

**SEPTEMBER
2025**

NEWS

FROM SIIA MEMBERS

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

Health Plans, Inc. (HPI) announced the acquisition of MedCost, LLC, a North Carolina-based third-party administrator (TPA) and proprietary PPO network. According to a statement, this strategic acquisition significantly expands HPI's geographic footprint, strengthens its network offerings, and enhances its ability to deliver innovative, cost-effective healthcare solutions to employers across the Southeast.

"This acquisition marks a major milestone in our national growth strategy," said Deborah Hodges, President and CEO at HPI. "MedCost brings a powerful combination of regional expertise, network ownership, and care management capabilities that align perfectly with HPI's mission to reduce healthcare costs and improve member outcomes. Together, we will deliver even greater value to our clients, brokers, and partners."

"We are excited to be part of the HPI family and for this transformative new chapter," said Marcia Harrison, Vice President, Transformation, with MedCost. "This will allow us to expand our capabilities, while continuing our culture of providing customer-focused service to our employers and members."

According to Hodges, the acquisition also supports HPI's broader collaboration with its subsidiary, Employers Health Network (EHN), extending valuable network access into new markets.

"We are humbled and excited to be partnered with MedCost," said Blake Allison, CEO of EHN. "As a leader in developing strong regional networks and provider partnerships throughout the Southeast, the opportunity to develop creative network solutions for our clients will further deepen our mission of partnering with providers to drive high-value healthcare. We are also well-positioned to expand both the MedCost and EHN presence more broadly as part of our continued growth as a leader in deploying high-performance network solutions."

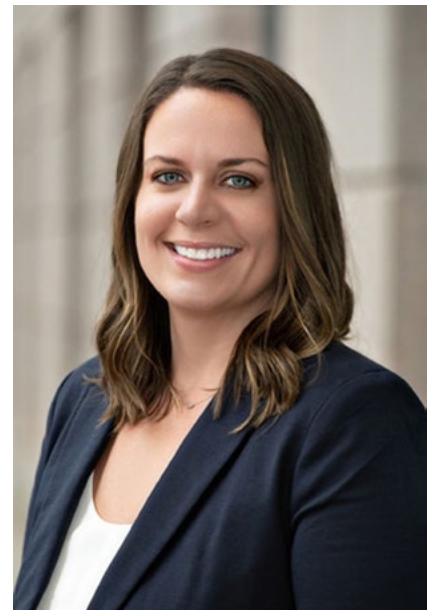
Nationwide Acquires Allstate Stop-Loss Business

Nationwide has completed the acquisition of The Allstate Corporation's employer stop loss segment for \$1.25 billion.

"This acquisition expands the capabilities, specialized expertise and strong partnerships of our financial services organization, positioning our company as a leading provider in the employer stop loss industry," said Nationwide CEO Kirt Walker. "As a company committed to protecting people, businesses and futures with extraordinary care, enhancing our employer stop loss segment helps us continue to meet the needs of business owners today and into the future."

As part of the acquisition, Lindsey Murray, the former chief operating officer of Allstate Health, has joined Nationwide and will lead the newly formed Nationwide Group Benefits segment.

"Lindsey brings a wealth of experience and a proven history of success in the employee benefits market," Carter said. "Her expertise builds on and complements Nationwide's core capabilities, helping us drive continued growth as we navigate the evolving financial landscape."



*Lindsey Murray, FSA, MAAA
Nationwide Group Benefits*

Laura Morrison Joins Tatum Re



Laura Morrison, Tatum RE

Tatum Reinsurance Intermediaries, LLC ("Tatum RE") is pleased to announce that Laura Morrison has joined Tatum RE as Vice President, A&H. Tatum RE is an insurance and reinsurance intermediary/broker specializing in the Accident & Health and Casualty markets.

Prior to joining Tatum RE, Laura held key roles at Trean Reinsurance Services, LLC and Risk Strategies, where she was instrumental in managing health client relationships and developing new business. Laura's expertise spans a wide array of A&H products, including managed care, medical stop loss, medical excess, ancillary lines, and Medicare Supplement.

Dominic Hagger, CEO of Tatum RE, commented: "I am absolutely delighted that Laura chose to be a part of our expanding A&H team. We continue to invest in the best people in the market as we continue our mission to build the premier independent Accident & Health and Casualty reinsurance intermediary in the USA."

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Mary Piché, RN
Skyward Accident & Health

Skyward Appoints Mary Piché to Key Clinical Position

Skyward Accident & Health announced the appointment of Mary Piché, RN, as its new Vice President of Clinical Consulting.

With more than 25 years of experience in medical stop-loss, Piché has held several senior-level clinical advisory positions. Her case management experience and vast expertise in cost containment will play a pivotal role as Skyward continues to expand its solutions for complex healthcare challenges.

