

# NEWS

## FROM SIIA MEMBERS



## 2018 NOVEMBER 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

### SWISS RE SEEKS BUSINESS DEVELOPMENT MANAGER- A&H STOP-LOSS

#### Position Business Development Manager - A&H Stop-Loss

Location: Los Angeles, CA, US

Swiss Re's Corporate Solutions Accident & Health division is looking for an experienced Business Development Manager to support expanding our footprint on the West Coast based out of our Los Angeles location. In this role you will be responsible for maintaining and growing existing client relationships as well as developing and expanding new key distribution channels within the region.

If you are a motivated and detail-oriented individual who enjoys working in a fast-paced environment apply on-line today!

#### About The Role

Swiss Re Corporate Solutions' Sales Team is highly skilled and experienced in building, actively managing and expanding existing relationships. The Business Development Manager must have an extensive knowledge and background in the self-funded industry. The BDM is expected to maintain and grow existing producer relationships as well as develop and expand new key distribution channels within their designated region. This expansion would be in coordination with our National Broker Relations and Producer Development teams. Additionally, they must work closely with the Account Management team to support retention targets and with Underwriting to maintain

business profitability. Our goal is to continue to grow a profitable stop-loss block, deliver high quality service, promoting and enhancing the reputation of Swiss Re Corporate Solutions, and to ensure our producers have a clear understanding of our products and procedures.

#### About the Team

- Produce new traditional stop-loss, captive, organ transplant sales to management defined goals
- Develop and cultivate new producer relationships within the assigned region
- Maintain and grow existing contacts with key distribution channels (brokers/ third-party administrators/consultants)
- Collaborate and communicate effectively with other sales team divisions
- Work closely with Account Management team to maintain existing block and associated producer and administrator relationships
- Work closely with underwriting to write profitable new business
- Exercise strong communication skills enabling proper interaction with prospects/clients as well as internal departments
- Apply strong presentation skills for individual, boardroom, and conference level events
- Represent Swiss Re at industry events, affiliations, associations, sponsored outings
- Willingness to travel as required (50%) and manage to a defined budget
- Must have excellent time management skills with ability effectively balance multiple tasks under tight deadlines
- Comply with SRCS corporate practices and procedures

#### About You

- Located in the Western region, ideally out of the Los Angeles, CA office

- Medical stop-loss sales experience or related industry with a good knowledge of self-funding and stop-loss
- Captive and organ transplant products knowledge helpful
- College degree and/or 5+ year's work experience equivalent
- Existing contacts with key distribution channels (brokers/ third-party administrators/consultants) within defined territory beneficial
- Excellent organizational skills with ability to manage a large block of business and achieve defined goals
- Significant travel required
- Strong client focus with excellent oral and written communication skills
- Good negotiation and collaboration skills
- Knowledge of key industry factors and good understanding of the employee

benefits and healthcare marketplace

- Microsoft suite knowledgeable with Salesforce experience helpful

The Company is an equal opportunity employer. It is the practice of the Company to recruit, hire and promote without regard to race, religion, color, national origin, sex, disability, age, pregnancy, sexual orientations, marital status, military status, or any other characteristic protected by law. Decisions on employment are solely based on an individual's qualifications for the position being filled.



## SWISS RECORPORATE SOLUTIONS' UNDERWRITING SEEKS SENIOR UNDERWRITER – STOP-LOSS

Swiss Re Corporate Solutions' Underwriting team is highly skilled and experienced in the production of new and renewal rate development for groups that self-fund their Medical plans.

The incumbent will follow Swiss Re underwriting guidelines, policies and procedures to calculate Stop-Loss rates and factors. Ideal candidates will be located in the Windsor, CT, Schaumburg, IL or Marlton, NJ areas so they can join our dynamic and collaborative team working on Medical Stop-Loss Underwriting cases.

said Eveleigh. "I am honored to have witnessed the extraordinary growth of the North Carolina captive insurance program, and I am very confident that the NCCIA will continue to provide value to its members as new board members come on."

As Eveleigh steps down from the board, Morgan Weatherly, a senior account manager at Atlas, will take up a position on the NCCIA board of directors beginning Jan. 1, 2019. Weatherly started working with Atlas in 2016 and is based out of the Charlotte, N.C. office. An N.C. Certified Public Accountant, Weatherly's responsibilities include overseeing a team that manages a diverse portfolio of captive insurance companies, financial reporting and regulatory filing requirements, and working with third-party providers.

"I'm very excited to be joining the NCCIA board of directors," said Weatherly. "I'm looking forward to working with the NC Department of Insurance to make sure that the legislative environment in North Carolina continues to be friendly towards captive insurers."

