



2024 JUNE 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.

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

YOUNG CONSULTING ANNOUNCES CORPORATE REBRAND

Young Consulting, a leading vertical SaaS company in the stop-loss market, proudly announces its rebranding to Connexure. This strategic rebranding reflects the company's commitment to embracing connectivity, innovation, and enhanced service offerings in the evolving landscape of stop-loss insurance solutions

At Connexure, we unite the self-funded medical ecosystem through integrated technologies, processes, and data insights. Our mission is to foster connections, drive innovation, and empower our clients to navigate the complexities of the stop-loss insurance market with confidence and clarity.

"This rebranding represents a pivotal moment for our company as we continue to evolve and innovate in the stop-loss ecosystem," said Mark Larsen, CEO of Connexure. "Connexure embodies our core values of curiosity, courage, collaboration, and exceptionalism. We are dedicated to unifying the self-funded medical ecosystem and delivering value-added solutions to our clients."

With their suite of solutions, carriers can underwrite and administer policies, brokers can shop coverage, and third-party administrators (TPAs) can submit and track claims for reimbursement, all while knowing their systems are connected and in sync with their industry counterparts. "Connexure aims to further leverage its platform to create a customer-centric seamless experience for the overall ecosystem of carriers, brokers, and TPAs. With a dominant presence serving the carrier market, we are in the perfect position to create this win-win for the overall network," said Mahesh Bhirangi, COO of Connexure.

"We believe in the transformative potential of connectivity to drive positive change in the stop-loss insurance market," added David Young, Founder of Connexure. "Through Connexure, we are committed to fostering a dynamic network of industry stakeholders to promote innovation, collaboration, and mutual success."

GAUGE CAPITAL BACKS LUCENT HEALTH

Gauge Capital announced that it has partnered with the management team of Lucent Health to provide growth capital and recapitalize the Company. Founded in 2014 and headquartered in Nashville, TN, Lucent is a leading third-party administrator and cost-containment solution provider to self-insured employers across the U.S. The Company has established itself as a partner of choice through its ability to help employers reduce healthcare costs while simultaneously improving the member experience and health outcomes. Gauge acquired Lucent from a consortium of investors led by NaviMed Capital of Washington, D.C.

"We founded Lucent with a customer-focused mission of relentlessly pursuing lower healthcare costs for our customers and an improved experience for their employees. We're proud of the success we've had achieving this mission and eagerly anticipate leveraging the resources and support offered by Gauge to accelerate our growth," said CEO Brett Rodewald. "The Gauge team understands Lucent's vision for the future and embraces our commitment to delighting our customers by providing innovative, data-driven

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solutions that address both the costs and complexities of the healthcare system.”

David Friedman, Partner at Gauge Capital, added, “Brett, Alex and the entire Lucent team have done an impressive job of executing the vision they created when they founded Lucent 10 years ago. We have been highly impressed with the comprehensive cost-containment solutions that Lucent has built and believe Narus Health, Lucent’s care management platform, will continue to fuel growth and differentiate Lucent from its competitors. We are thrilled to partner with the entire management team to grow and build the business, and we believe there are several exciting organic growth and M&A opportunities to pursue that will further enhance Lucent’s ability to reduce costs while enhancing the member experience for its customers.”

BRM SPECIALTY MARKETS APPOINTS NEW UNDERWRITING EXECUTIVE



Silvana Herbert
Director of Underwriting, BRM

BRM Specialty Markets is extremely excited to announce Silvana Herbert as Director of Underwriting for BRM.

With over a decade of stop-loss experience, Silvana brings extensive knowledge of the stop-loss industry from her work at TPAs, brokers and carriers. She previously worked as a client consultant, managing plan cost containment and plan design for self-funded clients. Most recently, Silvana worked as a Sr. Underwriter at a carrier, managing a premium block of 10M+. Silvana is a graduate of Gwynedd Mercy University with a degree in Applied Psychology.

Silvana commented “I am honored and excited to be a part of the BRM team. I share a passion for community and inclusion that BRM offers to all of their clients and staff and happy to be a part of the history of their continued growth and success.”

Roman McDonald, CEO of BRM, added: “We are very lucky to have Silvana as part of our BRM family. She brings a wealth of knowledge and experience to the team, and her expertise will be key as we continue our expansion strategies and product diversification in 2024.”

PARETOHEALTH EXPAND EXECUTIVE TEAM

ParetoHealth, an innovative risk financing platform for employee health benefits, today announced a strategic expansion of its executive team. The company is adding Will Bondurant as CFO and Sara Wajnberg as Chief Product Officer as it continues its rapid growth. Bondurant brings relevant domain expertise as the former CFO of Apree Health, an advanced primary care company. Bondurant began his career at McKinsey & Company and, prior to Apree, was the CFO of digital health pioneer and health navigation company Castlight Health.

“Bondurant and Wajnberg bring expertise that will accelerate our growth as we redefine employee health benefits and chart a better way to self-insure,” said Andrew Cavenagh, Chief Executive Officer of ParetoHealth. “We are thrilled to welcome them to the team and look forward to their contributions.”



