



NEWS FROM SIIA MEMBERS

2022 FEBRUARY 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

**SWISS RE
CORPORATE
SOLUTIONS
ACQUIRES
TMS RE, INC.,
LEADING
EMPLOYER
STOP LOSS
MGU**

New York – Swiss Re Corporate Solutions has acquired TMS Re, Inc. (TMS Re), a leading independent ESL managing general underwriter (MGU). The transaction includes TMS Re's operations, its team of experts and business portfolio, including new and renewal business.

Through this arrangement, Swiss Re Corporate Solutions broadens its ESL capabilities in the self-funded healthcare benefits segment. The transaction enhances the company's underwriting expertise, while strengthening its product distribution through TMS Re's direct broker and third-party administrator relationships.

Ivan Gonzalez, North America CEO of Swiss Re Corporate Solutions, said:



"TMS Re is an MGU partner that shares our strategic view and commitment to customer service and operational excellence. Its team has extensive experience and deep expertise.

Combining our distribution, underwriting and capital management capabilities will expand our reach in the US A&H market."

Mike Shevlin, Chairman and CEO of TMS Re, said: "We're excited to join the Swiss Re team to further leverage the resources of a global reinsurance organization and enable more producers and their clients to access the risk expertise of a recognized leader in the A&H space."

Travis Micucci, President and COO of TMS Re, said: "This acquisition is great news for our producers and policyholders. Mike and I founded this company by building



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long-term relationships with brokers and clients, which will complement Swiss Re's strengths and enhance the value proposition."

It is the intention of Swiss Re Corporate Solutions that, in due course, ESL business produced by TMS Re will be written through Swiss Re Corporate Solutions' US carrier, North American Specialty Insurance Company, rated A+ (Superior) by AM Best and AA- by Standard & Poor's.

Swiss Re Corporate Solutions and TMS Re have agreed to not disclose any financial details of the transaction. TMS Re staff will immediately become employees of Swiss Re Corporate Solutions. The acquisition has received all necessary regulatory approvals.

About Swiss Re Corporate Solutions

Swiss Re Corporate Solutions provides risk transfer solutions to large and mid-sized corporations around the world. Its innovative, highly customised products and standard insurance covers help to make businesses more resilient, while its industry-leading claims service provides additional peace of mind. Swiss Re Corporate Solutions serves clients from offices worldwide and is backed by the

financial strength of the Swiss Re Group. Visit corporatesolutions.swissre.com or follow us on [linkedin.com/company/swiss-re-corporate-solutions](https://www.linkedin.com/company/swiss-re-corporate-solutions) and Twitter [@SwissRe_CS](https://twitter.com/SwissRe_CS).

About TMS Re, Inc.

TMS Re, Inc. provides comprehensive excess loss products and services tailored to the insurance needs of employer and provider groups. Established as Cairnstone, Inc. in 1996, TMS Re was acquired by one of the world's largest reinsurers, and, in July 2018, was purchased through management buyout. Its team of highly experienced underwriting, actuarial, claims, and medical management



1 in 7 members have chronic kidney disease (CKD).

The costs of CKD and dialysis are catastrophic for members and health plans, but proactive and preventative action pays off. **Renalogic solutions enable health plans to identify and get ahead of hidden CKD risk.**

It's time to think proactively about kidney disease risks and dialysis costs.

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Learn More





professionals work closely with clients to understand their long-term objectives and design the optimal stop loss solution to minimize their risk. Visit tmsreinc.com.

VĀLENZ® UNVEILS SOLUTION TO HIGH AIR AMBULANCE COSTS

PHOENIX, AZ – To help self-insured employers comply with requirements of the No Surprises Act (NSA) – and to protect plan members from sky-high surprise medical bills for out-of-network emergency air transport –Vālenz® has rolled out a new VMS™-validated solution within its ever-expanding ecosystem.

The air ambulance solution creates a defensible qualified payment amount (QPA) for air ambulance services using Valenz’ proprietary repricing methodology. The result is fair pricing that assures a uniform level of protection for out-of-network air ambulance services.

“Recognizing that the January 1 requirements of NSA have a lot of employers chasing new solutions popping up in the market, we want Valenz clients to rest assured that the repricing methodology behind the Valenz air ambulance solution is completely tried and true,” said Rob Gelb, Chief Executive

Officer. “In keeping with our long-

standing commitment to transparency and balance billing protections, we are thrilled to apply our proven repricing methodology to combat runaway costs for emergency care, including air transport.”

The need is real – and dire. Over the last decade, the median billed charges for air ambulance services have doubled and even tripled (depending on the provider), with a staggering 71% of all air ambulance rides involving an out-of-network charge. As a result, the average cost for an air ambulance has soared to \$50,000-\$75,000 for helicopter and fixed wing transports, respectively.

