

# NEWS from SIIA Members



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

## Diamond Members

### MultiPlan Achieves HITRUST CSF® Certification to Manage Risk, Improve Security Posture and Meet Compliance Requirements

MultiPlan, a leading healthcare cost management company, announced its data transmission and service portal applications have earned Certified status for information security by HITRUST\*.

HITRUST CSF Certified status demonstrates that the organization has met key regulations and industry-defined requirements and is appropriately managing risk relating to these systems and infrastructure. This achievement places MultiPlan in an elite group of organizations worldwide that have earned this certification. By including federal and state regulations, standards and frameworks, and incorporating a risk-based approach, the HITRUST CSF helps organizations address these challenges through a comprehensive and flexible framework of prescriptive and scalable security controls.

"Securing clients' data has been a long-standing priority at MultiPlan. Each year, we make substantial investments in infrastructure and implement the industry's latest best practices as part of our commitment to keep PHI secure," said Michael Kim, MultiPlan's CIO. "This certification, which is the gold standard for organizations trusted to keep PHI confidential, validates our commitment to information security and gives clients added assurance that

we have the necessary controls in place to protect their sensitive data."

"HITRUST has been working with the industry to ensure the appropriate information protection requirements are met when sensitive information is accessed or stored in a cloud environment. By taking the steps necessary to obtain HITRUST CSF Certified status, MultiPlan is distinguished as an organization that people can count on to keep their information safe," said Ken Vander Wal, Chief Compliance Officer, HITRUST.



# SCOR's strength stands out clearly

12	24.305	Mg	Magnesium
20	40.078	Ca	Calcium
25	54.938	Mn	Manganese
26	55.933	Fe	Iron
27	58.933	Co	Cobalt
28	58.693	Ni	Nickel
29	63.546	Cu	Copper
31	69.732	Ga	Gallium
38	87.62	Sr	Strontrium
43	98.907	Tc	Technetium
46	106.42	Pd	Palladium
47	107.868	Ag	Silver
49	114.818	In	Indium
56	137.327	Ba	Barium
75	186.207	Re	Rhenium
76	190.23	Os	Osmium
79	196.967	Au	Gold
81	204.383	Tl	Thallium
88	226.025	Ra	Radium
107	264	Bh	Bohrium
108	269	Hs	Hassium
109	268	Mt	Melennium
110	269	Ds	Darmstadium
111	272	Rg	Roentgenium
113	unknown	Uut	Ununtrium

"SCOR's success story continues. Over the past 15 years, the Group has overcome obstacles, faced economic and financial crises, and absorbed major natural catastrophes. Throughout this long journey, SCOR has held its course. SCOR has achieved the solvency and profitability strategic targets set out in its successive plans. It has grown, reinforced its financial strength and expanded and deepened its franchise. It has diversified its portfolio and developed a superior risk management strategy. Today, SCOR is a truly global group.

The upgrade of our rating to A+ by A.M. Best on September 1st, 2017, which follows the upgrade to AA- by S&P and Fitch in 2015 and to Aa3 by Moody's in 2016, once more demonstrates the relevance of SCOR's business strategy and confirms SCOR as a Tier 1 global reinsurer. The Group's strength is a clear benefit for our clients."

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## About MultiPlan

MultiPlan is committed to helping healthcare payers manage the cost of care, improve their competitiveness and inspire positive change. Leveraging sophisticated technology, data analytics, and a team rich with industry experience, the company interprets clients' needs and customizes innovative solutions that combine its payment integrity, network-based and analytics-based services. MultiPlan is a trusted partner to over 700 healthcare payers in the commercial health, government and property and casualty markets, and saves these companies more than \$15 billion annually. MultiPlan is owned by Hellman & Friedman and other investors. For more information, visit [multiplan.com](http://multiplan.com).

## Zelis® Payments Named as Finalist in 2018 Stevie® Awards for Sales & Customer Service

Zelis Payments, a business unit of Zelis Healthcare, is pleased to announce that it was named a Finalist in three categories for the 12th annual Stevie® Awards for Sales & Customer Service. Zelis Payments will ultimately be awarded a Gold, Silver, or Bronze Stevie Award in the following categories: Best Use of Technology in Sales; Customer Service Department of the Year - Healthcare, Pharmaceuticals, and Related Industries; and Telesales Team of the Year.

