

# NEWS

## FROM SIIA MEMBERS



## 2020 APRIL 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](mailto:membernews@siia.org). All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at [www.siia.org](http://www.siia.org). For immediate assistance, please contact Jennifer Ivy at [jivy@siia.org](mailto: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](mailto:jivy@siia.org).*

## DIAMOND MEMBERS

# BERKLEY ACCIDENT AND HEALTH APPOINTS REGIONAL MANAGING VICE PRESIDENTS TO LEAD ITS MEDICAL STOP LOSS SALES TEAM

Berkley Accident and Health, a Berkley Company, has appointed three regional Managing Vice Presidents to lead its Medical Stop Loss sales team. Ron Brodeur, Matt Cooper, and David Frawley will lead the company's Eastern, Western, and Central regions, respectively. The newly created sales regions are designed to enhance the company's distribution efforts and better service its clients.

The Managing Vice Presidents will be responsible for growing existing distribu-

tion relationships, as well as identifying new opportunities. They will also provide overall direction to the Regional Sales Managers in their territory.

"Our new regional structure will make us more agile," said Lee Davidson, Senior Vice President, Stop Loss. "It will enable us to devote resources and adapt to changing market conditions with greater speed and agility," continued Davidson. "In addition, Ron, David, and Matt have been an important part of the growth of our Stop Loss business, and I'm excited to have them drive our regional sales strategy."

This change complements the regional alignment in Berkley Accident and Health's Group Captive segment and positions the company to best support its clients in all of its business segments.

## 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. Contact Linda King, Director, Marketing, at lking@BerkleyAH.com and visit BerkleyAH.com.*

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## DARCEY DEARDEN JOINS VALENZ AS SENIOR SALES EXECUTIVE

PHOENIX, AZ -- Valenz™, a leading innovator for data-driven solutions that reduce medical claim costs and promote quality healthcare, welcomes Darcey Dearden as Senior Sales Executive. An award-winning sales professional for more than 20 years, Dearden has a proven record of consistently exceeding performance goals and building strong relationships with clients and referral partners.

Prior to joining Valenz, Dearden was Regional Vice President for Total Administrative Services Corporation, the nation's largest privately held third-party benefits administrator. There, she elevated underperforming teams and established new standards to enhance accountability, collaboration and production. Her work experience also includes sales management positions at BenefitMall and Paychex.

"Darcey offers a winning combination of excellence in sales leadership, team building, and uncovering new solutions that maximize efficiency and reduce costs," said Rob Gelb, Chief Executive Officer. "Her skill sets in strategic execution and effective communication make her well positioned to help our clients achieve smarter, better, faster healthcare. She is an outstanding fit for our team."

Dearden brings to Valenz a strong background in business-to-business sales, benefit administration and compliance. She says she is thrilled to join Valenz because, as the innovators behind the industry's first complete health administrative ecosystem, Valenz embodies the future-focused, client-centric, data-driven vision necessary for lower-cost, higher-quality healthcare.

"I look forward to meeting and exceeding our clients' needs with the leading-edge data science and solutions that are unique to the Valenz ecosystem," Dearden said. "I share this company's dedication to managing costs and improving quality of care, and it is an honor to be part of such a vibrant, growing team."



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## VALENZ WELCOMES BRITTNEY PARRISH AS SENIOR CLIENT SERVICES EXECUTIVE

Parrish comes to Valenz from Preferred Medical, where, as Regional Account Manager, she was responsible for managing sales, service and relationship-building. Her prior work experience also includes sales positions at Genex Services and Johnson & Johnson.

“I am excited to join this industry-leading team and support its data-driven vision of reducing costs for clients while enhancing quality of care,” Parrish said. “Through the complete Valenz health administrative ecosystem, I look forward to delivering solutions to clients that result in better health outcomes at lower costs.”

A graduate of the University of Richmond, Parrish’s skill sets include strategic sales planning, account analysis and development, client service, and negotiations – all key to her new role at Valenz, according to Tom Cox, Vice President, Client Services.

“Brittney brings many strengths that support our ongoing commitment to growing our services and client base,” Cox said. “As we continue to expand our analytic and predictive capabilities to provide smarter, better, faster healthcare for our clients, we are proud to have her on our team.”

