



# NEWS

## FROM SIIA MEMBERS

### 2022 SEPTEMBER 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](mailto:membernews@siaa.org).*

*All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at [www.siaa.org](http://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](mailto:jivy@siaa.org).*

## DIAMOND MEMBERS

## HM INSURANCE GROUP SHARES UPDATES TO TEXAS SALES TEAM

Dan Cloyd, regional sales vice president, central region, at HM Insurance Group (HM), recently shared that Matt Taylor, regional sales director, accepted an expanded role that includes management of a new sales consultant and the oversight of both HM's Houston and Dallas Regional Sales Offices and Stop Loss territories including Texas, Louisiana, Oklahoma and Arkansas.

Taylor is joined by Lucas Hogan, who will serve as a sales consultant for Houston Regional Sales, working to grow and maintain the HM Stop Loss book of business in the Houston market.

Hogan is based out of Dallas, Texas. He comes to HM from QBE stop loss where he served as an assistant vice president, lead business development. He also has experience as a senior account executive at Lockton and an account manager at UnitedHealthCare. In addition, he brings experience from several industry-leading insurance brokerages and consulting firms.

**About HM Insurance Group**

*HM Insurance Group (HM) provides insurance and reinsurance coverage to protect businesses from the financial risk associated with catastrophic health care costs. A recognized leader in Employer Stop Loss, the company delivers protection for a range of group sizes. HM also offers managed care solutions, including Provider Excess Loss insurance and Health Plan Reinsurance. HM Life Insurance Company, HM Life Insurance Company of New York and Highmark Casualty Insurance Company are all rated "A" (Excellent) by AM Best Company. Through its insurance companies, HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country.*

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## Depend on Sun Life to help you manage risk and help your members live healthier lives

Behind every claim is a person facing a health challenge. By supporting members in the moments that matter, we can improve health outcomes and help employers manage costs.

For nearly 40 years, self-funded employers have trusted Sun Life to quickly reimburse their stop-loss claims and be their second set of eyes, looking for savings opportunities. But we are ready to do more to help members in the moments that matter. We now offer care navigation and health advocacy services to help your employees and their families get the right care at the right time – and achieve better health outcomes. Let us support you with innovative health and risk solutions that benefit you and your medical plan members. It is time to rethink what you expect from your stop-loss partner.

Ask your Sun Life Stop-Loss Specialist about what is new at Sun Life or [click here to learn more!](#)

STOP-LOSS | DISABILITY | ABSENCE | DENTAL/VISION | VOLUNTARY | LIFE

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**SPECTRUM – A DIVISION OF COMPANION LIFE INSURANCE COMPANY -- WELCOMES MICHAEL GATES AS REGIONAL SALES DIRECTOR OF BROKER MARKETS**

Indianapolis, IN – Spectrum is pleased to announce the addition of Michael Gates as Regional Sales Director, Broker Markets for the 13-state territory of AL, FL, GA, IN, KY, MI, MS, NC, OH, SC, TN, VA & WV. He will service brokers and benefits advisors from his office in Tampa, FL.

Michael brings over 15 years of stop loss, brokerage and plan management experience to Spectrum, including a seven-year stint with a major stop loss carrier and the last five years as a partner in a General Agency. He has vast street-level experience with self-funding and has developed solid relationships with employers, brokers, and TPAs.

Michael has a B.S. Degree in Psychology with a minor in Mathematics from the University of North Florida. He can be reached via email at [m.gates@spectrumhq.com](mailto:m.gates@spectrumhq.com) or by phone at 317-692-3285 x287.

Kurt Ridder, Spectrum's President, commented, "Another solid addition to our Sales Team, Michael, brings the necessary ground-level sales experience Spectrum needs for continued success in the broker and benefits advisor space. His direct involvement in managing self-funded plans will prove extremely helpful to brokers pursuing the self-funded space."