The awards are presented by the Stevie Awards, which organizes several of the world's leading business awards shows including the prestigious International Business Awards® and the Stevie Awards for Great Employers.

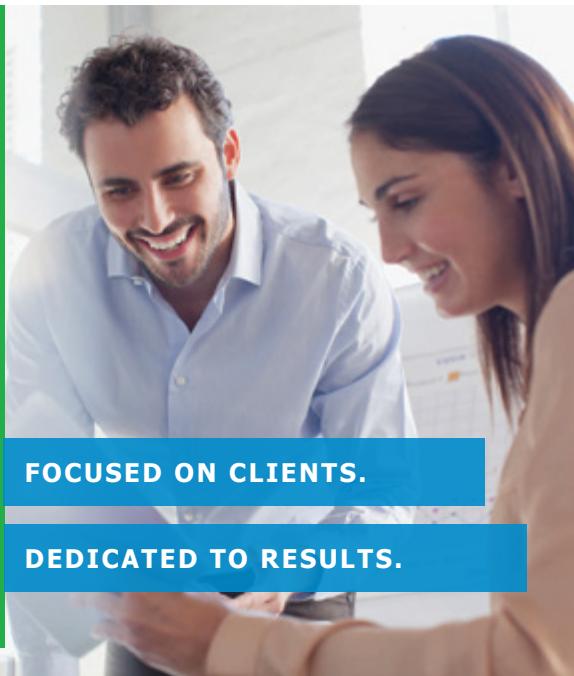
The final results will be announced during a gala banquet on Friday, February 23 at Caesars Palace in Las Vegas, Nevada. Finalists from the U.S.A. and several other nations are expected to attend.

More than 2,500 nominations from organizations of all sizes and in virtually every industry were evaluated in this year's competition. Finalists were determined by the average scores of more than 150 professionals worldwide, in seven specialized judging committees. Entries were considered in 89 categories for customer service and contact center achievements.



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*“The 2018 judges were so impressed with the wide range of achievements detailed in the Finalist nominations,” said Michael Gallagher, president and founder of the Stevie Awards. “We look forward to announcing the Gold, Silver and Bronze Stevie placements in Las Vegas next month.”*

“Our sales and client service teams continue to receive recognition for our continued commitment to enhancing the client experience with innovative approaches to service and performance. We are absolutely delighted with our finalist positions and look forward to the award ceremony next month,” said Jay Ver Hulst, President of Zelis Payments.

“This recognition further demonstrates our commitment to Better Service and Better Performance for our clients. And we are honored to be a Customer Service finalist in three categories this year,” said Doug Klinger, CEO of Zelis Healthcare.

Details about the Stevie Awards for Sales & Customer Service and the list of Finalists in all categories are available at [www.StevieAwards.com/Sales](http://www.StevieAwards.com/Sales).

#### **About Zelis® Healthcare**

Zelis Healthcare is a 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. To learn more about Zelis Healthcare, visit us on Facebook, follow us on Twitter or connect with us on LinkedIn. Contact Heather Ingram at [heather.ingram@zelis.com](mailto:heather.ingram@zelis.com), +1 (678) 341-1635, and visit [www.Zelis.com](http://www.Zelis.com).



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#### About Zelis Payments

Zelis Payments, a business unit of Zelis Healthcare, is a leading healthcare payments technology solution dedicated to delivering value via exceptional client experiences. Our solutions facilitate regulatory compliance and streamline the transfer of healthcare payments and data. Zelis Payments is a payments exchange that connects payers with healthcare service providers – consolidating payments and aggregating data into one simple daily electronic file. To learn more about Zelis Payments, visit us on Facebook, follow us on Twitter or connect with us on LinkedIn. Visit [zelispayments.com](http://zelispayments.com).

#### About The Stevie Awards

Stevie Awards are conferred in seven programs: the Asia-Pacific Stevie Awards, the German Stevie Awards, The American Business Awards, The International Business Awards, the Stevie Awards for Great Employers, the Stevie Awards for Women in Business and the Stevie Awards for Sales & Customer Service. Stevie Awards competitions receive more than 10,000 entries each year from organizations in more than 60

nations. Honoring organizations of all types and sizes and the people behind them, the Stevies recognize outstanding performances in the workplace worldwide. Visit [www.StevieAwards.com](http://www.StevieAwards.com).

