

NEWS FROM SIIA MEMBERS



2020 AUGUST 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 membernews@siia.org. All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at www.siia.org. For immediate assistance, please contact Jennifer Ivy at jivy@siia.org. If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jennifer Ivy at jivy@siia.org.

DIAMOND MEMBERS

TPAC UNDERWRITERS WELCOMES JOHN NELSON AS PRESIDENT

Minneapolis, MN – TPAC Underwriters, Inc. (TPAC) is pleased to announce John Nelson has joined the company as its new President. As President, Nelson will be responsible for the total operations of the company and execution of corporate goals and initiatives. Michael Meloch will remain with TPAC as its Chief Executive Officer to focus on long-term strategy and product development.

“John is a strong leader who understands the industry and shares the values TPAC holds dear,” said Meloch. “He brings a broad perspective of the industry, which will enable TPAC’s continued delivery of the exceptional level of service that our partners expect.”

Nelson has over 30 years of healthcare insurance industry experience, including 8 years at Risk Solution Resources working as Vice President of Underwriting under Meloch. Much of his experience has been in employer stop loss, holding executive positions in the direct carrier, HMO, MGU, TPA, and reinsurer segments.

“I am excited to join TPAC at such a pivotal time in its growth,” Nelson said. “Their position in the industry has always been as innovators, from Spaggregate to SmartShare, and I look forward to supporting TPAC’s commitment to building strong relationships with its partner companies.”

About TPAC

TPAC Underwriters, Inc. is a Managing General Underwriting firm located in Minneapolis, Minnesota. In business since 1991, TPAC works to protect employer’s self-funded plans by providing reliable and creative stop-loss solutions such as Spaggregate®, Specific, Aggregate and SmartShare® through Third-Party Administrators and fully-funded capitated drug card programs. With nearly 30 years in business, we take pride in finding original solutions to the problems our partners face. Visit tpac.com.

BERKLEY ACCIDENT AND HEALTH INTRODUCES HR SUPPORT TO HELP EMPLOYERS NAVIGATE COMPLEX HR ISSUES

Hamilton Square, NJ – Berkley Accident and Health, a Berkley Company, has introduced a new innovative service, called Berkley Accident and Health HR Assist, to help clients navigate complex HR and compliance issues.

The service provides a tangible, immediate value to clients nationwide by connecting them to an unlimited “ask an attorney” service, online resources, and solutions. Berkley Accident and Health HR Assist, provided in conjunction with Enquiron, helps clients stay ahead of changing regulations and is available immediately to all of Berkley Accident and Health’s Group Captive members and their broker consultants.

“Today’s HR landscape has grown increasingly complex for self-funded employers,” said Brad Nieland, President and CEO of Berkley Accident and Health. “Companies are facing benefit, employment, and compliance challenges on a daily basis, often with limited time and resources. We’re excited to offer HR Assist to our clients and reduce the burden on HR departments. We are committed to helping clients better manage the risks facing their self-funded health plans, and Berkley Accident and Health HR Assist demonstrates our continued commitment.”

Berkley Accident and Health HR Assist includes:

- “Ask an Attorney” Service

Clients can ask ERISA and employment law attorneys questions about benefits, ERISA, ACA, work from home, sick time, employment law, and more. Clients will receive documented, confidential answers to their specific questions.

- Robust online portal with valuable tools and resources

An online portal provides valuable content, including a state-specific employee handbook and policy builder, on-demand training courses, COVID-19 and workplace emergency and disaster resources, best practice guides, and a job description builder.

- Live and recorded webinars

Webinars cover a wide range of employment topics, many with CE credits for HR personnel.

- Personalized email alerts

Clients can receive proactive regulatory updates, based on their selected preferences.

Berkley Accident and Health's Group Captive members are employers who self-fund their employee health benefits. Rather than buy traditional health insurance, they self-fund with Stop Loss protection and then join together to share risk through a Group Captive arrangement, potentially giving them greater control, transparency, and stability.

"We are excited to bring a new solution to Berkley Accident and Health's clients," said Mike Naclerio, President and CEO

of Enquiron. "Berkley Accident and Health HR Assist can help employers manage human resource, employment law, ERISA health care, and plan fiduciary issues. We look forward to engaging Berkley Accident and Health's clients and demonstrating the significant new value Berkley Accident and Health is delivering."

To learn more, please visit BerkleyAH.com/hr-assist/.

Berkley Accident and Health HR Assist services are provided by Enquiron. Berkley Accident and Health assumes no responsibility or liability for any advice or resources provided by Enquiron. Berkley Accident and Health HR Assist may not be available in all states.

About Berkley Accident and Health

Berkley Accident and Health is a member company of W. R. Berkley Corporation, a Fortune 500® company. Berkley Accident and Health provides an innovative portfolio of accident and health insurance products. It offers four categories of products: Employer Stop Loss, Group Captives, Managed Care (including HMO Reinsurance and Provider Excess), and Specialty Accident. The company underwrites Stop Loss coverage through Berkley Life and Health Insurance Company, rated A+ (Superior) by A.M. Best. Not all products and services are available in every jurisdiction, and the precise coverage afforded by any insurer is subject to the actual terms and conditions of the policies as issued. For more information, please visit www.BerkleyAH.com.

