



NEWS FROM SIIA MEMBERS

2024 MARCH 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.

Zakipoint Health Inc. Secures Investment from Industry Veterans of the Self-Funded Employer Space

Zakipoint Health Inc., a cutting-edge A.I. technology company with a mission to bring price transparency, direction, and personalization to healthcare consumers, announced the successful completion of a funding round by Ansley Capital and several industry veterans. This strategic investment will propel Zakipoint Health Inc. towards achieving its ambitious goals and solidifying its position as a leader in delivering data and A.I.-driven proactive member engagement tools to the self-funded employer market.

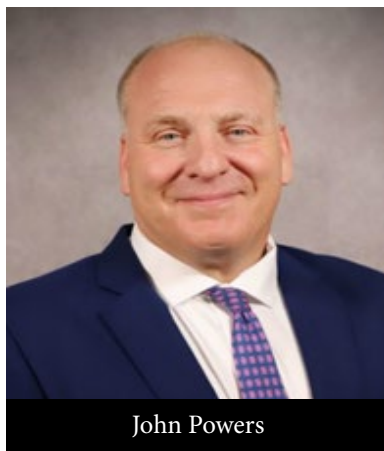
Zakipoint Health has garnered attention for its innovative approach of providing an end-to-end platform for identifying predictive risks and cost drivers, driving actions at the member level, a digital front door tool for member engagement, and a reporting tool to empower self-funded employers, third-party administrators, payors, benefits, and consultants. Zakipoint Health has established strategic partnerships with leading healthcare entities such as Valenz Health, PLEXIS Healthcare Systems, Ebix Health, and Eldorado.

Ramesh Kumar, CEO and Co-Founder of Zakipoint Health, expressed gratitude for the support from Ansley Capital and other industry leaders. Spike Dietrich and Russ Burks from Ansley Capital recognize the immense potential of Zakipoint Health's disruptive solutions and are enthusiastic about the collaboration. As part of the investment, Russ took a seat on the Company's board of directors, and Spike chairs its commercial advisory board.

Marpai Hires John Powers as President

Marpai, Inc., an independent national Third-Party Administration company transforming the \$22 billion TPA market supporting self-funded employer health plans, announced the appointment of John Powers as the Company's President. Powers is an accomplished healthcare benefits executive with over 30 years of experience. Powers was previously CEO of Homestead Smart Health Plans.

Powers brings deep operations knowledge and an extensive industry network developed over his professional career in the healthcare



John Powers

benefits space. Previous roles included Vice President of HealthComp Holdings, a privately held third-party administrator (TPA). John managed the integrated solutions while driving an industry-leading Client-based Net Promoter Score (NPS) of 80. Additionally, John served as EVP and principal of Advanced Medical Pricing Solutions (AMPS) – a leading healthcare cost containment company. In these positions, John was instrumental in driving tens of millions of dollars in savings for his clients.

“Marpai’s robust data analytics, combined with industry-leading partnerships and the recent leadership changes focusing on client savings and high growth, was extremely compelling,” said Mr. Powers. “Moreover, I look forward to leveraging the Company’s recent successes and support the key strategic initiatives of rapid efficiencies in operations, improving benefit savings opportunities for our clients, and leading our efforts in achieving a high growth, cash flow positive Company with a strong track record of innovation.”

Damien Lamendola, Chief Executive Officer, commented, “We are very excited to have John join the Marpai Team. His leadership and business acumen are critical to strengthening our foundation and positioning the Company for our next growth



IF YOUR COFFEE RINGS MAKE VENN DIAGRAMS **YOU MAY HAVE FOMA.**

We know what it's like to feel FOMA, or Fear Of Missing Anything.

That's why we invented Curv®, so you can zero in on catastrophic claims risks with the industry's most predictive and trusted risk score, making it easier than ever to see more stop loss risks and opportunities— and competitively price plans across your spectrum of underwritten groups.

Milliman IntelliScript®
See more. Fear less.

phase. John's impressive industry knowledge and professional record of achieving crucial operational targets, working closely with customers, and executing significant revenue-generating opportunities is a great fit for Marpai."

Woodruff Sawyer Names New President of Employee Benefits

Woodruff Sawyer, one of the largest independent insurance brokerages in the US, announced today that Ryan Meissner has been appointed the firm's President of Employee Benefits. Ryan was previously Practice Leader of Woodruff Sawyer's

Employee Benefits practice. Before that, Ryan served four years as the firm's Vice President of Data Analytics. He was named Partner in 2022.

