

NEWS from SIIA Members

Written by Wrenne Bartlett

SIIA Diamond, Gold and Silver member companies are leaders in the self-insurance/captive insurance marketplace. News highlights are provided from these upgraded members. News items should be submitted to Wrenne Bartlett at wbartlett@siiia.org. All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at www.siiia.org. For immediate assistance, please contact Jenn Ivy at jivy@siiia.org.

DIAMOND MEMBER NEWS

Berkley Accident and Health Announces 2016 Winners of Captive Risk Achievement Award

Berkley Accident and Health, a W. R. Berkley Company,[®] is proud to announce the winners of the 2016 Risk Achievement of the Year (RAY) Award. The RAY Award recognizes Captive insurance members who exemplify best practices in their health risk management and outstanding commitment to their employees' health and well-being.

Winners of the RAY Award are employers who self-fund their employee health benefits. Instead of purchasing traditional health insurance, the employers self-fund, purchase Stop-Loss insurance and join together to share risk through a Captive arrangement. Because of this, there is a strong incentive to maintain a healthy workforce and encourage employee wellness.

The award honors Berkley Accident and Health's Group Captive insurance members who demonstrate excellence in health risk management and have adopted innovative programs that help to lower health risk factors. Above all, winning companies display an outstanding commitment and care toward their employees. The 2016 winners were:

- **ConServe** – This recipient shows how an impressive focus on employee health and well-being can help deliver a dramatic drop in medical costs over the past 3 years. An Inc. 5000 fastest-growing company, ConServe offers a wide range of health risk assessment, preventive screenings and education, as well as regular nutritional promotion and challenges, wellness fairs and flu clinics.
- **Pawtucket Credit Union** – Pawtucket Credit Union stands out because of the innovative culture of health and wellness it developed among employees for the past ten years, long before it was mainstream. This winner has been recognized as a "Fit and Friendly Company" by the American Heart Association, won the Rhode Island Worksite Health Award and been honored by the Governor of Rhode Island for its dedication to the health of its employees.



BridgeHealth Announces New Executive Management Team

Representatives of BridgeHealth Medical, Inc. ("BridgeHealth"), the country's leader in lower cost, high-quality, bundled surgical case rate benefit plans, announced a new executive management team to lead the company as it

continues to grow and expand its operations and services.

Mark Stadler joined BridgeHealth as Chief Executive Officer (CEO) and is responsible for the strategic direction of the organization. **Jeff Waggoner** is President and Chief Operations Officer (COO). Together, they are responsible for the overall management and growth of the company.



Swiss Re Corporate Solutions Appoints Christine Harman and Gabriel Poppie to US Central Region Leadership Positions

Swiss Re Corporate Solutions strengthens its North American



Central Region leadership team with two appointments.

Christine Harman joins the company as Senior Vice President, Head Casualty, US

Central Region. **Gabriel Poppie** is named Senior Vice President, Head of



Sales Central Region. Both will be based in Chicago, Illinois.

Ms. Harman will be responsible for leading the company's Central Region

Casualty team and growing its capabilities and revenue in the umbrella and excess liability lines of business.

A proven leader in the Chicago marketplace, Ms. Harman brings almost 20 years of industry experience including claims, underwriting and

team leadership roles at a variety of commercial carriers.

Robley Moor, Head of Casualty North America, states: "Christine's strong casualty underwriting background provides a solid foundation from which we will continue expanding our portfolio. A great fit for Corporate Solutions, she is dedicated to maintaining long-term broker and client relationships."

Mr. Poppie, who has been a key account manager at Swiss Re Corporate Solutions since 2013, will become Head of Sales Central Region. In his new role, he is tasked with generating new business, managing relationships with key regional brokers and driving growth. With over 16 years of industry experience, he is an expert in a wide range of industries and segments and new business origination. Mr. Poppie began his career in 2000 with Marsh in St. Louis.

Sylvain Bouteillé, Head of Sales North America, says: "Swiss Re Corporate Solutions has a strong focus on internal talent development. Gabe has been a great asset to our key account management strategy in North America. I'm delighted that he will lead our regional sales activities. He is committed to strengthening our regional relationships."



AIG Announces Bill Edrington as Vice President of Stop-Loss and Voluntary Distribution Development

Bill Edrington has joined AIG as Vice President of Stop-Loss and Voluntary Distribution Development.

He will be responsible for driving top-line growth and retention of AIG's Stop-Loss, Organ Transplant and Voluntary Benefits coverages nationally. He will manage key national

strategic relationships and Stop-Loss panel partnerships and provide subject matter expertise to support regional field leadership and regional distribution teams.

Bill comes to AIG with a successful track record in Stop-Loss sales and sales leadership with key carriers in the market. Most recently, he served as Managing Director of Marketing and Business Development at Symetra.