**We Go Above
...and Beyond**

At Trustmark Health Benefits, we help our clients and brokers design custom self-funded benefit plans that manage costs, without compromising benefits. Our team works independently with each of our clients to carefully craft the perfect plan to meet their unique business goals and fit the needs of their employees. With us, there is no "one-size-fits-all" solution. We're "one-size-fits-you".



Learn more about our self-funded capabilities at TrustmarkHB.com

Self-funded plans are administered by Trustmark Health Benefits, Inc. Trustmark Health Benefits, Inc. is a subsidiary of Trustmark Mutual Holding Company.

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About Enquiron

Enquiron, headquartered in Boston, Massachusetts, provides consultative business solutions to employers in all 50 states, across various industries, sectors and sizes. Since 1996, Enquiron has revolutionized the way that services impacting Human Resources, Employment Law, Healthcare, Retirement, Cyber Security and more are delivered to and utilized by employers. Enquiron has locations across the United States and is a trusted partner to organizations who need specific answers to specific questions. Follow us on LinkedIn and Twitter.

GOLD MEMBERS

BERKSHIRE HATHAWAY SPECIALTY INSURANCE MEDICAL STOP LOSS ADDS WARREN THREADGILL AND BRAD ERICKSON

Warren Threadgill has joined the Berkshire Hathaway Specialty Insurance Medical Stop Loss team as Sales Director for the South-Central Region at Berkshire Hathaway Specialty Insurance. Warren has been in the group insurance industry working with self-funded employers since 2009.

He has significant experience across multiple product lines including health plans, group life and disability, voluntary products, wellness offerings, medical stop loss and RBP solutions. Besides his strong experience, Warren's dedication to a spirit of collaboration and service makes him the perfect fit for his new role. He is based in Dallas, TX. You can reach Warren at warren.threadgill@bhspecialty.com.

Brad Erickson has joined the Berkshire Hathaway Specialty Insurance Medical Stop Loss team as Assistant Vice President, Underwriting. Brad brings significant experience in underwriting from Voya Financial, where he spent the past seventeen years as a Stop Loss Underwriter with increasing levels of underwriting authority and leadership responsibility. Brad's expertise and collaborative spirit make him a great fit with his new BHSI team. Contact Brad at 917.830.2320 or brad.erickson@bhspecialty.com.

About BHSI

Berkshire Hathaway Specialty Insurance (BHSI) provides medical stop loss, commercial property, casualty, healthcare professional liability, executive and professional lines, surety, travel, programs, accident and health, and homeowners insurance. It underwrites on the paper of Berkshire Hathaway's National Indemnity group of insurance companies, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's. Based in Boston, Berkshire Hathaway Specialty Insurance has offices in Atlanta, Boston, Chicago, Houston, Indianapolis, Irvine, Los Angeles, New York, San Francisco, San Ramon, Seattle, Stevens Point, Adelaide, Auckland, Brisbane, Cologne, Dubai, Dublin, Hong Kong, Kuala Lumpur, London, Macau, Madrid, Melbourne, Munich, Paris, Perth, Singapore, Sydney and Toronto. Contact Ruth Weaver at Ruth.Weaver@bhspecialty.com and visit www.bhspecialty.com.



SILVER MEMBERS

H.H.C. GROUP WELCOMES FARZAN KHAJEHNOORI AS ITS NEW GENERAL COUNSEL

H.H.C. Group is proud to announce the addition of Farzan Khajehnoori as its new General Counsel. Immediately prior to joining H.H.C. Group, Farzan served as an Associate at a Maryland law firm handling a broad range of legal matters for both businesses and individuals.

Farzan is a graduate of the University Of Baltimore School Of Law and earned his undergraduate degree from the University Of Maryland Robert H. Smith School Of Business. He is a Maryland native.

"We are very pleased to welcome Farzan to the H.H.C. Group team," said Dr. Bruce D. Roffé, HHC's President and CEO. "I'm confident that his knowledge and broad range of experience will enable him to quickly become a major contributor to the company's continued success."

About H.H.C. Group

H.H.C. Group provides containment solutions for Insurers, Third Party Administrators, Self-Insured Employee Health Plans, Health Maintenance Organizations (HMOs), ERISA and Government Health Plans. H.H.C. Group utilizes a combination of highly skilled professionals and advanced information technology tools to consistently deliver targeted solutions, significant savings and exceptional client service.

H.H.C. Group's services include Claim Negotiation, Claim Repricing, Medicare Based Pricing, DRG Validation, Medical Bill Review (Audit), Claims Editing, Medical Peer Reviews/Independent Reviews, Independent Medical Examinations (IME), and Pharmacy Consulting. H.H.C. Group is an URAC accredited Independent Review Organization for Internal and External Reviews. Visit www.hhcgroup.com and Bob Serber at rserber@hhcgroup.com or 301-963-0762 ext. 163. ■

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SIIA NEW MEMBERS

AUGUST 2020

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Stop Loss Insurance is underwritten by ReliaStar Life Insurance Company (Minneapolis, MN) and ReliaStar Life Insurance Company of New York (Woodbury, NY). Within the State of New York, only ReliaStar Life Insurance Company of New York is admitted, and its products issued. Both are members of the Voya® family of companies. Voya Employee Benefits is a division of both companies. Product availability and specific provisions may vary by state.

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