## SILVER MEMBERS

### DISTINGUISHED SERVICE AWARD PRESENTED TO MARTIN EVELEIGH OF ATLAS INSURANCE MANAGEMENT

Martin Eveleigh, Chairman of Atlas Insurance Management (Atlas), received the Distinguished Service Award at the fourth annual North Carolina Captive Insurance Association (NCCIA) conference. Martin Eveleigh served on the board of directors for the NCCIA for two terms, is a past Chairman and has assisted with many fundamental plans for advancement of the association through the years.

"I have very much enjoyed serving on the Association board over the years,"

For more information on Atlas Insurance Management, visit [atlasCaptives.com](http://atlasCaptives.com) or call (704) 945-6620.

### *About Atlas Insurance Management*

Founded in 2002, Atlas Insurance Management is a leading independent insurance management firm, providing captive insurance consulting, formation and management services in the major U.S. and offshore domiciles. The firm has worked with all types of captive insurance companies and managed a full spectrum of captive programs for a diverse clientele. Atlas operates offices in Charlotte, North Carolina and the Cayman Islands. For more information, visit [atlasCaptives.com](http://atlasCaptives.com) or call (704) 945-6620.

### SRS ESTABLISHES NORTH CAROLINA PRESENCE, DANA WILLIAMS JOINS THE FIRM

Strategic Risk Solutions (SRS) announced that Dana Williams has joined the firm as Regional Manager for North Carolina and Ohio. Ms. Williams will be based in a new SRS office in the Charlotte, NC area. The new office marks the firm's first permanent presence in North Carolina.

Dana Williams has over 15 years' experience in senior finance positions in the insurance industry. She was previously Chief Financial Officer of Hub International Eastern Canada and Worldwide Broker Network, before serving as COO of Steadfast,

Australasia's largest insurance broking network. At Steadfast, a publicly listed broker, Ms. Williams was part of the executive team and oversaw operations and acquisitions. Dana also spent several years in the captive insurance industry in the Cayman Islands and at a reinsurance company in Bermuda.

"I am excited to take on this new challenge in my career. I have known Brady and SRS for a while and admire what SRS has achieved and the reputation the firm has built. This opportunity allows me to return to the captive insurance industry and be more actively involved in day to day financial management as well as working with a variety of client organizations" said Dana Williams. "North Carolina is a rising, progressive domicile and I am looking

forward to working with the regulators and local captive community", added Williams.

"We have worked with Dana on a couple of different projects including our expansion into Barbados and are very pleased to be able to welcome her full-time to SRS", said Brady Young, President of Strategic Risk Solutions. "Her experience as a financial executive in the insurance industry is exceptional and we are confident she will be a valuable addition to the firm especially in expanding our presence in North Carolina and growing that presence in Ohio. We are keen to do more work in these domiciles and we believe Dana's addition in a local North Carolina office will help better serve our clients there", added Young.

SRS has been managing captives in North Carolina since 2014 and expects its portfolio of captive programs to expand in the next few years. In addition to North Carolina and Ohio, SRS manages captives in nineteen US states as well as Barbados, Bermuda and Cayman.

Ms. Williams can be reached at [dana.williams@strategicrisks.com](mailto:dana.williams@strategicrisks.com) or (704) 621-3116.



## THE BEST PRESCRIPTION FOR YOUR NEEDS



**We are OneArk®**; a unique and state-of-the-art Clinical Intelligent proprietary technology, which detects inaccuracies in reading prescriptions and contraindications between drugs with the highest accuracy in the industry saving lives and reducing costs to your clients. Our technology can be purchased as an Application Service Provider (ASP), or on a per claim basis.

**Core Services Available:**


Claims Adjudication Platform


Retail Network


Rebate Management

Try our platform today and discover why we are revolutionizing the PBM industry. Schedule a personalized demo at [www.onearksuite.com](http://www.onearksuite.com)

### **About Strategic Risk Solutions (SRS) [www.strategicrisks.com](http://www.strategicrisks.com)**

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.

For more information, please contact [brady.young@strategicrisks.com](mailto:brady.young@strategicrisks.com) or visit [www.strategicrisks.com](http://www.strategicrisks.com).

### **HEALTHX NAMES GENE CATTARINA AS NEW CEO AND MARK RAPOPORT AS CFO**

Healthx, Inc., the leading healthcare technology engagement platform announces the appointment of healthcare technology industry veteran Gene Cattarina as new CEO and Mark Rapoport as CFO.

Prior to joining Healthx, Cattarina established an impressive track record of success, leading numerous healthcare technology companies through major growth in business sectors including healthcare information systems, software, products, devices, and professional services.

Most recently he was CEO of SafeOp Surgical, Inc. (now an Alphatec company) the developer and provider of the EPAD™ System, a unique, simple-to-use, and cost-effective neurological monitoring solution. Previous to SafeOp, he was President and CEO of Capsule Technologies (now a part of Qualcomm Life) the industry leading provider of medical device integration solutions. Gene has also held CEO and President positions at Lynx Medical Systems; Landacorp, Inc.; Medicode; and TDS Healthcare Systems, now part of Allscripts.

