twitter.




From day one, StarLine's differentiator has always been its people. Of course, we have decades of experience, but we are also genuine, capable, and collaborative. Our team always goes above and beyond to create and sustain solutions to match today's constantly evolving needs. There is no part of our process that is not underscored by a dedicated group powered to propel you forward.

Call us today at (508) 809-3179 or visit starlinegroup.com and [linkedin.com/company/star-line-group](https://www.linkedin.com/company/star-line-group)

Stay safe and stay well.

STOP LOSS | CAPTIVE | PAYOR | PROVIDER | ACO | GROUP ACCIDENT



What are clients saying about our EmCap[®] program?

“You have become a key partner in our company’s attempt to fix what’s broken in our healthcare system.”

- CFO, Commercial Construction Company

“Our clients have grown accustomed to Berkley’s high level of customer service.”

- Broker

“The most significant advancement regarding true cost containment we’ve seen in years.”

- President, Group Captive Member Company

“EmCap has allowed us to take far more control of our health insurance costs than can be done in the fully insured market.”

- President, Group Captive Member Company

“With EmCap, our company has been able to control pricing volatility that we would have faced with traditional Stop Loss.”

- HR Executive, Group Captive Member Company

People are talking about Medical Stop Loss Group Captive solutions from Berkley Accident and Health. Our innovative EmCap[®] program can help employers with self-funded employee health plans to enjoy greater transparency, control, and stability.

Let’s discuss how we can help your clients reach their goals.

This example is illustrative only and not indicative of actual past or future results. Stop Loss is underwritten by Berkley Life and Health Insurance Company, a member company of W. R. Berkley Corporation and rated A+ (Superior) by A.M. Best, and involves the formation of a group captive insurance program that involves other employers and requires other legal entities. Berkley and its affiliates do not provide tax, legal, or regulatory advice concerning EmCap. You should seek appropriate tax, legal, regulatory, or other counsel regarding the EmCap program, including, but not limited to, counsel in the areas of ERISA, multiple employer welfare arrangements (MEWAs), taxation, and captives. EmCap is not available to all employers or in all states.

Stop Loss | Group Captives | Managed Care | Specialty Accident

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GOLD MEMBERS

AMPS ADDS INDUSTRY EXPERTS TO BOLSTER SELF-FUNDED MARKETING PRESENCE NATIONWIDE

Atlanta, GA - Advanced Medical Pricing Solutions (AMPS), a pioneer in healthcare cost containment, has expanded its self-funded market sales division with three new business development professionals – Shawn Hanlon, Tim Thomas, and John Gaudette.

All three professionals are experienced benefits veterans who understand how to help self-funded employers reduce their medical and pharmacy costs.

“AMPS is adding the necessary talent and experience it takes to deliver AMPS' flexible, unmatched options to more self-funded employers in the marketplace,” notes Lawrence Thompson, chief revenue and strategy officer of AMPS. “As employers continue to take on more financial risks than ever before, it's important they have access to transparent pricing with the ability to lower their costs. We're ensuring they're getting the help they need by adding professionals like John, Shawn, and Tim to our team.”

Shawn Hanlon will serve as vice president of business development in the Southeast region of the U.S. He brings nearly two decades of strategic employee benefits and risk management experience to AMPS, previously holding senior leadership and consulting roles with BlueCross BlueShield of WNY, Brown & Brown of Florida, Willis Towers Watson, and Thomas Financial.

TOKIO MARINE HCC – STOP LOSS GROUP NAMED WARD'S 50 – TOP PERFORMING INSURANCE COMPANIES

For the sixth consecutive year, Tokio Marine HCC has been awarded the coveted Ward's 50® group of top performing companies in the property-casualty and life-health insurance categories.

This acknowledgement demonstrates Tokio Marine HCC's standing for outstanding financial results in safety, consistency, and performance over a five-year period.

[Click here](#) to learn more about Tokio Marine HCC and Ward's 50® group for 2021. Or visit our [website](#) to learn more about Tokio Marine HCC – Stop Loss Group's innovative medical stop loss, captive, Taft-Hartley, and organ transplant solutions.

About Tokio Marine HCC

Tokio Marine HCC - Stop Loss Group (TMHCC) has been helping protect self-funded plan sponsors from catastrophic claim events for over 45 years. Rated A++ (Superior) by A.M. Best Company, A+ (Strong) by Standard & Poor's, and AA- (Very Strong) by Fitch Ratings, TMHCC is a leading provider of medical stop loss coverage provided through brokers, consultants, and third-party administrators. By listening to the demands of the market, we have developed exceptional products, unparalleled resources and value-added services that set us apart in the industry. Visit our website to learn more about our innovative stop loss, Taft-Hartley, captive and organ transplant solutions.



Accident & Health Insurance

We'll focus on risk,
so you can take care of
your business

Get the help you need to self-fund your healthcare and grow your business.