He will be based in AIG's Atlanta office and can be reached at william.edrington@aig.com.



QBE North America Named to Short List for U.S. Captive Service Awards

MARBLEHEAD, MA – QBE North America is pleased to announce that it has been added to the short-list for the U.S. Captive Service Awards in the Insurance Company of the Year category.

QBE North America's Accident & Health Division is a leading writer of Medical Stop-Loss and one of only a few direct-writing carriers to specialize in the development and securitization of "true" captives for medical Stop-Loss. QBE works exclusively with Single-Parent and tightly controlled Group Captives and delivers unparalleled expertise through a dedicated captive underwriting team, skilled specifically in both medical self-funding and alternative risk transfer mechanisms.



GOLD MEMBER NEWS

Re-Solutions Announces Addition of Tina Nissinen as Vice President

MINNEAPOLIS, MN – Re-Solutions, a Risk Strategies company, is pleased to announce the addition of **Tina**

Nissinen as vice president. Nissinen's hiring is part of Re-Solutions' ongoing strategy to expand its market presence and attract the most-talented and experienced professionals.

Prior to joining Re-Solutions, Nissinen was an account executive managing HMO Reinsurance and Provider Excess client relationships and program placement at Towers Perrin/Towers Watson and, most recently, at Stratis Risk Solutions Insurance Services, LLC.

As the newest member of Re-Solutions' market-leading team of professionals in the life, accident and health markets, Nissinen will help solidify the company's position as one of the nation's premier independent accident and health (A&H) reinsurance intermediaries and consultants.



Blue Cross Blue Shield of Massachusetts and Indigo Insurance Services is looking for a Stop-Loss Sales Executive

As an Indigo Stop-Loss Sales Executive you'll have the support of one of the nation's leading insurance companies and the flexibility and growth potential of running your own business. You'll solve clients' needs through consultative and

We know the bottom line is important to you.

Go direct with Prime PPO and realize immediate cost savings.

We're your primary PPO solution, providing nationwide coverage customized to your needs. Nearly instant repricing, PPO network customization, provider disputes averaging under 1% nationally, and virtually 100% provider retention sets us apart. Let us help you to maximize your penetration and work comp savings while offering you highly competitive primary PPO network access rates.

See you at the Vermont Captive Insurance Assoc. (VCIA) and Workers' Comp Institute (WCI) Conferences !



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solution based selling, by building relationships with contacts in your territory to identify, develop and close sales opportunities. Roles include:

- Sell Indigo Insurance Services Medical Stop-Loss product through insurance brokers, third party administrators and consultants.
- Build and establish relationships with key sources to market our product to some of the nation's leading employers.
- Construct and maintain a business plan for your designated territory based on sales and strategic initiatives.
- Call on existing and potential customers to not only prospect new customers but also to develop a book of business.
- Meet annual targets and individual sales goals.

For more details and to apply go to <https://bcbsma.wd5.myworkdayjobs.com/BCBSMA/jobs>



SILVER MEMBER NEWS

Alabama's Self-Insured Worker's Compensation Fund Launces New Website

The Alabama Self-Insured Worker's Compensation Fund is pleased to announce the launch of its brand new website. The Fund's new site officially launched on Friday, July, 8th at www.asiwcf.org. The ComplInfoCenter login will remain in the same place on the homepage.

The Fund's goal with this new website is to provide its visitors, members and brokers an easier way to learn about its worker's compensation program and services.

They will be constantly updating our content with helpful information, articles, blogs, company announcements and client successes in the News section.



6 Degrees Health, Inc. Expands Its OURproviders™ Network with Four Regional Transplant Leaders

BEAVERTON, OR – 6 Degrees Health is proud to announce the addition of four new transplant providers. Joining the OURproviders™ Network are:

- MedStar Georgetown University Medical Center
- MedStar Washington Hospital Center
- University Health System and UT Medicine San Antonio
- Broward Health Medical Center

"The addition of these providers is a great step for our network. Each of them give patients in those regions access to another high quality transplant center and some nationally ranked specialties." states Neal Franzer, Director of Operations for 6 Degrees Health, Inc. CEO, Scott Ray, also commented, "We are excited to see continued growth in our transplant network and we will be expanding on our new orthopedic network in the next few weeks." ■

If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jenn Ivy and jivy@siaa.org.



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We would like to invite you to share your insight and submit an article to *The Self-Insurer!* SIIA's official magazine is distributed in a digital and print format to reach over 10,000 readers around the world. *The Self-Insurer* has been delivering information to the self-insurance/alternative risk transfer community since 1984 to self-funded employers, TPAs, MGUs, reinsurers, stop-loss carriers, PBMs and other service providers.

Articles or guideline inquiries can be submitted to Editor Gretchen Grote at ggrote@sipconline.net

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