#### Companion Life Receives A.M. Best A+ Rating for 16th Consecutive Year

A.M. Best Company has assigned Companion Life Insurance Co., (including its subsidiaries Niagara Life and Health and Companion Life Insurance Co. of California) an A+ (Superior) rating, marking the 16th consecutive year Companion Life has met this high threshold of achievement.

A.M. Best noted that the rating reflects a stable premium, earnings growth and a strong level of risk-adjusted capitalization in support of Companion Life's business and insurance risk.

According to Companion Life President Philip Gardham, A.M. Best's recognition is a significant achievement. He said, "The organization's sustained accomplishment is a byproduct of Companion Life's commitment to exploring strategic opportunities while maintaining disciplined execution in a competitive market. This rating validates our long-term strategy, acknowledges our solid financial position and brings additional confidence to our business partners, employees and customers."

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The Guardian Life Insurance Company of America®, 7 Hanover Square, New York, NY 10004. 1. As of 1/2017 and subject to change. Source: Vital Signs. Comdex is a composite of all ratings that a company has received from the major rating agencies (A.M. Best, Standard & Poor's, Moody's, and Fitch). 2. Upon receipt of complete information from the payer. Guardian's Stop Loss Insurance is underwritten and issued by The Guardian Life Insurance Company of America, New York, NY. Policy limitations and exclusions apply. Optional riders and/or features may incur additional costs. Plan documents are the final arbiter of coverage. Financial information concerning The Guardian Life Insurance Company of America as of December 31, 2016, on a statutory basis: Admitted Assets = \$51.9 Billion; Liabilities = \$45.7 Billion (including \$39.4 Billion of Reserves); and Surplus = \$6.2 Billion. Policy Form #GP-1-SL-13. 2017-43335 (07/19)

Companion Life (including subsidiaries) is licensed in 49 states and the District of Columbia and offers numerous of group accident and health and ancillary products nationwide.

Founded in 1899, A.M. Best Company is one of the world's oldest and most authoritative insurance rating and information sources. For more information on A.M. Best's ratings, an overview of its rating process and rating methodologies, visit: <http://www.ambest.com/home/ratings.aspx>.

#### **About Companion Life**

Headquartered in Columbia, Companion Life has specialized in employee benefits since 1971. The company markets life, dental, disability, accident, specialty health — including medical stop-loss, limited benefit health plans and group supplemental retiree prescription drug plans — as well as other insurance programs, through a network of independent agents and brokers, general agents and managing general underwriters. Companion Life is licensed in 49 states and the District of Columbia. It holds an A.M. Best Rating of A+ (Superior). Visit [www.CompanionLife.com](http://www.CompanionLife.com).

#### **Silver Members**

#### **Gilsbar Wellness Once Again Nation's Best and Brightest®**

Gilsbar's wellness product has been recognized once again by the National Association for Business Resources as one of the Nation's Best and Brightest in Wellness® in 2017.

The Best and Brightest in Wellness® is a service organization of the National Association for Business Resources. This program is an innovative initiative recognizing and celebrating quality and excellence in health awareness programming. This unique designation highlights companies, schools, or organizations who promote a culture of wellness, as well as those who plan, implement, and evaluate efforts in employee wellness to make their business and the community a healthier place to live and work. Gilsbar was recognized for the services offered through our Wellness Program, which is engineered to help companies reach corporate benefit management goals, as well as long-term cost management objectives.

President of Gilsbar Health & Life Doug Layman noted, "The dedication our Wellness Program team members have for the work they do is inspiring. These employees are the Best and Brightest. We are proud of them and their efforts, and we appreciate them being recognized on a national level." Gilsbar continues our commitment to enhance business and improve lives, a mission which is only enhanced by this recognition.

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#### **About Gilsbar, LLC**

Established in 1959, Gilsbar, LLC® is one of the largest privately-held insurance services organizations in the country. Recognized as a catalyst for creating healthy businesses, Gilsbar, LLC® offers self-funded and fully-insured benefit plan management services, along with Wellness, Advocacy, and overall Population Health Management. Gilsbar, LLC's integrated delivery model improves the health and well-being of its members, resulting in significant health plan savings for its clients.