**About Spectrum**

*Spectrum, founded in 1990 and acquired by Companion in 2016, is an industry-leading provider of medical stop loss insurance for employers as small as 15 employees. Spectrum's broad product portfolio includes specific and aggregate stop loss with specific advance, aggregate accommodation, terminal liability, and no-laser renewal options, as well as its innovative Integrated Stop Loss, a bridge product designed to ease an employer's transition from fully-insured coverage to true self-funding. Spectrum is headquartered in Indianapolis, IN. Visit [www.spectrumhq.com](http://www.spectrumhq.com).*

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### **About Companion Life**

*Headquartered in Columbia, Companion Life has specialized in employee benefits since 1971. The company markets life, dental, disability, accident, specialty health – including medical stop-loss, limited benefit health plans and group supplemental retiree prescription drug plans – as well as other insurance programs, through a network of independent agents and brokers, general agents and managing general underwriters. Companion Life is licensed in 49 states and the District of Columbia. It holds an AM Best Rating of A+ (Superior). Visit [www.companionlife.com](http://www.companionlife.com).*

### **BERKLEY ACCIDENT AND HEALTH APPOINTS JEFF UTOFT AS REGIONAL SALES MANAGER**

Hamilton Square, New Jersey – Berkley Accident and Health, a Berkley Company, has appointed Jeff Utoft as Regional Sales Manager for its EmCap® Group Captive segment. In his new role, Jeff will be responsible for contributing to the company's growth initiatives, as well as developing group captive program business in Minnesota, Wisconsin, North Dakota, and South Dakota.

“We’re delighted to continue the expansion of our EmCap business. Jeff’s knowledge of the health care marketplace, our customers’ needs, and the financial aspects of self-funding make him an outstanding addition to our team,” said Brad Nieland, President and CEO of Berkley Accident and Health.

“Clients in the Upper Midwest will appreciate the level of service and attention to detail that Jeff brings to the table.”

Jeff joins Berkley Accident and Health with extensive experience in stop loss, claims, and account management. Jeff holds a degree in Finance from Minnesota State University and currently resides with his family in the Minneapolis/St. Paul area.

**About Berkley Accident and Health**

*Berkley Accident and Health is a member company of W. R. Berkley Corporation, a Fortune 500® company. Berkley Accident and Health provides an innovative portfolio of accident and health insurance products. It offers four categories of products: Employer Stop Loss, Group Captives, Managed Care (including HMO Reinsurance and Provider Excess), and Specialty Accident. The company underwrites Stop Loss coverage through Berkley Life and Health Insurance Company, rated A+ (Superior) by A.M. Best. For more information, please visit [www.BerkleyAH.com](http://www.BerkleyAH.com).*

**VÄLENZ® ACQUIRES MCM, EXPANDS CARE MANAGEMENT AND POPULATION HEALTH SOLUTIONS**

PHOENIX, AZ –Valenz® announced it has acquired Medical Cost Management Corporation, d.b.a. MCM Solutions for Better Health and its subsidiary, Med-Care Management, Inc., (MCM), a leading provider of managed care and population health management programs spanning the entire continuum of care for self-funded plans. In May, Valenz announced the acquisition of VerifPoint, a credential verification organization today recognized as VPoint™.

# Amalgamated Life Insurance Company Medical Stop Loss Insurance — The Essential, Excess Insurance



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Policy Form ALSLP-2020\*  
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As a Valenz company, the combined MCM and Med-Care subsidiary which have served the multi-employer labor space for more than 35 years, will adopt the trade name Valenz Care. Valenz Care offers member and clinical advocacy through concierge navigation and triple URAC-accredited services for care management, disease management and utilization review. The acquisition accelerates the collective ability to deliver data-driven medical cost management and population health management to labor and public entities, as well as commercial customers.

“Valenz continually explores new ways to deliver on our core promise to engage early and often for smarter, better, faster healthcare, and we are thrilled to now deliver that promise to MCM customers and their members,” said Rob Gelb, Chief Executive Officer of Valenz. “The addition of MCM solutions clearly aligns with the Valenz commitment to

deliver care optimized solutions that influence member choices prior to costly healthcare decisions being made. Together, we will prospectively – and continually – address member care needs for improved outcomes and cost containment throughout the member’s healthcare journey.”



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The partnership with MCM further fortifies the Valenz Healthcare Ecosystem Optimization Platform, an end-to-end, fully integrated suite of solutions that drives value and assures alignment of the member, payer and provider to enable better decision-making, starting long before care is provided and continuing long after a claim is paid.

