



NEWS FROM SIIA MEMBERS

2020 OCTOBER 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@siia.org. All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at www.siia.org. For immediate assistance, please contact Jennifer Ivy at jivy@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.

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DIAMOND MEMBERS

THE PHIA GROUP ANNOUNCES THE PROMOTION OF NICK FITZSIMMONS AS SENIOR DIRECTOR OF PROVIDER RELATIONS

Canton, MA - The Phia Group LLC, the health benefit industry's leading cost-containment service provider, announces the promotion of Nick Fitzsimmons as Senior Director of Provider Relations.

"Nick has been partnered with The Phia Group for 2 years, helping us grow our Provider Relations department where, as part of that team, he distinguished himself as a key strategic contributor," stated Adam Russo, CEO of The Phia Group.

"Nick is a seasoned and experienced cost-containment guru and I look forward to his continued leadership in Provider Relations as we continue to grow and add to our suite of services."

Nick Fitzsimmons' cost-containment journey began with Global Excel Management in 1996, managing a team of over 50 employees comprised of negotiators and sales representatives. He also led the network utilization, negotiation strategies, and later rose to the ranks of senior executive leadership.

"The Phia Group is a good fit for me as we they are all about innovation, which is what I am looking for," stated Nick Fitzsimmons. "I want to be where the action is, and The Phia Group never sits still pursuing their deep commitment to lower the cost of healthcare."

For more information regarding The Phia Group, please contact Vice President of Sales and Marketing, Tim Callender, by email at tcallender@phiagroup.com or by phone at 781-535-5631.

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About The Phia Group

The Phia Group, LLC, headquartered in Canton, Massachusetts, is an experienced provider of health care cost containment techniques offering comprehensive services, designed to control health care costs and protect plan assets. By providing industry leading consultation, plan drafting, subrogation and other cost containment solutions, The Phia Group is truly Empowering Plans. Visit www.phiagroup.com.

GOLD MEMBERS

PARTNERS MANAGING GENERAL UNDERWRITERS ANNOUNCES BRIAN MILLER'S PROMOTION TO CHIEF EXECUTIVE OFFICER

Phoenix, AZ -- Partners Managing General Underwriters (Partners) is proud to announce that Brian Miller has been promoted to Chief Executive Officer (CEO).

Brian is one of the founders of Partners, and, as the Chief Operating Officer since 2016, has been instrumental in developing each of the departments within Partners' and setting the tone for the company culture and commitment to excellence. Former CEO, Mark Mertel, will move to the position of Chairman and continue to help guide the strategic direction of Partners.

Mertel comments, "I see this change as a natural evolution and a timely progression in our journey to build

a great company. I have every confidence in Brian and the incredible team that surrounds him."

PARTNERS MANAGING GENERAL UNDERWRITERS ANNOUNCES DONICA EASTLAND'S PROMOTION TO CHIEF FINANCIAL OFFICER

Partners Managing General Underwriters (Partners) is proud to announce Donica Eastland's promotion to Chief Financial Officer (CFO).

Donica has been a trusted teammate and resource for 25+ years across multiple companies. She has been with Partners for over three years and has continued to be a model of excellence in the performance of her duties and her contributions to our team members and company culture.

Donica has an amazing team around her and maintains an enviable balance between a demand for accuracy and an insistence on having fun. Former CFO, Ed Printy, is not going anywhere. Ed will continue as a Senior Advisor with Partners and will maintain his strategic projects and mentorship.

Printy comments, "I have no doubt Donica will tackle this role head on. Her success up until now speaks volumes about the positive impact she will continue to have on our organization for long term growth."



PARTNERS MANAGING GENERAL UNDERWRITERS ANNOUNCES STEVE KOLB'S PROMOTION TO CHIEF UNDERWRITING OFFICER

Partners Managing General Underwriters (Partners) is proud to announce Steve Kolb's promotion to Chief Underwriting Officer (CUO).

As one of the founders of Partners, Steve has been integral to our development and success. This is a new role within Partners and is reflective of our dedication to servicing the needs of both our Producer and Carrier partners.

Brian Miller, CEO at Partners, comments "Steve's expertise in both the technical underwriting process and building lasting partnerships makes him the perfect choice to lead us into the challenging and exciting times ahead."

About Partners

Partners Managing General Underwriters is an entrepreneurial and full service MGU, underwriting medical Stop Loss for the self-insured marketplace. Licensed in all 50 states, our team is comprised of seasoned professionals with a long history in employee benefits. We started Partners in 2016 and have already grown to one of the largest independently owned MGUs in the country. We do this by providing superior service and offering a unique value building opportunity unlike anything in the marketplace today. Visit partnersmgu.com.

