



2024 JULY 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.



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SIIA MEMBER NEWS

SIIA boasts a very active and dynamic membership. Here are some of the latest developments from the companies powering the self-insurance industry.

Emerging Therapy Solutions Names Ashley Hume as New President

Leading provider of solutions for managing high-cost therapies, Emerging Therapy Solutions® (ETS), announced that Ashley Hume has been promoted to President. This strategic move strengthens ETS's focus on deepening and expanding services to meet evolving client needs in the rapidly growing

cell and gene therapy market.

Hume's proven track record positions her perfectly to lead ETS into the future. As Chief Commercial Officer, she spearheaded strategic partnerships, client relationships, product innovation, and team development. These efforts have ensured continued best-in-class service delivery for ETS clients and rapid growth in lives leveraging ETS.

"Ashley's leadership has been instrumental in ETS's growth," says Matt Mackowski, Chairman, Managing Director, Telegraph Hill Partners & ETS Board Chairman. "Her deep industry knowledge and vision

will keep us laser-focused on providing unparalleled solutions and support to our clients in the highly complex and costly areas of cell and gene therapy and transplant."

As President, Hume will prioritize strengthening ETS's ability to support clients navigating the complex landscape of high-cost therapies. This aligns with ETS's commitment to helping payers make informed pricing and risk management decisions regarding treatments for rare genetic diseases.



***Ashley Hume
President
Emerging Therapy Solutions®***





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Madelyn Peterman
Vice President of Partnerships
HM Insurance Group

HM Insurance Adds New Position to its Executive Team

Madelyn Peterman has been named Vice President of Partnerships for HM Insurance Group. In this role, Maddy is responsible for leading the operations of HM Insurance Group's partnership programs and reinsurance initiatives.

"This new position is vital as we continue to grow and diversify our business," Eric Berg, Chief Operating Officer, HM Insurance Group, said. "Maddy's experience

and expertise will help us to ensure that we offer a more holistic approach to servicing our partner clients and their unique needs."

Before advancing to the Partnerships position in 2024, Maddy served as Director, Market Segment Finance. In that role, she had oversight of operating results in terms of costs, forecasting, operational policies and trends and also provided financial support and guidance to drive achievement of HM's strategic initiatives. She joined HM in 2015 as a supervisor and has held roles of increasing responsibility over the years. Prior to HM, she was an assurance manager at the accounting firm Urish Popeck & Co.

ClearPoint Health Announces New Center of Excellence

ClearPoint Health is establishing a medical stop loss Center of Excellence (COE) focused on satisfying the "full spectrum" of alternative risk structures, according to Phil Giles, Chief Growth Officer at ClearPoint Health.

ClearPoint develops and scales clinically integrated captives, including clinical providers, in the sponsorship of medical stop-loss captives. Giles said ClearPoint has created a COE panel for traditional stop-loss and level funded business with a strong grouping of highly rated carrier partnerships.

"We've got tremendous growth trajectory and have incepted enterprise-level agreements with several major brokers to be their stop loss COE," he said.

"One of the things that really appeals to me is not only the capabilities that we're building on a holistic level as a COE but also the level of talent and expertise that we're bringing in to be able to service our stop-loss and captive clients," Giles added.

The ClearPoint platform covers aspects from level-funded structures to traditional medical stop-loss for standalone self-insurers and extending to group and single parent captive structures.

MacroHealth Appoints Kristin Weir to Key Product Position

MacroHealth, a leading healthcare fintech company, announced the appointment of Kristin Weir as Senior Vice President of Product Management. In this role, Weir will be responsible for leading product management teams focused on new and emerging solutions to help Payers and Health Market Partners buy and sell healthcare services more intelligently.

“I am so excited to join MacroHealth as the SVP of Product Management for two key reasons: first, our culture is amazing, everyone is treated like family while valuing one another, and second, our strategy is something I truly believe in,” said Weir. “I have been working in healthcare IT for 15 years in the provider, payer and pharma spaces, and I love that the MacroHealth Intelligent Exchange platform will help seamlessly stitch together all sides of the healthcare industry and provide payers with network access no

matter where their members live.”

Weir brings over 15 years of experience in healthcare IT to her role at MacroHealth, having previously held product leadership positions at Real Chemistry and MedeAnalytics. Most recently, she served as Chief Product Officer at Medecision. Weir’s extensive knowledge of the healthcare industry, combined with her expertise in technical analytic systems, engagement tools, and digital care management, makes her uniquely qualified for this new role.

“I am excited for Kristin to join the MacroHealth product management team,” said MacroHealth’s Chief Technology Officer, Ryan Hamilton. “She brings with her a wealth of knowledge and experience in scaling product innovation and delivering customer value. Her ability to apply information technology and data intelligence to help organizations optimize and connect across their health ecosystems will be an asset to the team.”



Treading Water with Healthcare Transparency Legislation?