“We look forward to introducing our customers to the highly innovative Valenz ecosystem and expanding opportunities to provide cost-efficient and comprehensive care management across the health continuum,” said Thomas J. O’Connor, President of MCM. “Our companies share a dedication to serving the self-insured industry, advocating for plan members, and ensuring high quality, cost-effective care, making our partnership a natural fit.”

MCM, a physician-directed company, is URAC accredited in health utilization management and is licensed in all states with requirements. Its solution portfolio also includes chronic disease management, catastrophic care management, a comprehensive health and wellness program, health risk assessments, predictive modeling, and data reporting.

**About Valenz**

Valenz® simplifies the complexities of self-insurance by offering an end-to-end Healthcare Ecosystem Optimization Platform that manages the cost and quality of care for employers and their members. To balance the relationship between healthcare quality, advocacy and cost, the Valenz enterprise-level solution suite aligns the member, provider and payer. Supported by a dynamic, innovation-first culture and a steadfast commitment to data transparency and decision enablement, Valenz leverages its technology infrastructure and enterprise data warehouse to drive value across clinical and member advocacy, network development and the validation, integrity and accuracy (VIA) of claims. Visit [valenzhealth.com](http://valenzhealth.com) Valenz is backed by Great Point Partners.

**About MCM**

A pioneer in medical management, Medical Cost Management Corporation, dba MCM Solutions for Better Health, was founded by Michael O'Connor in 1986 to meet the population health management needs of self-funded plans, Taft-Hartley Trusts, associations and claim payers. MCM and its subsidiary Med-Care Management, Inc., provide services to more than 550 plans representing over 600,000 members nationwide. Visit [www.medicalcost.com](http://www.medicalcost.com).



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## VOYA HEALTH SOLUTIONS\* EXPANDS STOP LOSS PRESENCE IN THE MID-MARKET

Voya Health Solutions\* is pleased to announce their continued expansion into the mid-market beginning with quoting on July 1, 2022. This includes groups of 150-500 lives, featuring:

Enhanced aggregate and individual excess risk discounts

Repricing of Reference Based Pricing Vendor discounts

Enhanced step-down deductible standards for groups under 500 lives

Enhanced Specific Advanced Funding for TPA administered business

Monthly aggregate accommodation available

“As a growing number of middle market customers are looking for ways to mitigate risk and control health care spend more than ever, we have expanded our capabilities to serve an extended customer base,” said Ben Dewar, vice president of Group Underwriting, Voya Financial®.

“Our sales representatives are excited to introduce the Stop Loss expansion to the mid-market to all of our producer relationships,” said Bill Barrera, vice president of Stop Loss Distribution & Strategic Relationships, Voya Financial®. “Producers will continue to work directly with their assigned sales reps who have a strong knowledge of not just self-funding, but other products, as well. This includes group life, disability, leave management, supplemental health insurance and our Health Account Solutions portfolio.”



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We would like to invite you to share your insight and submit an article to *The Self-Insurer!* SIIA's official magazine is distributed in a digital and print format to reach 10,000 readers all over the world.

*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](mailto:ggrote@sipconline.net)

*The Self-Insurer* also has advertising opportunities available. Please contact Shane Byars at [sbyars@sipconline.net](mailto:sbyars@sipconline.net) for advertising information.

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**About Voya**

For more than 90 years, Voya has offered group benefits that help employees prepare for unexpected life events. We offer a comprehensive and highly flexible portfolio of stop loss, life, disability, voluntary insurance products, and health savings and spending accounts to businesses covering over 6.6 million individuals through the workplace. Visit [www.voya.com](http://www.voya.com).

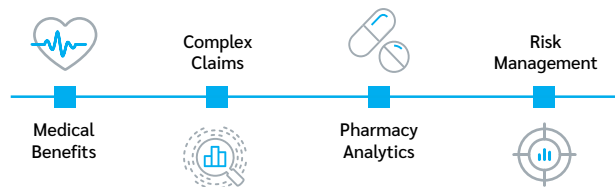
\*Also referred to as Voya Employee Benefits

Excess Risk Insurance products are issued 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. Product availability and specific provisions may vary by state. ■



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## SEPTEMBER 2022

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