



NEWS FROM SIIA MEMBERS

2023 MAY 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@siia.org.

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

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

DIAMOND MEMBERS

SUN LIFE US APPOINTS MILES VARN, MD, AS CHIEF MEDICAL OFFICER

WELLESLEY, Mass., -- Sun Life U.S. announced that Miles Varn, M.D., has been named chief medical officer (CMO), a newly created position, as it expands further into the health space with benefits that help people access the care they need. Dr. Varn will play a critical role in the growth of clinical strategies for Sun Life's U.S.' clients, in order to improve health outcomes.

Dr. Varn is also head of PinnacleCare, the care navigation company Sun Life acquired in 2021, which provides personal care advisors to help people access the right diagnoses, doctors and treatments for their specific medical needs.

"Miles has dedicated his career as a practicing emergency medicine physician and at PinnacleCare to helping people get the best care possible, and I am pleased to appoint him as our chief medical officer for Sun Life U.S.," said Dan Fishbein M.D., president of Sun Life U.S. "Our goal is to help people access the care and benefits they need. By enhancing the clinical focus of the benefits and services we offer, Sun Life will increasingly serve as a key connector in the healthcare ecosystem to help produce

better health outcomes. Miles' expertise will guide our skilled team of healthcare professionals across our business as we continue to develop health-related services and solutions for our clients."

As CMO, Dr. Varn will provide clinical leadership to the approximately 120 health professionals across Sun Life's U.S. business. He will create a new clinical council designed to coordinate clinical approaches and best practices, and provide insight into products, policies, and initiatives to address the most pressing healthcare issues facing members.

About Sun Life U.S.

Sun Life U.S. is one of the largest providers of employee and government benefits, helping more than 50 million Americans access the healthcare and coverage they need. Through employers, industry partners and government programs, Sun Life offers a portfolio of benefits and services, including dental, vision, disability, absence management, life, supplemental health, medical stop-loss insurance, and healthcare navigation. Sun Life U.S. and affiliated companies in asset management employ approximately 8,000 people in the U.S. Group insurance policies are issued by Sun Life Assurance Company of Canada (Wellesley Hills, Mass.), except in New York, where policies are issued by Sun Life and Health Insurance Company (U.S.) (Lansing, Mich.). For more information visit our website and newsroom. Visit www.sunlife.com/us/en

GOLD MEMBERS

SL MANAGEMENT ANNOUNCES THE SUCCESSFUL TRANSITION OF AMERICAN FIDELITY ASSURANCE COMPANY'S DIRECT STOP LOSS DIVISION

SL Management Partners, LLC (SL Management) is pleased to announce the successful transition of American Fidelity Assurance Company's (AFA) Direct Stop Loss division to their new Program Management company founded by Steve Solomon and Robert Lang.

Solomon and Lang originally contracted with AFA in 2017 to build a stop loss team and develop a successful underwriting, distribution, and service platform for the carrier. At the end of 2022, AFA made the corporate decision to exit the Medical Stop Loss Insurance product line and focus their resources on their core benefits business. SL Management has executed a Program Management Agreement with AFA to service their existing customer business and continue to write new and renewal business through June 2023.



We Know... Risk

We study it, research it, speak on it, share insights on it and pioneer new ways to manage it. With underwriters who have many years of experience as well as deep specialty and technical expertise, we're proud to be known as experts in understanding risk. We continually search for fresh approaches, respond proactively to market changes, and bring new flexibility to our products. Our clients have been benefiting from our expertise for over 45 years. To be prepared for what tomorrow brings, contact us for all your medical stop loss and organ transplant needs.



Ron Byrne, President of the Strategic Alliances division of American Fidelity who oversaw the Direct Stop Loss division explains AFA's decision. "We explored several options over the past twelve months with this Division and believe transitioning the business unit to Solomon, Lang and their team was the natural fit for the policyholders and business producers. Our brand is very important to us, and we know our customers will receive excellent service through this transition. The move allows AFA to focus more resources on their core benefits products and solutions."

Steve Solomon added "We are happy to announce our entire stop loss team has joined us for this exciting opportunity! Our Management Team has spent decades developing successful value-added sales and risk management services for the self-funded community. The consultative and relationship focus we bring to our partners has always positioned us favorably in the stop loss market."

Key to this announcement is their planned stop loss carrier partners moving forward. SL Management has reached agreement to represent two well-respected national stop loss carriers as a full-service Medical Stop Loss Program Manager.

The powerful new partnership provides both carriers with the opportunity to continue their rapid growth in the medical stop loss market. SL Management looks forward to introducing their current AFA policyholders and long-term production partners to their new stop loss carriers under separate press releases in conjunction with each carrier.

Bob Lang commented, "We couldn't be more excited to introduce our customers to our new carrier partners and educate them on the benefits of trusting both carriers with their stop loss insurance needs. We have been incredibly impressed with their professionalism, capabilities, and industry knowledge. Highly rated stop loss carriers with strong financials and the desire to take risk are incredibly important in the current environment."

The transition to SL Management Partners will be completed by April 1, 2023. We welcome all our customers to visit our website at www.StopLossPartners.com.

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EARLY STARTS BUILD HEALTHY LIVES

Staying healthy depends on being proactive. So does spend management. At Vālenz® Health, we believe lowering healthcare costs is driven by the ability to **engage early and often** in the member's healthcare journey.

Before a claim even begins, we use data to identify cost, network and plan design opportunities to drive cost containment and improved health outcomes for members. We ensure everyone is aligned. There are no surprises – just reduced costs, better outcomes, and an improved member experience from start to finish.

That's our promise to you. This is precisely why our customers stay with Valenz, because no one else does what we do.

See how Valenz engages early and often to deliver smarter, better, faster healthcare: visit valenzhealth.com or call (866) 762-4455.



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MAY 2023

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