

# NEWS from SIIA Members

## 2018 JANUARY 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 Wrenne Bartlett at [wbartlett@siaa.org](mailto:wbartlett@siaa.org). All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at [www.siaa.org](http://www.siaa.org). For immediate assistance, please contact Jennifer Ivy at [jivy@siaa.org](mailto:jivy@siaa.org). If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jennifer Ivy and [jivy@siaa.org](mailto:jivy@siaa.org).*



### Diamond Members

#### **Zelis® Healthcare Named #1 on 2017 NJBIZ Fast 50 List Zelis is the Fastest Growing Company in New Jersey**

Zelis® Healthcare, a market-leading healthcare information technology company, has been named #1 on New Jersey's 2017 50 Fastest Growing Companies list.

The official announcement was made during the Fast 50 awards reception and ceremony at The Palace in Somerset, New Jersey on November 14, 2017. The award program produced by NJBIZ, New Jersey's premiere business news publication, is presented by WeiserMazars and sponsored by UnitedHealthcare, Archer & Greiner and Columbia Bank.

The 2017 NJBIZ 50 Fastest Growing Companies awards program celebrates New Jersey's most dynamic companies who progressively contribute to the success of the state's economic growth and stability. To qualify, companies had to meet selection criteria that included a revenue size of at least \$500,000 within the past two out of three years and growth in revenue over a three-year period, dating from fiscal year 2014 to 2016.

Presenting sponsor, WeiserMazars calculated the nominations and then ranked the companies according to revenue growth over the three-year period. Both dollar and percentage increases were taken into consideration.

"We are honored to be recognized," said Doug Klinger, CEO of Zelis Healthcare. "Our growth is made possible by our hard-working, dedicated, forward-thinking associates, who work tirelessly with our insurer clients, healthcare providers and our partners to help improve the efficiency and effectiveness of our nation's healthcare system."

To learn more about Zelis Healthcare, visit us on Facebook, follow us on Twitter or connect with us on LinkedIn.

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#### **About Zelis® Healthcare**

*Zelis Healthcare is a healthcare information technology company and market-leading provider of integrated healthcare cost management and payments solutions including network analytics and design, network access and cost management, claims cost management and electronic payments to payers, healthcare providers and consumers in the medical, dental and workers' compensation markets nationwide. Zelis Healthcare is backed by Parthenon Capital Partners.*

#### **About NJBIZ 50 Fastest Growing Companies**

*The 2017 NJBIZ 50 Fastest Growing Companies awards program celebrates New Jersey's most dynamic companies who progressively contribute to the success of the state's economic growth and stability. For more information about the NJBIZ 50 Fastest Growing Companies awards program, please contact Anna Acquaviva at [acquaviva@njbiz.com](mailto:acquaviva@njbiz.com) or visit [www.njbiz.com/events](http://www.njbiz.com/events).*

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#### **Symetra Ratings Affirmed by A.M. Best**

A.M. Best has affirmed the Financial Strength Rating of A (Excellent) and the Long-Term Issuer Credit Ratings (Long-Term ICR) of "a+" of Symetra Life Insurance Company and its subsidiary, First Symetra National Life Insurance Company of New York (New York, NY), together referred to as Symetra Life Group.

The rating affirmations reflect the Symetra Life Group's strong risk-adjusted capitalization, as well as the support of its parent, Sumitomo Life Insurance Company (Sumitomo). A.M. Best notes that year-over-year financial comparisons reflect a difference in accounting methods as the merger was accounted for under the acquisition method of accounting (purchase accounting or PGAAP).

A.M. Best believes that Sumitomo is committed to Symetra's growth strategy and will provide capital support as needed in the near to medium term. The rating affirmations also reflect the organization's strengthened business profile through enhanced product and distribution diversification and generally favorable statutory and GAAP operating earnings.

Symetra Life Group is well-regarded as a leading carrier in the medical stop-loss space. A.M. Best also notes the company has focused efforts on overall product diversification.

#### **Berkley Accident and Health's Group Captive Division seeks Underwriters, Program Manager, and Account Manager**

For nearly 10 years, Berkley Accident and Health has led the way in the successful design and development of Medical Stop Loss Group Captives. On January 1, 2018, we will launch our 25th Group Captive program. With this tremendous growth, Berkley is seeking to add talented individuals to our Captive team. We have the following open positions:

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- Underwriting Leader – Captive Division
- Stop Loss Underwriter – Captive Division
- Program Manager – Captive Division
- Account Manager – Captive Division

Qualified candidates should contact: [Careers@BerkleyAH.com](mailto:Careers@BerkleyAH.com). Learn more about working at Berkley Accident and Health.