Self-insuring your healthcare benefits can be a big step for your company – and a complicated one. But with a medical stop loss solution from QBE, our experts will help you determine the level of risk protection to meet your financial needs.

Discover a range of products to help you protect your assets:

- **Medical Stop Loss**
- **Captive Medical Stop Loss**
- **Special Risk Accident**
- **Organ Transplant**

Together, we'll create a solution that fits your needs – so no matter what the future holds, you can be sure that QBE is with you.

QBE Accident & Health Market Report 2021

Explore industry trends, insights and product details that can help you better manage the risks of a self-funded healthcare plan.

To learn more and read the full report, visit us at qbe.com/us/ah



Alternative Markets



Crop



Specialty & Commercial

Tim Thomas, CIC, CLU, CSFS will serve as vice president of business development in the Southwest region of the U.S. Tim has more than three decades of benefits risk management and financial experience.

Prior to AMPS, he held strategic sales leadership positions with Securance Corporation Agency, Alliant Insurance Services, and Gallagher Benefit Services. Tim also holds multiple insurance licensures, including a Group 1 Life and Health License, Property & Casualty License, and Risk Manager License.

John Gaudette, MBA, PHR will serve as vice president of business development in the Pacific region of the U.S. He is an award-winning sales professional who brings a decade of experience in business development for benefits management and human resources administration.

John previously held various sales roles and leadership positions with Delta Health Systems, Aetna, Ultimate Software, and Ceridian Corporation.

According to AMPS President and CEO, Kirk Fallbacher, today's self-funded employers need to understand what options are available to manage the complexities around their increasing healthcare costs.

“I’m excited to add these three new business development professionals, who will help us educate employers about cost containment that goes above and beyond traditional Reference Based Pricing (RBP) solutions,” he says.



Stop Loss that does more than stop loss

Looking for an insurance carrier that does more than identify trends?

At Voya Employee Benefits, we take the next step, providing in-depth insights into what's driving costs. Our proprietary data and analytics tools reveal the solutions that help your self-funded clients manage risk better—and protect assets over time.

For Stop Loss insurance that does more, contact your local Voya Employee Benefits sales representative or to download our latest proprietary insights visit voyastoploss.com.

PLAN | INVEST | PROTECT



Stop Loss Insurance is underwritten by ReliaStar Life Insurance Company (Minneapolis, MN) and ReliaStar Life Insurance Company of New York (Woodbury, NY). Within the State of New York, only ReliaStar Life Insurance Company of New York is admitted, and its products issued. Both are members of the Voya® family of companies. Voya Employee Benefits is a division of both companies. Product availability and specific provisions may vary by state.

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"With AMPS, employers not only have access to RBP backed by 15+ years of data, but also medical bill review, pharmacy benefit management, and stop loss – a multi-faceted approach that minimizes their risk while ensuring financial flexibility."

About Advanced Medical Pricing Solutions (AMPS)

Advanced Medical Pricing Solutions (AMPS) provides market leading healthcare cost containment solutions serving self-funded employers, brokers, TPAs, health systems, health plans, and reinsurers. AMPS mission is to help clients attain their goals of reducing medical and pharmacy costs while keeping members satisfied with quality healthcare benefits. AMPS leverages its 15+ years of experience and data in auditing and pricing medical claims to deliver "fair for all" pricing. AMPS offers detailed analytics and transparency to provide clients with insights based on plan performance. Visit [amps.com](https://www.amps.com).

HCAA LAUNCHES 4 NEW SELF-FUNDING PODCASTS

The Health Care Administrators Association (HCAA) announced the launch of its podcast, Voices of Self Funding. Tune in to hear host Ramesh Kumar, CEO and Co-Founder of zakipoint Health, as he interviews key self-funding experts and dives

deep into diverse, impactful topics and perspectives surrounding the self-funding industry.

Be sure to tune in to the site to hear the first four episodes which offer unparalleled perspectives on the following topics:

Episode #1: Virtual Primary Care in 2021

Episode #2: Honest Discussions on Reference Based Pricing

Episode #3: What are Direct Provider Contracts?

Episode #4: Putting Together High-Performance Networks & Programs

For more information, please visit <https://www.hcaa.org/page/voices-of-self-funding>.





About HCAA

The Health Care Administrators Association is the nation's most prominent nonprofit membership trade association supporting the education, networking, resource and advocacy needs of benefit administrators (TPAs), stop loss insurance carriers, managing general underwriters, audit firms, medical managers, technology organizations, pharmacy benefit managers, brokers/agents, human resource managers, plan sponsors and health care consultants. For over 40 years, HCAA has taken a leadership role in transforming the self-funding industry, and increasing the importance of self-funding as an important alternative in the health care delivery systems of our country. Visit HCAA.org.

SILVER MEMBERS

NOVA HEALTHCARE ADMINISTRATORS ANNOUNCES PARTNERSHIP WITH HEALTHJOY

CHICAGO -- Nova Healthcare Administrators, Inc. (Nova) announced its latest partnership with HealthJoy, the on-demand personalized healthcare navigation platform, to bring HealthJoy TPA+ to current clients and new business prospects.