Andy Barrengos, Woodruff Sawyer's Chairman and CEO, comments, "We're excited to have Ryan leading our Employee Benefits practice. His passion and commitment to our people and clients, combined with his deep expertise in developing data-driven solutions that improve the outcomes for our clients' employees and organizations, are vital components of the practice's growth initiatives.

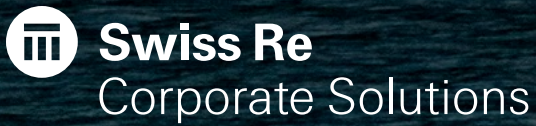
Ryan adds, "I'm excited to build on the foundation we've laid in Employee Benefits. Our business is built around great people, fierce advocacy, and hands-on partnerships with our clients to implement solutions using data and technology that make their lives simpler. Our goal is to provide great client service and empower them to make informed decisions for their employees. That is a win for our clients and our team."

End-to-End Services, Savings, and Support

BRMS Is More than Just a Claims Payor

- TPA Services
- Benefit Administration
- Ancillary Solutions
- Multiemployer Administration

Building Trusted and Valued Relationships | brmsonline.com



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

Employer Stop Loss:
Limit Health Care Exposure.
Advancing Self-funding Together.

Insurance products underwritten by Swiss Re Corporate Solutions America Insurance Corporation. © Swiss Re 2022. All rights reserved.

Marc Salois Appointed as Chief Revenue Officer for Healthjoy

Healthjoy, a care navigation platform that transforms healthcare outcomes, today announced the appointment of Marc Salois as Chief Revenue Officer. Before joining HealthJoy, Salois served as Chief Revenue Officer at Optavise, where he was responsible for revenue growth, client success, and alliances.

HealthJoy’s care navigation platform empowers employees to actively engage in their health, redirects to high-quality, affordable care, and delivers the most personalized benefits experience possible. As Chief Revenue Officer, Salois will oversee HealthJoy’s sales, revenue operations, and marketing teams.

“We are delighted to welcome Marc to the HealthJoy team,” said Justin Holland, CEO and co-founder of HealthJoy. “Marc’s notable success as a strategic sales leader, understanding of digital therapeutics, and depth of knowledge in the benefits consulting space will enable us to guide more employees to affordable, high-quality

healthcare. I look forward to working with him as part of the leadership team.”

“I am thrilled to be joining the HealthJoy team,” said Salois. “I love the way HealthJoy serves their clients by bringing true value to the individual, the customer, and their consultant/broker partners. On top of this, the HealthJoy culture is infectious. The commitment to excellence, humility, and taking action is something I really wanted to be a part of.”

Tired of Waiting?
Get a quote in minutes

Request and receive a quote in real-time, without individual health questionnaires - whenever, wherever you are.
info@TPAC.com

TPAC
powered by SLEQ™



**Somebody has to
come in second.
Make sure
it's not you.**

There are no insurance MVP trophies, no best PowerPoint awards, no fantasy broker leagues. You show up first with the best option for your client, or you lose. We never take this for granted. That's why we leverage all of our people, data and relationships to reach one goal: **We help you win.**

AMWINS[®]
GROUP BENEFITS
We help you win.

**Stone Point Capital Invests
in ClearPoint Health to Offer
Medical Stop-loss to Small and
Mid-Sized Employers**

ClearPoint Health, a medical stop-loss captive platform for small and mid-sized employers, has announced a strategic investment from Stone Point Capital. ClearPoint's platform empowers employers and benefit advisors to transition employee health benefits to highly transparent, affordable, and clinically integrated insurance programs, benefiting employers and employees.

ClearPoint's expansion in the medical stop-loss marketplace comes as captives enter a new phase of growth, with broadening commercial market adoption led by the continued migration of employers transitioning from fully insured insurance products to more transparent and affordable level-funded and self-funded arrangements. ClearPoint partners with health benefit advisors who wish to offer customizable, white-labeled captive solutions and underwriting services to their small and mid-sized employer customers.

"We're thrilled to partner with Stone Point Capital to accelerate growth for our national captive platform," said Jeb Dunkelberger, Founder & CEO of ClearPoint Health. "Employer health insurance expenses will only stop growing when we create a 'win-win-win' for employers, clinical providers, and carriers – the ClearPoint platform enables this, yielding not only affordability but sustainability. Stone Point's expertise in the employee benefits space and track record of backing and helping build highly successful platforms makes them the ideal partner for ClearPoint."