### **About Berkley Accident and Health**

*Berkley Accident and Health (Berkley) is a risk management company that designs innovative solutions to address the unique challenges of each client. With our entrepreneurial culture and a strong emphasis on analytics, we can help employers better manage their risk. We offer a broad range of products, including employer stop loss, benefit captives, provider stop loss, HMO reinsurance, and specialty accident. The key to Berkley's success is our nimble approach to risk – our ability to quickly understand, think through, and devise a plan that addresses each client's challenges, coupled with the strong backing of a Fortune 500 company. Our parent company, W. R. Berkley Corporation (NYSE: WRB) is one of the largest and best managed property/casualty insurers in the United States. Visit [www.BerkleyAH.com](http://www.BerkleyAH.com), [www.wrberkley.com](http://www.wrberkley.com) and [www.benefitscaptives.com](http://www.benefitscaptives.com).*

### **Silver Members**

#### **Underwriting Management Experts (UME) Seeks Regional Sales Directors – Stop Loss**

Underwriting Management Experts (UME), a leading Managing General Underwriter of employer stop-loss coverage headquartered in Lansdale, PA, is seeking two experienced stop-loss sales professionals to join the UME team as Regional Sales Directors. This is an exciting opportunity to join an established and thriving MGU with aggressive growth goals. These are work-from-home sales positions with preferred locations being (but not limited to): Texas, Illinois, Indiana, North Carolina or Georgia. These positions require travel (approx. 50%) within the designated territories.

## Position Responsibilities

- Identify, develop and manage distribution relationships with TPAs, brokers and consultants for UME's medical stop-loss products
- Generate and facilitate high monthly volume of pre-qualified medical stop-loss submissions
- Maintain regular communication with TPAs, brokers and consultants
- Deliver information to and educate distribution partners on updates, changes and new features related to UME stop-loss products
- Work in conjunction with UME management and underwriters to establish strategies and objectives specific to distribution partners
- Provide internal feedback/direction related to successes and obstacles in the RFP/sales process to ensure appropriate adjustments are implemented
- Provide weekly pipeline and activity updates
- Expand product education and knowledge to provide internal feedback related to market competition and product features, in addition to recommending adjustments/alternatives

## Qualifications

- Develop internal relationships with underwriters and internal support teams to provide best-in-class service to production partners
- The successful candidate is a highly motivated self-starter with a competitive drive, superior work ethic and ability to multitask
- Possess a strong knowledge of the TPA and broker marketplace within assigned territory.
- Existing relationships preferred
- Strong networking and relationship development/management skills.
- Superior interpersonal, communication and presentation skills
- Possess a working knowledge of underwriting and risk concepts (preferred)
- A minimum of 5 years' experience in Medical Stop Loss sales and/or underwriting required
- Bachelor's degree preferred, or equivalent combination of education and experience
- Ability to travel – 50% (as needed)





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## Compensation / Benefits

- Base salary plus commissions
- Full Benefit Package (Health, Dental, Vision, DI, Life, 401K)
- Relocation not required

### About UME

Underwriting Management Experts (UME) is a full-service Managing General Underwriter of employer stop-loss coverage. UME provides a multitude of flexible, innovative products and solutions, crucial to creating success in an ever-evolving marketplace. Our product offerings include: traditional employer Stop-Loss, Maximum Advantage, Student Medical, MEC offerings, RBP options, and Life products, as well as Captive ownership, cell rental, reinsurance, underwriting and backroom support services for carriers and partners. Contact Robert Glorioso at [Rglorioso@umexperts.com](mailto:Rglorioso@umexperts.com) and visit [www.umexperts.com](http://www.umexperts.com).

### Florida Sheriffs Trust Contracts for BridgeHealth's Value-Based Surgery Benefits

The Florida Sheriffs Multiple Employers Trust has contracted with BridgeHealth for value-based surgery benefits. BridgeHealth is a leader in providing bundled surgical case rate benefit plans to self-funded employers.

BridgeHealth enables the Sheriffs Trust's 550 employees and family members to access top-performing surgical centers of excellence at lower, predictable costs. BridgeHealth's employer clients save 30-50 percent on major scheduled surgeries, such as spinal fusions, hip replacements, angioplasties and coronary bypasses.

BridgeHealth negotiates with the nation's top surgical teams for some 500 bundled case rates, combining the charges for each surgery into a single discounted price. BridgeHealth's bundled case rate plans and support services lower costs for employers

and improve the quality of care for more than 500,000 covered lives.