“The things happening at Healthx are very exciting and I am honored to have the privilege of leading the company through this next phase of innovation and growth,” said Cattarina. “I’m thrilled to join the vibrant tech scene here in Indianapolis with the likes of Salesforce, Lessonly, Sigstr, and others. Healthx has an incredible history of technological innovation in healthcare. Most recently, Healthx has focused on its platform technology that orchestrates the complex healthcare journey, initiating interactions between health plans and TPAs, providers, and members.”

Joining Cattarina is Mark Rapoport as Chief Financial Officer. Rapoport also has a rich history of leadership in healthcare technology, holding CFO positions at Visioneering Technologies, Inc. (VTI) and Capsule Technologie SAS, as well as President & CEO of Thomas, Thomas & Walsh, Inc., and COO and CFO of Landacorp, Inc.

### **About Healthx**

Healthx is the leading healthcare member engagement orchestration platform connecting members, providers, and payers integrating all tech tools into one platform driving cost savings and positive health outcomes for everyone. Visit [www.Healthx.com](http://www.Healthx.com).

## **GOLD MEMBERS**

### **BERKSHIRE HATHAWAY SPECIALTY INSURANCE COMPANY ADDS KEY PRODUCT LINE & SERVICE LEADERS IN DUBAI**

Berkshire Hathaway Specialty Insurance Company (BHSI) announced that it has further expanded its leadership team in Dubai with the appointment of executives to fill key product line and service posts.

“Building a strong foundation of servicing capabilities and local knowledge and expertise is critical to BHSI’s long term plans in the Middle East.” said Marc Breuil, President, BHSI, Asia Middle East. “Since BHSI Middle East commenced operations in February, we have established a strong and dynamic team to bring BHSI’s unmatched financial strength and capital to the Middle East.”

“Our new teammates in Dubai embody the excellent capabilities and strong character that is so valued by BHSI and by our customers,” said Alessandro Cerase, Senior Executive Officer, BHSI Middle East. “They will lead our efforts to bring

BHSI's long-term focus, multi-line underwriting and service excellence to customers throughout the Middle East. We are pleased to welcome them aboard."

Three BHSI appointees include:

- Aisling Malone, Head of Executive & Professional Lines. Aisling was previously Head of Professional Liability Cyber MENA and Senior Underwriter at AIG MEA Limited. Aisling is joined by Joe Saab, Senior Underwriter.
- Emir Erdur, Head of Casualty. He was previously Casualty Leader and Regional Underwriter of Casualty for the MEA region at QBE Insurance (Europe) Limited. Emir is joined by Mohammed Hannoun, Senior Underwriting Manager.
- Carlos Beltran, Head of Commercial Property. Carlos was previously Regional Vice President, P&C Underwriting at Chubb Latin America.
- Meenakshi Srinath, Head of Marine. Prior to BHSI, Meenakshi was Head of Marine (Gulf and KSA) at AXA Insurance Gulf.
- Kapil Palathinkal is Head of Energy and Construction. Kapil was most recently the Energy & Engineered Risk Manager for the Arabian Hub at AIG. Kapil is joined by Anuradha Sekar, Senior Underwriter.
- Pruthviraj More, Senior Risk Engineer. Pruthviraj joins BHSI from Allianz Global Corporate Specialty where he was a Property Loss Control Engineer.
- John Lewis, Head of Claims. John was previously Head of Claims at Zurich Insurance DIFC Dubai.

Earlier this year BHSI announced the appointment of Alessandro Cerase as Senior Executive Officer (SEO) and Neeraj Yadvendu as deputy SEO and Head of Third

Party Lines for the Middle East, both based on Dubai. Alessandro also leads First Party Lines for BHSI's broader Asia Middle East region, which includes BHSI's other regional hubs of Hong Kong and Singapore as well as BHSI operations in Malaysia and Macau.

To learn more, contact alessandro.cerase@bhspecialty.com.

Berkshire Hathaway Specialty Insurance Company ([www.bhspecialty.com](http://www.bhspecialty.com)) provides commercial property, casualty, healthcare professional liability, executive and professional lines, surety, travel, programs, medical stop loss, and homeowners insurance. The actual and final terms of coverage for all product lines may vary. In the Asia Middle East region, it underwrites on the paper of Berkshire Hathaway Specialty Insurance Company, which holds 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, Asheville, Boston, Chicago, Houston, Indianapolis, Irvine, Los Angeles, New York, San Francisco, San Ramon, Seattle, Stevens Point, Auckland, Brisbane, Dubai, Dublin, Düsseldorf, Hong Kong, Kuala Lumpur, London, Macau, Melbourne, Munich, Perth, Singapore, Sydney and Toronto.