### About Valenz

*Through a complete health administrative ecosystem, Valenz connects cost and quality data on a single-source, end-to-end analytics platform for smarter, better, faster healthcare. Valenz solutions integrate data from comprehensive care management services (Valenz Care), high-value provider networks (Valenz Access), claim flow management (Valenz Claim) and solutions for payment integrity, revenue cycle management and eligibility compliance (Valenz Assurance) into the ecosystem. For more information, visit [www.valenzhealth.com](http://www.valenzhealth.com).*

*Valenz is backed by Great Point Partners. Call Carol Dobies (816) 595-6720, Rob Gelb (866) 762-4455 ext. 377, and visit [valenzhealth.com](http://valenzhealth.com).*

### About Great Point Partners

*Great Point Partners (“GPP”), founded in 2003 and based in Greenwich, CT, is a leading healthcare investment firm, currently with approximately \$1.8 billion of equity capital under management and 28 professionals, investing in the United States, Canada and Western Europe. Learn more at [www.gppfunds.com](http://www.gppfunds.com).*

## GOLD MEMBERS

**SELF-FUNDING EXPERT,  
LYNN STETSON, NAMED NEW  
SENIOR ACCOUNT EXECUTIVE  
OF NATIONAL CLIENT  
MANAGEMENT AT HEALTH  
PLANS, INC. (HPI)**

Westborough, MA -- Springing forward after another successful year of growth, HPI has named Lynn Stetson as senior account executive of national client management.

Lynn has spent over 25 years in the self-funded health plan industry and has dedicated her career to building trusting and lasting relationships with clients and their consultants. Her expertise will continue to fuel HPI's development outside of New England as she provides exceptional service and educates customers about self-funding.

"I am thrilled to welcome Lynn to HPI's national team," said Holly Weiske, vice president of national client management at HPI. "Lynn's exceptional leadership and communication skills surely will have a great impact as we continue to cultivate our customer relationships throughout the country."

Stetson most recently served as a senior account executive at Lucent Health (formerly Cypress Benefit Administrators) for which responsibilities included client relations, renewals, and product and strategic consulting.

Previously, she served as a client relationship manager at Meritain Health.

"I am thrilled to be part of a nationally growing company that is committed to successful relationships, outstanding service and innovation," said Stetson. "I bring a wealth of knowledge to my client relationships, and my experience in working on all sides of the self-funded health plan industry will help take HPI to the next level."

**About HPI**

*HPI redefines what is possible with self-funded health plans. As a third-party administrator, we partner with health plan brokers and employers to provide innovative self-funding strategies and customized plans tailored to each client's needs and population. Our solutions give employers greater cost transparency and control, while elevating the member experience. It is our flexible approach, entrepreneurial spirit and commitment to quality, technology, and service that enable us to deliver premium value to our customers. Contact Su Doyle, Director of Strategic Marketing, at [sdoyle@healthplansinc.com](mailto:sdoyle@healthplansinc.com) and visit [www.HealthPlansInc.com](http://www.HealthPlansInc.com).*





## AMPS PROMOTES JONATHAN JEFFRESS TO CHIEF OPERATING OFFICER

ATLANTA — Advanced Medical Pricing Solutions (AMPS), the pioneer in cost containment for the self-insurance industry, announced that Senior Vice President Jonathan Jeffress has been appointed Chief Operating Officer, assuming responsibility for operations, implementation and integration, client advocacy, adjudication and professional services, and information technology (IT) operations.

"AMPS has been on an exciting, fast-paced growth trajectory, which is expected to accelerate as we continue to develop new ways of bringing value to our clients. We are expanding our team

and expertise, adding products and services, and gaining the honor to serve new clients," says Kirk Fallbacher, Chief Executive Officer for AMPS. "I am excited to have Jonathan Jeffress leading our operations. His experience and success in the industry will bring much value to our clients."

Mr. Jeffress is a seasoned, operations executive with over 20 years' experience in the healthcare and insurance industries, combined with in-depth expertise in organizational management, process improvement, implementation, integration, IT, and service delivery.

He recently served as the VP of Operations and Client Delivery at Cotiviti, serving more than 40 Medicaid, Medicare, and commercial health insurance clients, resulting in \$1.7 billion in annual net savings. Prior to that, he served as VP of Implementation Services leading the delivery and execution of between 60 and 70 project implementations and expansions annually.