AT STARLINE, WE KNOW THAT HONESTY IS THE BEST POLICY

Along with accountability, transparency, trust and unsurpassed expertise. With our best-in-class team, you get all of that and more. Contact us today to see how we can get started for you.

STOP LOSS | CAPTIVE | PAYOR | PROVIDER | GROUP ACCIDENT

starlinegroup.com | (508) 809-3179



Chuck Davis, CEO of Stone Point Capital, said, “We are excited to help launch a company whose mission is to make employee benefits more affordable and higher quality for small and mid-sized employers and their employees. We believe the cost of employer-sponsored health insurance is one of the largest and most common issues facing US employers. Partnering with the ClearPoint team represents a significant opportunity to leverage our experience in the space to help provide scalable, sustainable solutions for employers and benefit advisors across the country.”

M3 Insurance Adds Senior Pharmacy Solutions Executive

Connie Perry has joined M3 Insurance as the managing director of pharmacy solutions, bringing a new level of expertise, specialization, and service to M3 clients. In her role, Perry is expected to use her clinical background as a PharmD and decades of experience in the PBM space to create a comprehensive pharmacy solutions stack for employers and pair it with the transparent and independent approach that has become a signature of M3.

Perry has over 25 years of industry experience and a doctorate in pharmacy from the University of Illinois College of Pharmacy, specializing in critical care during her residency. Her experience spans across various sectors, including clinical roles in hospitals,

academia and a Pharmacy Benefit Manager (PBM) (Walgreens Health Initiatives).

Perry was a lead consultant for national insurance brokers before joining M3. As a seasoned leader, she has successfully led national pharmacy practices and played a pivotal role in launching a pharmacy coalition tailored for mid-market employers.

According to a company announcement, “M3 is excited to welcome Connie Perry, launch our pharmacy solutions specialization, and provide our clients with expanded resources and leverage to strategically manage their pharmacy benefits.”

Vitable Health Names Vance Sible as Head of TPA Partnerships

Vitable Health, a leading enhanced direct primary care built to reduce claims cost under self-funded groups, is thrilled to announce the appointment of Vance Sible, CSFS, RHU, HIA, as the Head of TPA Partnerships. In his new role, Vance will spearhead collaborations with Third-Party Administrators



Power of the Pen

Stop Loss | Underwriting | Administration

Self-funding Simplified through the
Integration of Risk Management
and Service Excellence

Learn more about the ManhattanLife
Family of Companies and the value
we can deliver.

Brought to you by
Western**Skies** &
1850 Plan Services

ManhattanLife Companies



ManhattanLife[™]

Standing By You. Since 1850.

(TPAs), Stop-Loss companies, and Broker partners to help expand the reach of Vitable Health nationwide. Vitable's TPA and Stop-Loss partnerships will deliver active reductions in overall healthcare costs for self-insured employers while providing additional delightful health benefits to their members.



**Vance Sible, CSFS, RHU, HIA
Head of TPA Partnerships
Vitable Health**

Vance brings over 38 years of invaluable experience in the health insurance industry, specializing in senior leadership roles in sales and account management. His extensive career includes notable tenures at major carriers such as Cigna, United Healthcare, and Aetna. However, over the past two decades, Vance has dedicated his expertise to bringing innovative solutions to National and Regional TPAs, driven by his focus on delivering unique cost-containment solutions and customization for self-funded employers.

**Mike Coghlan to Help Lead
HMIG Stop-Loss Underwriting
Team**

HM Insurance Group has announced the hiring of Mike Coghlan, who serves as Senior Vice President, Underwriting. In this role, he will lead the development of HM Insurance Group's Stop-Loss underwriting and related pricing strategies.

With more than 20 years of experience in insurance and reinsurance, Mike's areas of expertise include medical underwriting, risk management, self-funding, and employee benefits and program design. Before joining HM in 2024, Mike served as senior vice president and underwriting leader at QBE



Bringing gene therapies to your employees while protecting your bottom line

Gene therapies are estimated to treat almost **110 million people** from 2020 to 2034.* As the gene therapy pipeline grows, so do the claims and financial risk for employers. Wellpoint can help you minimize that risk.