By embedding its market-sensitive repricing methodology into air ambulance claim and cost review, Valenz is well ahead of the curve, said Gelb. “While others are working to develop new

solutions, Valenz has always used this innovative repricing methodology to lower costs, enhance care and improve outcomes through quality-first care delivery – now we've just extended it to air ambulance. It's all part of our promise to engage early and often for smarter, better, faster and more transparent healthcare."

For more information about Valenz and how the Valenz ecosystem supports NSA compliance and balance billing protections, visit valenzhealth.com/nsa.

About Valenz

Valenz enables self-insured employers to make better decisions that control costs across the life of a claim while empowering their members to lead strong, vigorous and healthy lives. Valenz offers transparency through data to pinpoint members at highest risk, address gaps in network designs, ensure appropriate and accurate charges, and expertly navigate employees to optimal care solutions for substantial cost savings and improved health outcomes. Visit valenzhealth.com. Valenz is backed by Great Point Partners.

GOLD MEMBERS

HEALTHCARE MANAGEMENT ADMINISTRATORS (HMA) PARTNERS WITH LYN HEALTH TO PROVIDE ENHANCED CARE SUPPORT FOR POLYCHRONIC MEMBERS

BELLEVUE, WA -- Healthcare Management Administrators (HMA), a pioneer in self-funded health benefit programs and one of the nation's largest third-party

administrators, announced a new partnership with Lyn Health to make Lyn's industry-leading clinical care model available for its members with multiple chronic conditions.

Lyn provides human-centric healthcare created for people with multiple chronic conditions, delivering clinical, advocacy and care coordination services via a single point of contact, 24/7. Leveraging virtual capabilities and in-person resources, Lyn improves quality of care and lowers cost for the polychronic population.

"Employers are demanding more progressive solutions to address the increasingly complex healthcare needs of employees and their families," said Lindsay Harris, President of HMA. "Lyn's unique model brings much needed hope for those managing multiple chronic conditions through its relentless focus on unburdening the member of all the pitfalls across the healthcare ecosystem. For the last 35 years, HMA has been

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At BenefitMall, we know that employer groups benefit most from treating their health plan as an investment rather than an expense. Our team of self funded consultants can help you succeed by offering:

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CELEBRATING 5 YEARS OF BEST-IN-MARKET SOLUTIONS

For the past five years, AccuRisk Holdings has led the way in health solutions innovation. As we celebrate our recent milestones, we do so knowing that the best is still to come.

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Formed AccuRisk Ancillary Solutions to evolve our portfolio of solutions

Partnered with Brella Insurance

Expanded to 10 offices with a nationwide reach

Joined Ardonagh Global Partners

2021

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Keep an eye out for us in 2022,

We're Just Getting Started.



bringing forth innovation, creativity, and energy to effect the best health outcomes for our members. Partnering with Lyn further expands upon our core care management products and provides even greater value to our customers.”

Currently, more than 34 million Americans meet the clinical definition of polychronic, growing to an estimated 83 million Americans by 2030. Lyn is poised to solve this problem.

“The partnership between Lyn and HMA establishes a new industry standard for member care,” said Rick Abbott, Founder and CEO of Lyn. “Through our integrated care delivery model, we are well- positioned to leverage the vast resources within both of our companies to improve the member experience for polychronic patients. It is no longer sufficient to simply hope that members find their path to better health. We must work on their behalf to ensure they have the resources they need to live a lasting and fulfilling life.”

HMA will begin offering access to Lyn’s services in early 2022.

About Healthcare Management Administrators (HMA)

HMA is Proving What's Possible in Healthcare®. Our team of caring experts design and deliver high- quality, innovative, and affordable health plans for self-funded employers. We are the service-oriented partner employers trust to protect two of their most important assets; their people and their health plan dollars. With over 30 years of industry experience and a team of proactive, highly-skilled professionals, we help employers improve their bottom-line. We call this "Winning Together" because

we're on the same side and share the same goals – healthier outcomes for members at the best possible value. Contact Kathleen Callahan at kathleen.callahan@accesstpa.com and visit www.accesshma.com or follow us on LinkedIn.

About Lyn Health

Lyn is human-centric healthcare created for people with multiple chronic conditions, delivering clinical, advocacy and care coordination services via a single point of contact, 24/7. Leveraging virtual capabilities and in-person resources, Lyn improves quality of care and lowers cost for the polychronic population. The unique business model collaborates with employers, health plans and providers to augment the current healthcare system, not replace it. Lyn is customized, holistic care designed with love, empathy and

compassion. Contact Steve Andrzejewski at steve@lynhealth.io and visit hello.lynhealth.io.