Jonathan has worked in numerous other leadership roles in the healthcare market focused on driving operational improvements, implementing scalable processes, developing high performance teams focused on delivering value for clients, and driving margin expansion and increased profitability.



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"This is a great time to be part of AMPS as we work to disrupt the healthcare industry," says Mr. Jeffress.

"To further increase the value we deliver to clients and bring new solutions to market, we are increasing our organizational capacity using tools and technology and a seamless integration of a global workforce.

Maximizing the advantages of a global team enables an around the clock, 24-hour workday that accelerates our results and captures value for clients closer to the time of transaction. In addition to faster response time, this will improve our scalability and will enable AMPS to increase the scope of work and value we deliver for clients."

#### **About AMPS**

*Advanced Medical Pricing Solutions (AMPS) provides market leading healthcare cost containment services for self-funded employers, public entities, brokers, TPAs, and reinsurers.*

*AMPS mission is to help clients attain their goals of reducing healthcare costs while keeping members satisfied with quality healthcare benefits. AMPS leverages 15 years of experience in auditing and pricing medical claims to deliver "fair for all" pricing both pre-care and post-care. AMPS offers innovative dashboards and analytics to provide clients with insights based on Plan performance. Learn more at [www.advancedpricing.com](http://www.advancedpricing.com).*

## SILVER MEMBERS

### **STRATEGIC RISK SOLUTIONS INTRODUCES MSL CAPTIVE SOLUTIONS**

Concord, MA -- Strategic Risk Solutions (SRS) announced the formation of MSL Captive Solutions Inc, a specialist underwriting, and consulting services firm focused on the use of captives in medical stop loss programs.

The independent new entity will work closely with brokers, consultants and all captive managers to structure customized single-parent and group captive solutions to meet the specific risk and financial objectives of their clients. MSL Captive Solutions will be the industry's only platform dedicated to the development and delivery of comprehensive services exclusively for single parent and group medical stop loss captives.

In introducing the new venture, Brady Young, President and CEO of SRS commented "we have been working in the MSL space since captives started participating in these programs, but I think there is a need for a more holistic approach to bring it all together to help captive owners and the various trading partners involved with captives. This new venture will fill the gaps and maximize the impact of the captive with the goal of helping drive down health insurance costs for employers".

Phil Giles, formerly of QBE North America, joins the firm as Managing Director and will lead MSL Captive Solutions' business development initiatives. "I am truly excited to help build and position this new enterprise. Our operating agility, experience, expertise and exclusive focus on medical stop loss will allow us to deliver market-leading captive solutions to our clients", stated Giles.

"I have known Phil a long time and I am confident that he and the seasoned professionals we are adding to the team will be able to add a lot of value and take captives involved in MSL to the next level" said Young.



### About Strategic Risk Solutions (SRS)

*SRS is the 5th largest captive management firm in the world and the leading independently owned manager. The company has representation in all major US captive domiciles, Barbados, Bermuda, Cayman and Europe. It provides financial reporting, regulatory compliance and program management services to existing and prospective captive insurance companies. Contact Phillip C. Giles, Managing Director, at [phillip.giles@mslcaptives.com](mailto:phillip.giles@mslcaptives.com), (910) 420.8104 and visit [www.strategicrisks.com](http://www.strategicrisks.com).*

### HHC GROUP RECEIVES UNCONDITIONAL IRO COMPREHENSIVE (INTERNAL\EXTERNAL) URAC ACCREDITATION

For the seventh time since 2004, HHC Group has received URAC accreditation as an Independent Review Organization (IRO): Comprehensive Review. The Comprehensive Review accreditation allows for HHC Group to conduct both Internal and External Reviews\Appeals.

URAC (formerly known as the Utilization Review Accreditation Commission) is a nonprofit organization promoting healthcare quality by accrediting healthcare organizations, such as HHC Group. URAC's IRO standards "assure that organizations that perform this service are free from conflicts of interest, establish qualifications for physician reviewers, address medical necessity and experimental treatment issues, {and} have reasonable time periods for standard and expedited reviews, and appeals processes."