Gilsbar, LLC® has been honored by Inc. magazine for its sustained growth, Modern Healthcare and Business Insurance magazines as a Best Place to Work, and WELCOA and the American Heart Association for its proven wellness methodology. Visit [www.Gilsbar.com](http://www.Gilsbar.com).

#### **ACS Benefit Services Names Joe Meyer Vice President of Sales**

ACS Benefit Services announced that Joe Meyer has been named the new Vice President of Sales. Meyer brings over 20 years of industry experience to ACS and will manage all aspects of sales and marketing. He joins an executive team focused on providing unparalleled customer service and innovative benefit solutions.

*"We are excited about adding Joe's skill set to our outstanding executive team. He has a proven track record of facilitating long-term business relationships with clients and consultants. His detailed and analytical marketing approach of identifying employer needs and designing customized benefit solutions to provide quality, innovative product solutions that accomplish clients' specific business objectives fits perfectly with the customer-centric approach that ACS has always taken with our customers,"* says Kari L. Niblack, CEO, ACS Benefit Services.

Meyer has held sales and client management leadership roles at Cigna, MedCost, and Blue Cross Blue Shield NC, and was most recently a business development leader with Inmar.

His broad range of experience in healthcare, insurance and benefit administration combined with his proven record of revenue growth and client satisfaction will be a tremendous asset to ACS Benefit Services.

#### **About ACS Benefit Services**

*ACS Benefit Services, founded in 1982, is one of the leading third party administrators in the country. ACS is focused on creating long-term solutions and anticipating the benefit administration needs of the employer groups we serve. We are committed to investing in the future, by seeking out emerging technologies and bringing employers state-of-the-art benefit*

*solutions in an ever-changing market. Contact Kari L. Niblack, JD, SPHR, Chief Executive Officer, at 336.759.2013, KNiblack@ACSBenefitservices.com and visit ACSbenefitservices.com.*

#### **Gold Members**

#### **ELMC Group, LLC Appoints Industry Veteran John Gedney to the Role of Executive VP, Chief Growth Officer**

ELMC Group, LLC, ("ELMC"), a manager of premier, full-service managing general underwriters ("MGUs") specializing in underwriting medical stop-loss insurance, announces the hiring of John Gedney into the role of Executive Vice President, Chief Growth Officer. Gedney is an employee benefits entrepreneur with more than 30 years of experience helping companies optimize their benefits plans and is considered an industry expert in the emerging Private Exchange market.

In his new role, Gedney will drive business development and new market opportunities that will further ELMC's accelerated rate of growth and profitability. Prior to joining ELMC, Gedney held the position of Vice President of National Partnerships at Liazon, a Willis Towers Watson company, where he was responsible for creating, developing and overseeing the national broker partner channel.



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*“John is known throughout the industry as a pioneer who has been on the leading edge of significant industry shifts including managed care and technology,” said*

Richard Fleder, co-founder and CEO of ELMC. *“His expertise and experience uniquely positions him to lead our business development efforts, and he will be a great addition to our senior leadership team,”* said Fleder.

Gedney's previous industry experience includes executive positions with Oxford Health Plans and EBP Healthplans, at the time the nation's leading mid-market, Third Party Administrator and MGU. Prior to joining EBP, John owned an employee benefits advisory firm, Securis, and was a founder of OnlineBenefits, the creator Benergy, the industry leading benefits communications portal.

Gedney holds a Bachelor's Degree in Business from Adelphi University. He is a former finalist in Ernst & Young's Entrepreneur of the Year award and has mentored entrepreneurs in formulating and growing their businesses. ■



## Do you aspire to be a published author?

Do you have any stories or opinions on the self-insurance and alternative risk transfer industry that you would like to share with your peers?

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](mailto:ggrote@sipconline.net)

*The Self-Insurer* also has advertising opportunities available. Please contact Shane Byars at [sbyars@sipconline.net](mailto:sbyars@sipconline.net) for advertising information.

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**For more information please contact:**

**Rocko Robinson, Senior VP of Underwriting and Sales**

Email: [Robert.Robinson01@libertyIU.com](mailto:Robert.Robinson01@libertyIU.com)

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