Stay Afloat with IPS's Key Insights on NSA, TiC, and LCMTA

In our turbulent industry, staying up to date with the latest regulations is a must. Connect with Integrated Payor Solutions CEO Shawn Evans this July, and dive into critical NSA, TiC, and LCMTA updates. Plus, discover how IPS's cloud-based Transparency+ solution streamlines compliance processes, ensuring you stay ahead of regulatory demands.

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Välenz® Health Strengthens Capabilities with New Hire

Välenz® Health announced that Heather Wiehe, Esq. has joined the leadership team as Vice President, Legal and Compliance.

Previously, Wiehe was Director, Regulatory and Product Counsel for Collective Health, where she addressed state and federal regulatory issues, including the corporate practice of medicine, Stark/anti-kickback statutes, privacy/data security, intellectual property, third-party administration, coordination of benefits, and proprietary claims system lifecycles. She offers a strong background in claims processing and health stacks, documenting legal implications and enhancing operational growth.

“For more than 15 years, Heather has leveraged her deep understanding of healthcare operations and her legal expertise to support business, risk and compliance partners in proactively addressing legal challenges,” said Rob Gelb, Chief Executive Officer of Vålenz. “From the very beginning of her law career, she has shown her dedication to addressing the complexity of healthcare and being part of that solution. She’s a perfect fit for our team, and we are thrilled to have her.”

“At Vålenz, the entire team joins together in challenging the status quo, which creates an exceptional environment for growth and innovation,” Wiehe said. “The passion for excellence and the commitment to upholding the highest standards are already in place here. I look forward to being a part of that culture.”

Validation Institute Recognizes Nova Healthcare Administrator

Nova Healthcare Administrators, Inc. (Nova) was recently revalidated through the Validation Institute for 2024 in the common chronic condition management category. The validation comes



after a thorough data analysis that confirms Nova’s clinical protocols drive measurable improvements in health plan trends.

“This award is important to Nova because of its external confirmation of the efficacy of Nova’s programs for clients and their plan participants,” said Jim Walleshauser, President of Nova. “It stands as a testament to the dedicated efforts and collaborative spirit of our team members across medical management, care navigation, data analytics, and client services. At Nova, our overarching goal is to simplify the complexities of the healthcare system for insurance brokers, clients, and their members. This validation unequivocally reaffirms our commitment to delivering on our promises within the industry.”

Nova creates a cost and risk management strategy tailored to our clients’ goals. Our approach includes analyzing medical, behavioral and pharmacy claims, plus operational observations and clinical data. Using this data, Nova works with clients to develop strategies that address preventive care, early detection of illness, improving treatment compliance and appropriateness of services. Based on 2023 data, Nova has once again achieved below-average admissions and emergency room visits for common chronic diseases (asthma, coronary artery disease, congestive heart failure, hypertension, COPD, and diabetes) compared to a national benchmark.

“While all event rates fell in 2020-2021, Nova’s declined more than most and did not increase as much in 2023 and 2024,” noted Al

Lewis, co-founder of Validation Institute and CEO of Quizzify. “A nice performance as usual!”

Glenn Strecker to Lead Sales Team at zakipoint Health

zakipoint Health has tapped Glenn Strecker to lead its sales team.

Having managed large regional territories, Glenn has developed a profound understanding of the US healthcare landscape. His experience spans across all lines of business, with solutions that have addressed issues for Commercial, Medicare, and Medicaid (Medi-Cal in California). Glenn’s portfolio of “best in class” solutions includes evidence-based guidelines, care management software, digital health, and over five years of specific analytic methodology selling expertise.





*Glenn Strecker
Sales Director
zakipoint Health*

Glenn has worked extensively with Medical Management, Strategy & Innovation, and most recently, Analytic & Informatics executive leaders. Known for developing integrity-based relationships through clear and straightforward communication,

Glenn has a knack for understanding his clients' unique business challenges and solving their most pressing issues.

Tonya Crawford Joins Crumdale Partners

Crumdale Partners has appointed Tonya Crawford as Sales Director, Captives. Based in Pennsylvania, Crumdale Partners offers custom, self-funded healthcare solutions to a bespoke set of brokers, consultants, and agents across the US.

The firm described Crawford as an expert in the development and ongoing management of medical stop-loss captives, self-funded health plans, commercial health plans, and government health plans.

"She has spent her entire career in healthcare and is passionate about making healthcare more efficient and affordable for employers and patients," said Crumdale Partners in a company statement. "She is active in CICA and SIIA and was named Highly Commended Individual by Captive International [in its] 2023 US Awards." Crawford was previously Regional Vice President, Captives at Summit Reinsurance Services, which she joined in April 2023. She was Vice President at True Captive Insurance from April 2021 to March 2023.