Internal and External Reviews consist of first and second level appeals from the denial of an insurance claim on the grounds of medical necessity. In its



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### Tokio Marine HCC - Stop Loss Group

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capacity as an IRO, HHC Group reviews medical records, check references, and follows all applicable URAC guidelines to make a factual, independent determination as to whether or not a claim was medically necessary. HHC Group is currently licensed to conduct External Reviews in 29 states across the country.

HHC Group provides Internal and External Independent Peer Reviews for insurance companies, health maintenance organizations, self-insured companies and ERISA plans. The team overseeing the review process utilizes its combined 125 years of healthcare experience to ensure that every review fully answers all questions being asked, cites the appro-

priate medical guidelines, and is clearly written and grammatically correct.

#### **About HHC Group**

*HHC Group is a leading national health insurance consulting company providing a wide range of cost containment solutions for Insurers, Third Party Administrators, Self-Insured Employee Health Plans, Health Maintenance Organizations (HMOs), ERISA and Government Health Plans. HHC Group utilizes a combination of highly skilled professionals and advanced information technology tools to consistently deliver targeted solutions, significant savings and exceptional client service.*

*HHC 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), Case Management Utilization Review, Data Mining, Disease Management and Pharmacy Consulting. H.H.C. Group is one of 46 URAC accredited IROs. Contact Bob Serber at [rserber@hhcgroup.com](mailto:rserber@hhcgroup.com), 301-963-0762 ext. 163 and visit [www.hhcgroup.com](http://www.hhcgroup.com).*

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MTG-3258 (2/20)



### About ACS Benefit Services

*Founded in 1982, ACS Benefit Services was formed on the realization that there needed to be better benefit solutions and health plans available in the marketplace. Since then, ACS has grown to be a leading third-party administrator by focusing on the future of the industry, creating long-term solutions and predicting the benefit administration needs of our employer groups. Contact Kari Niblack at [KNiblack@ACSbenefitservices.com](mailto:KNiblack@ACSbenefitservices.com) and visit [ACSbenefitservices.com](http://ACSbenefitservices.com).*

## ACS BENEFIT SERVICES WELCOMES WES JONES AS NEW REGIONAL DIRECTOR OF SALES

Winston-Salem, NC -- ACS Benefit Services announced that Wes Jones has joined the company as Regional Director of Sales. He will report to Joe Meyer, Vice President of Sales, and be responsible for generating new business and cultivating broker relationships as ACS expands into new markets.

A seasoned sales executive with vast experience in the self-funding industry, Jones comes to ACS from HealthSCOPE Benefits, where he spent the past nine years as Vice President of Sales. Prior to that, he worked for 14 years in the financial services industry.

"I am very excited to join the dynamic team at ACS and look forward to bringing to market innovative solutions for the employer community," Jones said in a statement.

ACS President & CEO Kari Niblack praised Jones' experience. "I am delighted to welcome Wes to ACS," Niblack said in a statement. "As ACS continues its rapid growth and focuses across the United States, Wes brings a deep channel experience that will accelerate ACS' growth and help our clients navigate the product changes that are driving a renaissance in the industry. We are thrilled to have him onboard."

## GILSBAR NAMES KIM RANDAZZO SENIOR DIRECTOR OF CLIENT SERVICES

COVINGTON, LA -- Gilsbar is proud to announce a promotion for Kim Randazzo from Director of Client Services to Senior Director of Client Services. Ms. Randazzo oversees employees in Gilsbar's Client Services department, managing sales, account management, implementation and benefit analytics for Gilsbar's clients.

"My mission is to align our client-facing teams with our operations teams to better meet the needs and expectations of our clients. It's important for Gilsbar's employees to understand our clients and the people we serve in order to develop unique solutions for the members and contacts we interact with daily," Ms. Randazzo shared.

Gilsbar's Vice President and Chief Operating Officer, Judy Schott, stated, "Over the years, Kim has brought a level

of expertise and leadership to meeting the needs of our brokers, customers and operations. When it comes to implementing new clients and serving existing clients, Kim's level of experience is second to none. She comes out of our operations area, so she knows the details going on behind the scenes which uniquely qualifies her to serve our clients with excellence."

#### 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). ■*



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**DR. Q'S POP QUIZ #2**

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- C. 160% of Medicare
- D. All of the above
- E. None of the above**

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