"Mary's extensive experience will be invaluable as we further strengthen our Clinical Consulting Unit. Her leadership and deep understanding of the healthcare landscape will bolster our commitment to help keep

employer costs under control through clinical expertise and strategies," said Mike Remeika, Divisional President of Skyward A&H.

"I'm excited to be part of a team that is passionate about delivering innovative solutions and utilizes a proactive approach to managing quality and cost of care. Joining Skyward A&H provides an incredible opportunity to collaborate with talented professionals who share my vision of making a meaningful, positive impact in medical stop-loss," stated Piché.

Boon-Chapman Taps Cortney White to Lead Claims Team

Boon-Chapman has named Cortney White as its new Director of Claims. In her new role, Cortney will oversee operational performance of the claims department at Boon-Chapman, working closely with senior leadership to refine processes and support client-focused growth.

Before joining Boon-Chapman, Cortney held key leadership roles at Blue Cross Blue Shield and American Health Plans, where she specialized in claims processing, quality audits, and project management.



Cortney White
Boon-Chapman

"Her leadership style, team-oriented and mission-aligned, resonates deeply with our values and vision," said Caryn Rasnick, Boon-Chapman Chief Operating Officer. "I have full confidence that her expertise and energy will make a tremendous impact on the lives we touch through our work."

Virtue Health Announces Key Sales Hire

Virtue Health announced that Katy Holley has been hired as vice president of sales.

With over a decade of experience, Katy brings a proven track record in growth strategy, client experience, and broker partnerships. She's known for her strategic mindset, authenticity, and ability to build trust-driven relationships—qualities that will be essential as we continue to transform the way employers manage healthcare.



Katy Holley
Virtue Health

ELMCRx Earns Important Certification

ELMCRx Solutions, Inc. announced that it has earned full certification for Health Utilization Management: Initial Clinical Review from the Utilization Review Accreditation Commission (URAC).

“ELMCRx is honored to receive URAC’s certification for Health Utilization Management: Initial Clinical Review,” said Richard J. Fleder, Chief Executive Officer. “We are proud to be recognized for the exceptional level of clinical services we provide to our clients and their covered members. This achievement highlights our dedication to excellence and reflects our alignment with URAC’s mission of advancing exceptional healthcare for all.”

President Amy Gasbarro added, “ELMCRx prides itself on the quality of our services, our expert staff, and our unwavering dedication to doing what’s right for our clients and their members. As we continue to grow and expand our suite of offerings, clients can expect this same level of excellence across all our solutions.”

BRM Specialty Markets Acquired by Sands Point Risk

Sands Point Risk, a multi-program MGA platform backed by Avesi Partners, is pleased to announce its acquisition of BRM Specialty Markets, a leading medical stop-loss managing general underwriter based in Philadelphia. This acquisition combines the strengths of both organizations and marks a significant step forward in both companies’ missions to deliver innovative, high-impact solutions across the insurance industry.



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Tokio Marine HCC – A&H Group
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TMHCC1260- 09/2025

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As a Sands Point Company, BRM will continue to operate independently under its established brand with its full founding leadership and team remaining in place, while gaining access to Sands Point's extensive resources and broader service capabilities.

"We are excited to welcome BRM to the Sands Point family and will benefit greatly from their exceptional team, deep domain expertise and the reputation and trust they have earned in the market," said Dennis Kearns, CEO of Sands Point Risk. "This is about growing together—supporting BRM's vision while delivering Sands Point's exceptional underwriting and service that our customers and partners have come to expect."


"BRM has been built on the foundation of strong relationships, customer service, and consistent results. Partnering with Sands Point allows BRM to propel our strategic vision to grow and scale, without changing the core of who we are," said Roman McDonald, Founder and Managing Partner of BRM.

Intellivo Names New Chief Financial Officer

Intellivo announced the appointment of Gee Mehta as Chief Financial Officer. Gee joins Intellivo with more than 20 years of experience in high-growth companies. According to a company statement, He will play a critical role as Intellivo scales in response to client demand based on its ability to deliver better financial outcomes for accident-related medical claims reimbursements.

Prior to joining Intellivo, Gee served as CFO of Aludium, a multinational, private equity-owned manufacturer, and recycler of aluminum products. He previously held finance leadership roles at Compana Pet Brands, a global private equity-owned provider of pet products and logistics services.

"Gee is an outstanding addition to Intellivo's executive team. He brings the strategic clarity and operational discipline we need to take our growth to the next level and to do it with precision, integrity, and impact," said Laura Hescok, CEO, Intellivo. "Gee will play a critical role as we continue to scale, expand our technology platform, and deepen client and partner relationships to lower healthcare costs and protect plan members." ■



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Our commitment to serving MGUs and brokers is now even stronger. With the acquisition of Allstate Benefits Group Health, you and your clients will have continued access to the people, products and network options you trust with no business disruption. Plus, you'll gain these advantages as we build the future of group benefits:

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SEPTEMBER 2025

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Melissa Zornes
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