Regulated by the Dubai Financial Services Authority. For more information, contact [info@bhspecialty.com](mailto:info@bhspecialty.com). ■

**CAPTIVE INSURANCE SOLUTIONS**  
**Playing "Full Court"**

**Windsor Strategy Partners** [WWW.WSPACTUARIES.COM](http://WWW.WSPACTUARIES.COM)

Feasibility Study | 5-Year Proformas | Stochastic Modeling | Experience Analysis | Actuarial Certification

# SIIA 2018

## BOARD OF DIRECTORS & COMMITTEE CHAIR

### CHAIRMAN OF THE BOARD\*

Robert A. Clemente  
CEO  
Specialty Cace Management LLC  
Lahaska, PA

### PRESIDENT/CEO

Mike Ferguson  
SIIA, Simpsonville, SC

### CHAIRMAN ELECT\*

Adam Russo  
Chief Executive Officer  
The Phia Group, LLC  
Braintree, MA

### TREASURER AND CORPORATE SECRETARY\*

David Wilson  
President  
Windsor Strategy Partners, LLC  
Princeton, NJ

\*Also serves as Director

### SIEF BOARD OF DIRECTORS

Nigel Wallbank  
Chairman

Heidi Leenay  
President

Freda Bacon  
Director

Les Boughner  
Director

Alex Giordano  
Director

### DIRECTORS

Gerald Gates  
President  
Stop Loss Insurance Services -  
AmWins  
Worcester, MA

Mary Catherine Person  
President  
HealthSCOPE Benefits, Inc.  
Little Rock, AR

Kevin Seelman  
Senior Vice President  
Lockton Dunning Benefit Company  
Dallas, TX

Jeffrey K. Simpson  
Attorney  
Gordon, Fournaris & Mammarella, PA  
Wilmington, DE

Robert Tierney  
President  
StarLine  
East Falmouth, MA

### COMMITTEE CHAIRS

CAPTIVE INSURANCE COMMITTEE  
Michael P. Madden  
Division Senior Vice President  
Artex Risk Solutions, Inc.  
San Francisco, CA

GOVERNMENT RELATIONS  
COMMITTEE  
Lawrence Thompson  
CEO  
BSI  
Fresno, CA

HEALTH CARE COMMITTEE  
Kari L. Niblack, JD, SPHR  
CEO  
ACS Benefit Services  
Winston-Salem, NC

INTERNATIONAL COMMITTEE  
Robert J. Repke  
President  
Passport For Health  
Novato, CA

WORKERS' COMP COMMITTEE  
Mike Zucco  
Business Development  
AL Trucking Association Fund  
Montgomery, AL

SIIA FUTURE LEADERS  
COMMITTEE  
Craig Clemente  
Chief Operating Officer  
Specialty Care Management  
Lahaska, PA



# SIIA NEW MEMBERS

## NOVEMBER 2018

### REGULAR CORPORATE MEMBERS

Brenda Motheral  
CEO  
Archimedes  
Nolensville, TN

G. Bryan Thomas  
CEO/President  
CCMSI  
Danville, IL

Rachel Schreiber  
Senior Marketing Director  
Change Healthcare  
Nashville, TN

Rashad Miller  
National Account Manager  
Chetu, Inc.  
Plantation, FL

David McLean, PhD  
CEO  
Emerging Therapy Solutions, Inc.  
Stillwater, MN

Rachel Means  
CEO  
Employee Benefits Consulting -  
EBC  
Tyler, TX

Alan Hall  
GlobalTech  
Houston, TX

Cristin Dickerson  
Green Imaging  
Houston, TX

Diane Gross  
Director of Underwriting  
Henderson Brothers  
Pittsburgh, PA

David Vizzini  
Partner & CSO  
M&G, Inc.  
Lake Oswego, OR

Chris Boling  
Vice President  
Molyneaux  
Davenport, IA

Cathy Nenninger  
CEO  
New World Medical Network  
Westhampton Beach, NY

Dennis Labrasca  
President & CEO  
Paradigm Health Holdings  
Portsmouth, NH

Shelley Steele  
Director  
Peachtree Risk and Insurance  
Company SPC, Ltd.  
Atlanta, GA

Mark Testa  
EVP  
Regenexx, LLC  
Des Moines, IA

### SILVER CORPORATE MEMBERS

John Butts  
Director, Market  
Development and PR  
PerformRx  
Philadelphia, PA

Aaron Pohlmann  
Attorney  
Womble Bond Dickinson  
Atlanta, GA

### EMPLOYER CORPORATE MEMBERS

Tine Hansen-Turton  
Woods Services  
Langhorne, PA