SILVER MEMBERS

SPECIALTY CARE MANAGEMENT HIRES SEAN WHALEY, EXPANDING BUSINESS DEVELOPMENT

Doylestown, PA – Specialty Care Management (SCM) is pleased to announce and welcome Sean Whaley as a Director of Business Development.

Joining the newly expanded Business Development staff, Whaley will further SCM's marketing and sales efforts, contribute to service/product development, and, ultimately, drive revenue.

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He brings to the company more than 30 years' experience in the employee benefits arena, with several years in medical cost containment, specializing in the realm of cost-savings and improving outcomes in catastrophic claims and CKD-ERSD (chronic kidney disease and end stage renal disease), the main aspect of SCM's business.

SCM COO Craig Clemente said of Whaley, "His experience in the insurance world – with underwriters, agents, brokers, third party administrators, and stop loss carriers – will drive his ability to help us positively impact the self-funded market. Sean has a great understanding of what we do: help self-funded companies manage their risk and overwhelming costs that accompany catastrophic healthcare claims, particularly in cancer and renal disease. We are excited about the possibilities he brings to us, and our clients."

Most recently, Whaley had spent several years in the medical cost containment arena, eventually specializing in managing associated high risk and cost of renal care for the self-funded marketplace.

Prior to that, he had moved toward the broker niche, advising brokers as to how to add value to their clients' products. Whaley started his career in the business world, turning to employee benefits, eventually having his own agency for nearly 20 years. A lifelong resident of the Chicago metropolitan area, he is happily married to Terry and lives in Algonquin, IL. Whaley attended Loras College in Dubuque, IA.

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About SCM

Based in Doylestown, PA, SCM is a national company which pioneers value-added strategies for the self-insured healthcare industry. A leader in managing and significantly reducing the high cost of catastrophic healthcare claims, the company specializes in minimizing the extraordinary costs and managing risk of renal disease, and cancer care. With some of its key executives working together in this healthcare niche since 2002, SCM was created in 2006. Visit specialtycm.com.

H.H.C. GROUP PARTNERS WITH VPAY FOR TOTAL PAYMENT SOLUTION

H.H.C. Group, a leading healthcare cost containment company, and VPay, the premier turnkey claim payments platform, announced that HHC will begin offering VPay's total payment solution to its clients nationwide. Both companies are known for partnering with other quality innovators to meet the marketplace's ever evolving needs.

"HHC and VPay are both dedicated to delivering maximum value and superior, personalized service to their clients", said Bruce D. Roffe, HHC's President and CEO. "Both have built their businesses by efficiently and effectively providing cost-containment services to Group Health, Workers' Comp and Auto Health insurers nationwide".

"More than ever, today's healthcare payer groups need access to innovative solutions that streamline claim processes and maximize bottom-line potential," said Jeff Brown, President of VPay. "We are looking forward to partnering with HCC and drawing on our inherent synergies to provide next-generation payment solutions that keep insurers one step ahead in a competitive market."

DR. Q'S POP QUIZ #2

How much should you pay?

- A. 125% of Medicare
- B. 140% of Medicare
- C. 160% of Medicare
- D. All of the above
- E. None of the above

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About H.H.C. Group

H.H.C. Group provides 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, Specialty Drug Cost Containment, Medical Peer Reviews/Independent Reviews, Independent Medical Examinations (IME), and Pharmacy Consulting. H.H.C. Group is an URAC accredited Independent Review Organization for Internal and External Reviews.

For additional information about H.H.C. Group and cost containment services, please visit www.hhcgroup.com or contact Stella Chung at schung@hhcgroup.com or 301-963-0762 ext. 130.

About VPay

VPay® delivers better claim payment experiences. Offering the insurance industry's only total payment solution, the company equips insurers with configurable, next-generation digital solutions that streamline every aspect of payment processes. Workers' compensation, auto and property insurers, health plans, dental plans and third-party administrators trust VPay to design solutions that reduce costs, drive higher payment adoption, boost efficiency and improve retention by increasing payee satisfaction.

By replacing checks with fast and secure electronic payments and remittance advice, VPay simplifies the reconciliation process while also eliminating processing and management costs. The company's proprietary, best-in-class software; patented claim payment technology; decades of financial and insurance payment expertise; and commitment to developing breakthrough payment technologies have made it an established industry leader. Visit www.vpayusa.com. ■

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That's how we properly assess risk – enabling our clients to focus on their businesses. We provide innovative stop loss solutions to protect self-funded employers from potentially catastrophic losses. We offer flexible captive solutions to help control the severity risk of your self-insured program. We have developed medical stop loss solutions specifically dedicated to meeting the unique needs of Taft-Hartley union plans. Our Organ & Tissue Transplant policy is a fully-insured option to protect your self-funded plan from losses due to transplant exposures. 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 insurance needs.



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