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“It is a privilege to join ParetoHealth in its fight on behalf of small and mid-sized employers,” said Bondurant. “I am inspired to be part of a team challenging the status quo to improve health for the American workforce.” Wajnberg also brings a wealth of employee benefits expertise as the former Chief Operating Officer of employee benefits technology platform Nayya. She also brings a unique understanding of the intersection of insurance, healthcare, and technology from her long tenure as Chief Product Officer of OscarHealth.

“ParetoHealth is committed to helping medium-sized businesses provide affordable, high-quality health benefits to employees,” said Maeve O’Meara, President of ParetoHealth. “Adding leaders like Wajnberg and Bondurant will help us innovate and scale as we continue to grow our community of employers with our consultant partners.” “I am excited to leverage my experience in healthcare technology to innovate and build on the incredible momentum ParetoHealth has built in the market,” said Wajnberg. “I look forward to working closely with our talented team to deliver on our promise of less risk and greater value to medium-sized employers.”

ASCELLAHEALTH ANNOUNCES NEW SENIOR EXECUTIVE HIRES

AscellaHealth, a global partner that delivers proven end-to-end solutions to both life sciences and healthcare companies to enhance the quality of life for patients with complex, chronic conditions, today announces the addition of key executives to its leadership team, raising the bar and resetting standards for managing pharmacy costs through a comprehensive suite of services for regional health plans and at-risk providers.



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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. 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.

- Bob Gilkin, SVP, AscellaHealth, will design and lead the implementation of trade and specialty strategy positioning.
- Steve Seiden, VP, AscellaHealth, will architect and direct the Company’s role as program manager of specialty pharmacy programs for limited distribution drugs (LDDs).

With over 20 years of experience in the pharmaceutical and healthcare industries, US WorldMeds, LLC/ HEMA Biologics, LLC, RedHill Biopharma Inc., Synergy Pharmaceuticals Inc. (Bausch Health), Gemini Healthcare, LLC., AstraZeneca, LP and Coventry Health Care, Inc. (Aetna), Gilkin brings a wealth of knowledge in commercial operations and market access. His strategic leadership will drive the implementation of innovative payer strategies and models, as well as facilitate partnerships with LDD contracts.

Seiden brings the expertise and strategic insights developed during his career in pharmacy operations with experience at BioMatrix Specialty Pharmacy and Elwyn Pharmacy. In this new role, Steve will focus

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on identifying specialty pharmacy opportunities, supporting the transition to new pharmacy fulfillment services and spearheading the development of hospital and health system service offerings.

PHIL GILES JOINS CLEARPOINT HEALTH

ClearPoint Health announced that Phil Giles will be the company's new chief growth officer.

The company develops and scales clinically integrated captives, including clinical providers in the sponsorship of medical stop-loss captives. In his role as chief growth officer, Giles is tasked with leading ClearPoint Health's enterprise sales organization.

"Phil's unparalleled expertise and strategic foresight in alternative risk and captive insurance are exactly what ClearPoint needs as we embark on this next phase of growth," said Jeb Dunkelberger, CEO of ClearPoint Health.

"His profound alignment with our mission and vision promises to significantly propel our efforts to innovate within the alternative risk

industry, ultimately benefiting a broad spectrum of employers with both standard and highly customized insurance solutions."

"Joining ClearPoint Health marks a significant milestone in my career, deeply aligned with my passion for seeking out innovative and impactful opportunities within the sector," Giles said.

"I am eagerly anticipating leading the growth initiatives at ClearPoint, contributing to the transformation of employer health insurance, and driving our collective mission forward. "This

opportunity to make a substantial difference, in alignment with ClearPoint's forward-thinking ethos and commitment to excellence, is incredibly exciting."