Wellpoint's Gene Therapy Solution works as a provision of our stop loss policy to protect employers from unknown financial risk while providing access to life-changing therapies for rare and complex conditions. Our solution includes the Wellpoint-approved Gene Therapy Drug List with:

- **Perpetual "laser-free" coverage** for those gene therapy drugs listed in the Wellpoint solution once the initial underwriting is approved.
- **No stop loss claims** from these drugs for simpler administration. All stop loss claims from the drug list are removed from a client's claims experience at renewal.

To learn how our Gene Therapy Solution can protect your company, contact your Wellpoint representative.

* MedRxiv: Estimating the Financial Impact of Gene Therapy (Oct 31, 2020). medrxiv.org.
Stop Loss coverage is underwritten by Wellpoint Life and Health Insurance Company. Wellpoint is a registered trademark.
1065276MUJENWLP.1/24



Re. Prior to that, Mike held leadership roles at reinsurance broker Guy Carpenter (a division of Marsh), Partner Re and Munich Re. Mike is a graduate of LaSalle University.

Advanced Medical Strategies Welcomes Jesse Carabase as Senior Vice President of Customer Success

Advanced Medical Strategies (AMS), a leading healthcare affordability software company providing clinical insights and financial analysis for complex medical claims, proudly announces the appointment of Jesse Carabase as Senior Vice President of Customer Success.

Jesse Carabase brings a wealth of experience to his role, having held various leadership positions within the CVS Health organization. Most recently, he served in senior leadership roles at Meritain Health, where he showcased his expertise in driving medical and pharmacy savings through network strategy and innovative medical cost containment/Pharmacy Benefit Management (PBM) solutions.

Before joining Meritain Health, Jesse successfully completed Aetna's Experienced Financial Leadership Program, contributing significantly in high-profile roles across the payer landscape. His experience encompasses value-based care, self-funded and fully insured plans, as well as commercial and government health plans. ■



2024 SELF-INSURANCE INSTITUTE OF AMERICA BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD*

John Capasso
President & CEO
Captive Planning Associates, LLC

CHAIRMAN ELECT*

Matt Kirk
President
The Benecon Group

TREASURER AND CORPORATE SECRETARY*

Amy Gasbarro
Chief Operating Officer
Välenz

DIRECTOR

Stacy Borans
Founder/Chief Medical Officer
Advanced Medical Strategies

DIRECTOR

Mark Combs
CEO/President
Self-Insured Reporting

DIRECTOR

Orlo "Spike" Dietrich
Operating Partner
Ansley Capital Group

DIRECTOR

Deborah Hodges
President & CEO
Health Plans, Inc.

DIRECTOR

Mark Lawrence
President
HM Insurance Group

DIRECTOR

Adam Russo
CEO
The Phia Group, LLC

DIRECTOR

Beth Turbitt
Managing Director
Aon Re, Inc.

VOLUNTEER COMMITTEE CHAIRS

Captive Insurance Committee

Jeffrey Fitzgerald
Managing Director, SRS Benefit
Partners
Strategic Risk Solutions, Inc.

Future Leaders Committee

Erin Duffy
Director of Business Development
Imagine360

Price Transparency Committee

Christine Cooper
CEO
aequum LLC

* Also serves as Director

SIIA NEW MEMBERS

MARCH 2024

GOLD MEMBERS

Duncan Hopewood
Chief Executive Office
Secan & Partners Ltd
London, England

SILVER MEMBERS

Clay Wilemon
CEO
4L Data Intelligence
San Ramon, CA

Steven Baek
VP of Marketing
Vitable Health
Woodlyn, PA

REGULAR CORPORATE MEMBERS

Charles Carlson
Consultant
Benefit Intelligence
Mesa, AZ

Sean Ganoe
Vice President
Henderson Brothers
Pittsburgh, PA

Quinn Kekelis
Sales Support Specialist
LevrX Technology, Inc.
Troy, NY

Stanley Clymer
Regional VP, Labor & Health Plan
Services
MaxorPlus
Plano, TX

Turner Fixen
Vice President
MB Schoen & Associates, Inc.
Fargo, ND

Julian Bannach
Senior Vice President
Old Republic Accident & Health
Chicago, IL

Michael Kalman
CEO
Pilea Systems, Inc.
Beachwood, OH

Justyna Wisniewski
Commercial Marketing
Rx Concierge by Lifetime Benefit
Solutions
Syracuse, NY

Ime Ekpenyong
CEO
SGRX
Grosse Pointe Park, MI

Brian Miller
AVP Business Development
Slate Rx
Las Vegas, NV

Yvonne Daugherty
Global Head of Industries
Ushur
Santa Clara, CA