### *"The high quality of care was the biggest factor in choosing BridgeHealth's program,"*

said Tamara Volkert, senior vice president at Hunt Insurance Group, which administers benefits for the Sheriffs Trust. *"When you consider that Sheriff's deputies put their lives on the line to serve and protect, BridgeHealth's top-quality surgery benefits are one way we can tell Sheriff's staffs, 'We've got your back.'"*

Volkert called BridgeHealth "a company of character" because it rushed to meet the urgent healthcare need of one of the Trust's employees.

"While in negotiations, the Trust told us that this employee required spine surgery and was in excruciating pain," said Mark Stadler, BridgeHealth's president and chief executive officer. "So, BridgeHealth accelerated the implementation to get her the care she needed at one of our program's centers of excellence. We appreciate the sacrifices made daily by law enforcement, and we're honored to partner with the Sheriffs Trust."

The employee's surgery was successful and provided nearly immediate relief. She works in one of the Trust's five Sheriffs' offices. The offices include Calhoun County, Columbia County, Glades County, Hardee County and Okeechobee County.

"BridgeHealth's program includes top-quality hospitals and ambulatory surgery centers that are pretty convenient to our county Sheriffs," noted Volkert.

Since contracting for BridgeHealth's benefits, Volkert has touted the program at a Sheriffs

staff conference. She also plans to introduce the option to another trust served by Hunt Insurance Group.

### About Florida Sheriffs Multiple Employers Trust

The Florida Sheriffs Multiple Employers Trust (FSMET) ([www.fsmet.net](http://www.fsmet.net)), based in Tallahassee, Fla., was established in 1984 by Florida Sheriffs for Sheriffs and interested counties. Governed by an elected board of trustees, including three sheriffs, the FSMET is administered by Hunt Insurance Group, LLC ([www.huntins.com](http://www.huntins.com)). The FSMET acts as an umbrella, protecting each Sheriff's office plan housed under it. By joining the Trust, county Sheriffs benefit by increasing their negotiation leverage with insurance carriers, as well as efficiently controlling and managing their employee benefits and finances.

### About BridgeHealth

Founded in 2007, BridgeHealth ([www.bridgehealth.com](http://www.bridgehealth.com)) is a provider of value-based healthcare services. Its bundled rates allow self-insured group health plans to improve quality and outcomes of surgery, reduce costs and positively affect the rate of unnecessary surgery. Through decision support, a program of high-quality providers, care coordination and other strategies, clients get real results while providing an outstanding patient experience through a facilitated process. Clients achieve very quantifiable results in a manner that integrates with their full suite of health plan benefits. BridgeHealth is headquartered in Denver, Colorado.

## Gold Members

### Unum Hires Chris Walker as Stop Loss Account Executive

Leading benefits provider Unum has hired Chris Walker as a stop loss account executive supporting the Northeast region. His territories include Pennsylvania, New Jersey, Maryland, Delaware, Virginia and Washington, D.C.

Walker has 18 years of experience in the stop loss and employee benefits industry and comes to Unum from AIG, where he was a regional sales director. Walker will operate out of the Philadelphia office and will report to Chris Quinn, vice president of Unum Stop Loss distribution.

“Chris has a successful track record in the stop loss market,” Quinn stated. “His knowledge and expertise will be a valuable asset to employers as he limits their exposure to losses, creates efficiencies, and aids in designing effective health and benefits plans.”


Unum entered the stop loss market earlier this year to broaden the scope of financial protection it provides employers. Policies are currently available for sale in select markets and will be available nationwide by the end of next year.

For more information about Unum Stop Loss, visit [www.unum.stoploss.com](http://www.unum.stoploss.com). Walker can be reached at [CWalker3@unum.com](mailto:CWalker3@unum.com) or (610) 491-6909.




### About Unum

Unum Group is a leading provider of financial protection benefits in the United States and the United Kingdom. Its primary businesses are Unum US, Colonial Life, Starmount and Unum UK. Unum's portfolio includes disability, life, accident and critical illness, dental and vision coverage, which help protect millions of working people and their families in the event of an illness or injury. Unum also provides stop-loss coverage to help self-insured employers protect against unanticipated medical costs. The company reported revenues of \$11 billion in 2016, and provided \$6.9 billion in benefits. Visit [www.unum.com](http://www.unum.com). ■

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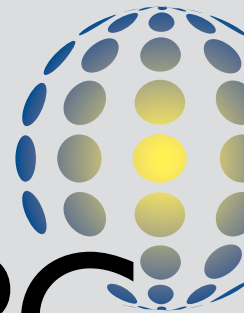
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Articles or guideline inquiries can be submitted to Editor Gretchen Grote at [ggrote@sipconline.net](mailto:ggrote@sipconline.net)

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