



## 2024 AUGUST 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](mailto:membernews@siia.org).

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

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**IIA 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.

***Physicians Mutual Expands Stop-Loss Market Reach with ATS Partnership***

Physicians Insurance - A Mutual Company, long known for exceptional products and services, is expanding its footprint for Employer Stop-Loss (ESL) coverage through a new distribution model, geographic expansion, and an array of complementary online resources geared toward the healthcare community. Coverage is already available in Washington, Oregon, Idaho, Montana, Wyoming, Utah, Colorado, and Alaska, with service for dozens of new states coming soon.

“As an organization with more than 40 years of dedication to Physicians and their practices—and having offered ESL since 2002—we see Employer Stop-Loss as a natural product extension to protect the financial health of Member organizations at a time when external forces are impacting their viability,” says Jennifer Millar, Associate Vice President, Stop-Loss, at Physicians Insurance. “And as our entire purpose is to protect, defend, and support our

members, we are also opening up our vast array of online resources, developed specifically for the healthcare community, to our ESL clients at no extra cost.”

To help scale the offering of this key coverage, Physicians Insurance has partnered with ATS Underwriting, an innovative, strategic underwriting firm that specializes in Employer Stop-Loss, with specific expertise in healthcare practices. Through this partnership, members have efficient access to top-quality stop-loss solutions and services, backed by the financial strength and healthcare industry commitment of Physicians Insurance. The timing and the choice of partner could not be better.

“Over the past decade, the Stop-Loss market has seen exponential growth,” observes Andrew Trupiano, CEO and Founder of ATS Underwriting. “More healthcare organizations and companies in all industries have been migrating from the fully insured medical plans model to self-funded plans to gain better control over their plans and reduce their costs. As they make the move, Stop-Loss insurance is essential to cap employee medical claim costs and protect employers’ balance sheets against the outlying volatility of severe and catastrophic medical claims.”

***WLT Teams up with ChoiceScripts for Improved Benefits Solutions***

WLT Software Enterprises, Inc., a developer of custom benefits and claims administration software solutions, has announced its partnership with ChoiceScripts, an innovative pharmacy consultant and benefit architect specializing in flexible and transparent solutions.

For more than four decades, WLT Software has been a leading provider of benefits administration, claims processing, workers’ compensation, and consumer-driven healthcare solutions. WLT’s core system, MediClaims, was developed with the understanding that every organization has its own unique needs and requirements. Through this partnership, WLT aims to strengthen its mission as a steadfast provider of adaptive claims and benefits solutions.

ChoiceScripts’ innovative pharmacy benefits management provides best-in-class drug pricing, cutting-edge data analytics, and a high-touch service model that delivers the best savings and value for the clients and members they manage. ChoiceScripts offers tailored plan designs, concierge service, and support that results in improved cost management, quality outcomes, and increased member satisfaction.



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Companion Life has an AM Best Rating of A+ (Superior) as of Dec. 18, 2023. For the latest rating, access [www.ambest.com](http://www.ambest.com). The rating represents an independent opinion from the leading provider of insurer ratings of a company's financial strength and ability to meet its obligations to policyholders.

WLT President & CEO Shelley Van Etten stated, "WLT is always proud to see its network grow. As we continue to adapt to this ever-changing industry, we look forward to evolving alongside our partners in order to bring the best possible solutions to our clients."

Joseph Yaklic, ChoiceScripts President, Co-founder & Chief Clinical Officer, stated, "Our partnership with WLT Software is a pivotal step in streamlining our solutions to make them more accessible for our partners and clients, creating a better experience that removes the heavy administrative burden of PBM implementation."



**Captive Insurance Veteran Mike Madden Joins Berkley A&H**

Berkley Accident and Health, a Berkley Company, has appointed Mike Madden as Senior Vice President of Growth Strategy for its Group Captive business. In this role, Mike will be responsible for expanding the company's portfolio and offerings, as well as developing high-impact strategies that drive continued growth in the Employee Benefit Group Captive market.

Mike joins Berkley Accident and Health with 25+ years of industry experience and as a recognized leader in the Group Captive space. He is a past chair of the Self-Insurance Institute of America (SIIA) Captive Committee, which is committed

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to education, political advocacy, networking, and best practices for captive owners, participants, and professionals. His deep industry knowledge and reputation make him an ideal fit for his new role.

“Mike brings a depth of knowledge and insight that will help us to better serve our Captive clients and brokers,” said Brad Nieland, President and CEO of Berkley Accident and Health. “Having Mike join our team deepens our bench strength and will contribute to our continued success. I am very excited to be adding more top talent to our Stop-Loss Group Captive team.”

### ***Teladoc Health Names New CEO***

Teladoc Health, Inc., the global leader in whole-person virtual care, announced that its Board of Directors has appointed Charles “Chuck” Divita, III, as Chief Executive Officer, effective immediately. Concurrent with his role as CEO, Mr. Divita has also joined Teladoc Health’s Board of Directors.



Mr. Divita joins Teladoc Health from GuideWell, a leading health solutions organization that includes Florida Blue, the market-leading health plan in Florida, where he served as Executive Vice President, Commercial Markets.

“In today’s healthcare landscape, Chuck is the perfect example of experience, respect, and competence among executives, and we are pleased to welcome him to Teladoc Health,” said David B. Snow, Jr., Chairman of the Teladoc Health Board of Directors. “We are confident we have selected an innovative and visionary leader capable of delivering growth at scale, value for our clients and positive relationships with all our partners and colleagues.”