SILVER MEMBERS

HHC GROUP RECEIVES ISO 9001:2015 CERTIFICATION

HHC Group, one of the country's healthcare insurance consulting companies, announced today that the International Organization for Standardization has approved its application for ISO 9001:2015 certification. ISO 9001 is the international standard that specifies requirements for a quality management system (QMS).

To achieve ISO 9001 certification a company must demonstrate its ability to consistently provide products and services that meet customer and applicable statutory and regulatory requirements. Additionally, it must prove its commitment to enhance customer satisfaction through the effective application of the system, including processes for improvement of the system and the assurance of conformity to customer and applicable statutory and regulatory requirements.

"Receiving ISO 9001 certification validates that HHC Group has a quality management system dedicated to making continual improvements to better serve our clients today and for years to come," said Dr. Bruce Roffe, HHC Group's president and CEO. "We have been and will always be committed to meeting our clients' needs, exceeding their expectations and delivering the exceptional customer service they deserve."

The buzz in the air at this year's SIIA conference felt even stronger than usual as we all came back together. There's nothing quite like connecting with peers in person—the energy and comradery ignites unparalleled enthusiasm.



SIIA serves as a powerful change agent for the self-insured employer and provides a platform to create, collaborate, and promote the business interests of companies involved in the self-funding industry.

HPI is grateful to be part of the SIIA community and we look forward to participating in SIIA's 2022 initiatives.

– Andrew (Drew) Rozmiarek

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About The International Organization for Standardization

The International Organization for Standardization is an independent, non-governmental organization, whose members are the standards organizations of the 165 member countries. It is the world's largest developer of voluntary international standards, and it facilitates world trade by providing common standards among nations. More than twenty thousand standards have been set, covering everything from manufactured products and technology to food safety, agriculture, and healthcare.

Use of the standards aids in the creation of products and services that are safe, reliable, and of good quality. The standards help businesses increase productivity while minimizing errors and waste. By enabling products from different markets to be directly compared, they facilitate companies in entering new markets and assist in the development of global trade on a fair basis. The standards also serve to safeguard consumers and the end-users of products and services, ensuring that certified products conform to the minimum standards set internationally.

About H.H.C. Group

H.H.C. Group is a leading national health insurance consulting company providing a wide range of cost containment solutions for Insurers, Third Party Administrators, Self-Insured Employee Health Plans, Health Maintenance Organizations (HMOs), ERISA and Government Health Plans. H.H.C. Group utilizes a combination of highly skilled professionals and advanced information technology tools to consistently deliver targeted solutions, significant savings and exceptional client service.

H.H.C. Group's services include Claim Negotiation, Claim Repricing, Medicare Based Pricing, DRG Validation, Medical Bill Review (Audit), Claims Editing, Medical Peer Reviews/ Independent Reviews, Independent Medical Examinations (IME), Case Management, Utilization Review, Data Mining, Disease Management and Pharmacy Consulting.

For additional information about H.H.C. Group and our services, visit www.hhcgroup.com or contact Bob Serber at rserber@hhcgroup.com or 301-963-0762 ext. 163#. ■



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Swiss Re Corporate Solutions

You want unparalleled customer service. Employers need the right stop loss coverage. At Swiss Re Corporate Solutions, we deliver both. We combine cutting-edge risk knowledge with tech-driven solutions and a commitment to put our customers first. We make it easy to do business with us and relentlessly go above and beyond to make stop loss simpler, smarter, faster and better. We're addressing industry inefficiencies and customer pain points, moving the industry forward – rethinking employer stop loss coverage with you in mind.

corporatesolutions.swissre.com/esl

A large concrete dam with the words "STOP LOSS" painted on it in white, set against a background of blue water.

STOP LOSS

Employer Stop Loss:
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Please forward any changes to your contact information to Amy Troiano at atroiano@siaa.org.



The right solution

Self-funded health plan administration

The speed of change in the health care industry is expanding the definition of health care and redefining roles for traditional players. New and emerging technologies led by single point solution vendors, rising health care costs, regulation, and non-traditional market entrants have many payers and health systems evaluating their options.

At AmeriHealth Administrators, we have a proven history of working with employer and payer clients to address their challenges and have the vision, technology, and people to meet the needs of our customers and partners.

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solution for you.

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SIIA NEW MEMBERS

FEBRUARY 2022



REGULAR CORPORATE MEMBERS

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Victoria McDiarmid
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InfuCare Rx
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to be a published
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The Self-Insurer has been delivering information to top-level executives in the self-insurance industry since 1984.

Articles or guideline inquiries can be submitted to Editor Gretchen Grote at ggrote@sipconline.net

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