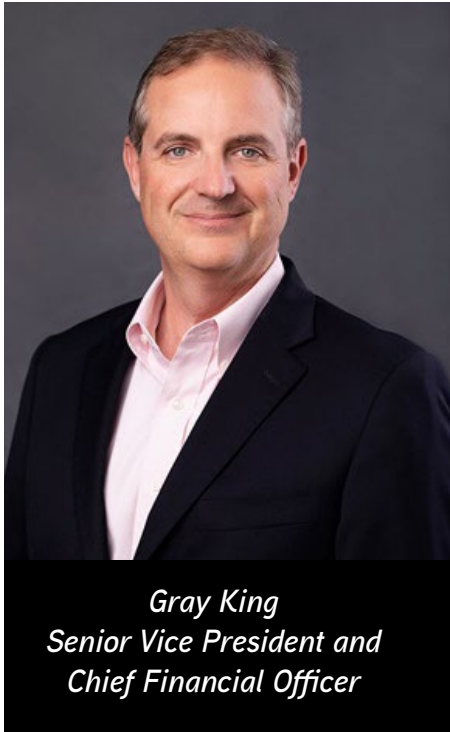
Centivo Announces Strategic Acquisition

Centivo, a pioneering healthcare company built to make quality healthcare more affordable for employers and their employees, announced the acquisition of Eden Health, an employer-centered virtual-first medical provider, effective immediately. This strategic move enables Centivo to accelerate its plans to scale its primary care-centered health plans to more working families and employers nationwide.

"We are witnessing primary care access problems unlike anything we've experienced in our lifetimes. Our system is plagued by chronic shortages in primary care access due to decades of under-investment and misaligned incentives," said Ashok Subramanian, Founder and CEO of Centivo. "Our partnership with Eden Health – and its



*Tonya Crawford
Sales Director, Captives
Crumdale Partners*



Gray King
Senior Vice President and
Chief Financial Officer

cutting-edge, technology-centered capabilities in primary care, mental health and urgent care – aligns seamlessly with Centivo’s mission to achieve radical affordability and enhanced patient access for American workers.”

Through this acquisition, Centivo now serves more than 160 employers ranging from Fortune 100 companies to small businesses, with market reach in all 50 US states to remove barriers to healthcare. Eden Health’s clinical services will be fully integrated into Centivo, enhancing the company’s virtual advanced primary care practice while broadening its clinical services to include mental health care, urgent care and workplace pop-up clinics.

The acquisition will also integrate Eden Health’s technology, which interweaves its clinicians’ Electronic Medical Records system with its proprietary member app, enabling data-driven engagement and collaborative care through omnichannel interactions. Eden Health has also proven the ability to deliver a solution that patients love, with a customer satisfaction rating of 4.97 out of 5.00.

Health Plans, Inc. Names New Chief Financial Officer

Health Plans Inc. (HPI), a leading national third-party administrator (TPA) of self-funded benefits, has tapped Gray King as their new Senior Vice President and Chief Financial Officer. Gray joins the senior leadership team to drive the advancement of corporate accounting, financial reporting, and planning and analysis. He brings over 25 years of experience in the industry, specializing in profitability improvement, business growth, and enhancing operations through achievements in expense and revenue management and strategic business plan development.

“Along with his proven track record working for a TPA, Gray brings a wealth of healthcare industry expertise to HPI and is the perfect fit to support HPI’s development,” said Deb Hodges, President and CEO. “Gray is an incredible addition to the team as we continue to show tremendous growth.” Gray most recently served as Vice President of Finance at MedCost, where he provided strategic and financial management and was responsible for a multi-million-dollar annual increase in operating income.

“It’s an honor and a privilege to join an incredible team at HPI,” said Gray King. “It takes great people to make a company great, and HPI’s decades of success and recent emergence as one of the fastest-growing TPAs in the country are a testament to the people and the culture they’ve created. I’m excited to collaborate with teams across the company to continue reaching ambitious goals.”

Captive Resources Announces Key Executive Hires.

With its increased focus on medical stop loss group captives, Captive Resources, Inc (CRI) has created two separate business units: property & casualty (P&C) and health solutions. In addition to these business units, CRI also has two subsidiaries: Kensington Management Group and Edgewater Actuarial Insights.

In December 2023, three key CRI senior leaders with proven track records of success within the organization were asked to take on expanded responsibilities: JP Boulus as President, P&C, Donna Dreuth as Chief Financial Officer and Chief Administrative Officer and John Pontin as Chief Growth Officer.

CRI has also recently hired several additional senior executives: Steven Gransbury as President, Health Solutions; Mark Knipfer as Chief Strategy Officer; and Terry McCafferty as Chief Underwriting Officer, P&C.

Gransbury joined CRI in April. Prior to joining CRI, he was Head of Specialty for QBE North America. Knipfer joined CRI in January. Prior to joining CRI, he was Chief Operations Officer at Zurich North America. Finally, McCafferty joined CRI in December 2023. Prior to joining CRI, he was President and Chief Executive Officer of Falls Lake National Insurance Company at James River Holdings.

Hentges commented: "I am very excited about the recent changes and additions to our leadership team. These changes position Captive Resources for the continuing robust growth we're seeing in both our property & casualty and health solutions businesses.

"We spend a great deal of time thinking strategically about the future and ensuring we have a management team that will continue moving Captive Resources forward. The key to our success is providing outstanding service to our clients and their brokers. Building our management team and remaining focused on hiring the very best talent is critical to giving our clients the exceptional captive experience that has become a hallmark of our company." ■



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JULY 2024

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