“I’m honored and grateful to the Board for this opportunity,” said Divita. “Teladoc Health has been successful at securing a leading position in the marketplace, and I look forward to working closely with my new colleagues to build upon this foundation, advance key strategic priorities and ensure the company is positioned for long-term, sustainable success. This will provide new opportunities to positively impact healthcare and the health and wellbeing of the people we serve.”

### ***Christine Lui Chen to Lead Marketing at ParetoHealth***

ParetoHealth, the nation’s largest and fastest-growing employer-owned health benefits solution, is pleased to announce the appointment of Christine Lui Chen as Chief Marketing Officer. In her new role, Christine will oversee the company’s marketing, communications, and brand experience.

“Pareto is committed to bringing the industry’s top talent to support our members and benefit consultants,” said Maeve O’Meara, President of ParetoHealth. “Christine joins us in challenging the status quo, and she will be a tremendous asset as we expand our membership and innovate to reduce costs while improving health benefits for the industry.”

“I’m excited to join the ParetoHealth team’s fight for the greater good,” said Christine. “With our unmatched scale and technology, we’re in a unique position to help millions of small and medium-sized businesses finally gain back control over spiraling healthcare costs.”

Previously, Christine served as Senior Vice President of Marketing and Communications at Hinge Health, a pioneering digital musculoskeletal company. Christine’s extensive background includes



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building new healthcare categories through leadership roles at Johnson & Johnson, Independence Blue Cross, and IMS Health, along with multiple innovative healthcare startups. Christine holds an MBA from The Wharton School of the University of Pennsylvania, a master's from Columbia University, and a BA in Neuroscience from Johns Hopkins University.



### *Virtue Health Expand Executive Sales Team*

Virtue Health, a leading private group stop-loss purchasing consortium, is pleased to announce the appointment of Fabian Carrillo as the new Senior Vice President of Sales. Fabian brings over two decades of extensive experience in the healthcare and insurance sectors, strengthening Virtue Health's mission to provide innovative, long-term insurance solutions for employers in the small to mid-size market.

Fabian Carrillo joins Virtue Health with a robust background in managing and optimizing health plans to reduce medical spend waste. Previously, Fabian served as the Regional Vice President at MORE Health Inc., where he was responsible for U.S. sales and spearheaded new group

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sales initiatives in the digital health sector. With expertise in self-funded medical and ancillary product lines, Carrillo's strategic vision and leadership will be instrumental in expanding Virtue Health's reach and enhancing its cost-containment strategies. His appointment reflects Virtue Health's commitment to reducing volatility and providing stable, cost-effective health insurance solutions for employers.

John Sbrocco, CEO of Virtue Health: "We are excited to welcome Fabian Carrillo to our leadership team. His extensive experience and proven track record in the healthcare insurance industry make him a valuable addition to Virtue Health.

Fabian's expertise will undoubtedly strengthen our efforts in providing innovative solutions that benefit both brokers and employers".

### *Trinity Capital Backs Gravie with Major Investment*

Trinity Capital, a leading provider of diversified financial solutions to growth-oriented companies, announced a commitment of \$40 million debt facility to Gravie, one of the nation's fastest growing health benefits innovators.

Gravie offers self-funded health plans called Comfort® for small and mid-size employers. Comfort provides comprehensive coverage with no deductibles or copays on the most common healthcare services, including virtual care. Gravie aims to simplify healthcare by offering straightforward plans and providing additional benefits like interest-free payment options.

"Gravie's innovative approach to health benefits can help small and mid-sized businesses provide quality, affordable coverage to their employees," said Ryan Thompson, Managing Director, Tech Lending at Trinity Capital. "We're excited to partner with Gravie as they continue

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1. Business Insurance; Largest Employee Benefit TPAs (as ranked by 2019 benefits claims revenue); May 2020.



scaling their Comfort health plan model nationwide.”

“We are excited to partner with the Trinity team as we grow our business and seek to make health benefits plans work for everyone,” said Charles Marentette, Chief Financial Officer of Gravie.



**Todd Burkart Joins TrueScripts**

TrueScripts Management Services, a leading prescription benefit management company based in Washington, IN, is thrilled to announce the appointment of Todd Burkart as the new Vice President of Operations & Member Experience. Todd, a seasoned veteran in the Pharmacy Benefit Management (PBM) industry, brings a wealth of experience from his leadership roles at Express Scripts, Prime Therapeutics, and, most recently, Liviniti (formerly Southern Scripts). His extensive background and expertise will be invaluable as we continue to

expand our operations and member services.

“We are delighted to welcome Todd to the TrueScripts team as our new Vice President of Operations & Member Experience,” said Nick Rasche, CFO/COO of TrueScripts Management Services. “Todd’s extensive experience and proven leadership in the PBM industry will be instrumental in driving our commitment to exceptional member service and operational excellence. His strategic vision and dedication to enhancing the member experience align perfectly with our organization, and we look forward to the tremendous impact he will make at TrueScripts.”

In his new role, Todd Burkart will oversee the day-to-day operations of our growing organization. He will also be instrumental in enhancing TrueScripts’ unmatched member services, ensuring we continue to deliver Amazing Care.

“Todd brings a wealth of PBM leadership experience to the organization,” said Dean Merder, President & CEO of Truescripts Management Services. “We are very excited to have Todd join our leadership team. His devotion to excellence will be instrumental as we expand our operations and deliver exceptional care to our members.” ■

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