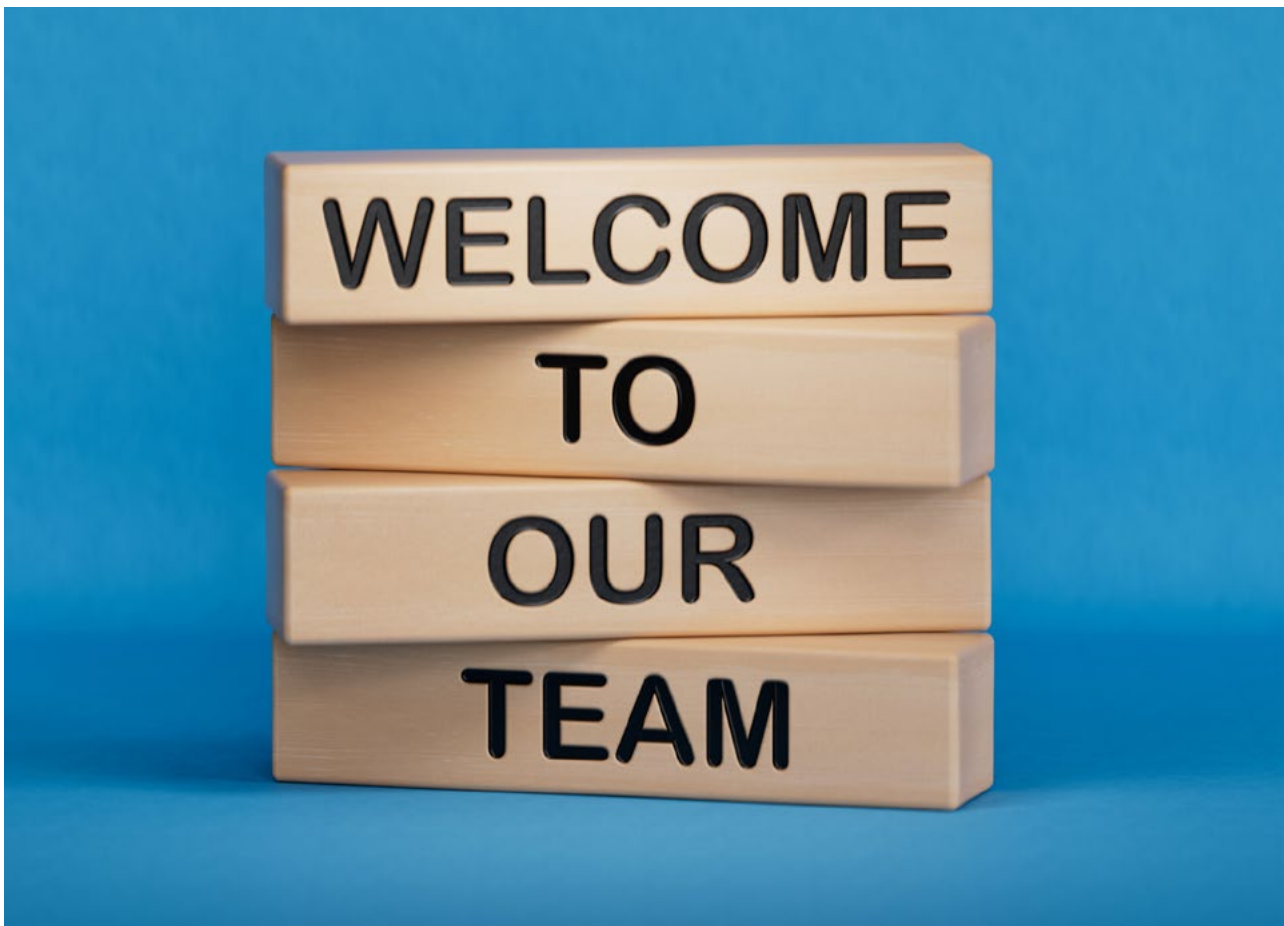
BROWN & BROWN NAMES KATY WONG NATIONAL PHARMACY PRACTICE LEADER

Brown & Brown is pleased to announce that Katy Wong has been named National Pharmacy Practice Leader, a newly created position. In this role, Katy will drive business and customer engagement strategies, lead the

development of pharmacy benefit-related innovation and intellectual capital and further strengthen the firm's pharmacy consulting capabilities. Based in Las Vegas, Nevada, Katy reports to Mark Abate, a managing partner for Brown & Brown.

Katy joins Brown & Brown from Cigna, where she served as chief pharmacy officer. In this role, she led the creation, adoption and evaluation of clinical pharmacy programs, products and services. Katy's successful 26-year career at Cigna included numerous roles of increasing responsibility, including vice president, broker/consultant relations, senior clinical director, account management and sales, and manager for managed care operations.

"We are very pleased to welcome Katy Wong to Brown & Brown," said Barrett Brown, president of Brown & Brown's Retail segment. "Her proven track record of growth and success will greatly enhance our ability to help customers better navigate the dynamic and challenging employee pharmacy benefit space."





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“I am excited to join Brown & Brown at a time when pharmacy benefit plan design and management continues to be a top issue for both our customers and their people,” said Katy. “The speed of innovation in pharmaceutical offerings and coverage brings treatment advancements but provides significant issues surrounding cost, access, efficacy and employee well-being. I look forward to further strengthening our trusted advisor status among our pharmacy benefit customer group.”

PHIA GROUP’S ADAM RUSSO RECEIVES INDUSTRY AWARD

The Phia Group’s CEO, Adam V. Russo, was presented with the Be A Beacon Award at the Free Market Medical Association (FMMA) Annual Conference in recognition of his outstanding leadership and achievements in transforming healthcare.

The award represents those who have gone above and beyond in their support and promotion of the free market movement, with award recipients chosen by the FMMA Founders. FMMA said of this year’s

recipients, “We are grateful for your leadership and vision, and this award is a well-deserved recognition of your invaluable contributions!”

Adam Russo commented, “I was proud and honored to receive the Be A Beacon award this year, especially from an organization that has so many innovative leaders. This award is a reflection of The Phia Group’s continual innovation and commitment to excellence in every aspect of our organization.” ■



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