HealthJoy TPA+ proactively connects members with a variety of services, including telemedicine, healthcare concierges, price transparency assistance, and more, to help them choose high-quality, lower-cost healthcare.

The platform leverages insurance verification and precertification data to get ahead of costly healthcare decisions and guide members to alternatives. HealthJoy's virtual AI assistant, JOY, is at the center of the experience to educate and engage with clients year-round.

"Our healthcare system has become increasingly complex, and more than ever, employees need support and tools to guide decisions about their health," said Dave Mallen, Executive Vice President, TPA+ National Practice Leader at HealthJoy.

"We're proud to bring that guidance to Nova's members

by linking their innovative and holistic approach to plan management with HealthJoy's connected navigation platform and personalized support."

Through HealthJoy TPA+, Nova's clients can also expect to see time savings for HR teams across all industries, along with an increase in employee benefits satisfaction.

"Controlling healthcare costs begins with consumer education and engagement," said Todd Martin, Chief Sales Officer, Nova Healthcare Administrators.

"HealthJoy's connected healthcare platform provides an incredible consumer experience through navigation tools and proactive support. Our clients will have more control over their healthcare spend, their employees will have better healthcare outcomes, and ultimately, we'll begin to shift the way people experience healthcare."



Savings

The easiest element of the program to achieve.

360° View of Risk

The most undervalued element until it matters the most.

Member Experience

The hardest element to achieve and what drives success.

Sustainable healthcare— that's worth celebrating

With ClaimDOC you're in the driver's seat to create a rich and sustainable healthcare plan using RBP principles. Our approach to elevate the member experience, while diligently managing risk is what sets us apart.



Learn more at Claim-doc.com or call (888) 330-7295

About Nova

Founded in 1982, the Buffalo, N.Y.-based Nova Healthcare Administrators, Inc. is a wholly-owned affiliate of Independent Health and third-party administrator of self-funded employee health benefits. Nova provides a unique, comprehensive array of services, including medical, dental, vision, COBRA, reimbursement account administration, and private-labeled solutions. Nova also offers award-winning, in-house, integrated medical management programs. Visit novahealthcare.com.

About HealthJoy

HealthJoy is a mobile application that maximizes the value of employers' benefits packages, reclaims HR's time to focus on strategy over administrative tasks, and helps employees achieve better healthcare outcomes. With a mission to guide members to affordable, high-quality healthcare, the company offers telemedicine, EAP, behavioral health, and 24/7 concierge support that removes the complexity of being healthy and well. Contact Rick Ramos, at press@healthjoy.com and visit healthjoy.com.

MAESTRO HEALTH ANNOUNCES BRANDON WOOD AS NEW CEO FOR NEXT PHASE OF COMPANY GROWTH

CHICAGO -- After nearly two years at the helm, Craig Maloney, current CEO of Maestro Health, has decided to pursue a new opportunity.

Under his leadership, Maestro Health successfully navigated a transformation of the organization, building new management teams, and overall, pushing healthcare innovation. We are grateful for all his contributions and wish him well.

Brandon Wood has been appointed to this position and will move into the role of CEO, effective August 3rd, 2021.

Brandon has more than 25 years of experience in the healthcare and benefits industries, has a passion for solving complex problems, developing high performing teams and making healthcare understandable and affordable for employers and their employees.

"My focus will be continuing to build on our strong foundation and positive momentum in bringing solutions to market. We will continue to demonstrate our deep passion as careful stewards of our clients' healthcare spend and the health and wellbeing of their valued employees." – Brandon Wood

Brandon joined Maestro Health in 2015 and has led Maestro Health's clinical, self-funded administration, cost containment and ancillary businesses, serving as COO for six years.

In his role, Brandon used his background in product management and operations leadership as a driving force in delivering solutions that result in cost savings and improved health outcomes; he has also been responsible for the creation of numerous new product offerings and savings programs.

Prior to joining Maestro Health, Brandon served as President and Chief Operating Officer of a large benefits company. Brandon holds a degree from East Carolina University and is a frequent podcast guest & speaker on a variety of healthcare topics.

About Maestro Health

Maestro Health works with employers and their trusted advisers to administer self-funded health plans. By blending technology, analytics, care management and administrative services, Maestro Health helps employers optimize their health plans, drive better health outcomes and lower costs. When partnering with Maestro Health, employers can save money on employee healthcare and focus on what really matters—their people. Contact Mary Margaret Williford at mwilliford@maestrohealth.com and visit maestrohealth.com. ■

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SEPTEMBER 2021

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Client onboarding *in less time*

Sometimes, things just need to be done quicker. With the **expedited client onboarding model** from Trustmark Health Benefits®, we can get health plans up and running in **30 days or less**, instead of the standard 45–60 days.




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Learn more about our expedited onboarding model at trustmarkbenefits.com/SIIA

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