NEWS FROM SIIA MEMBERS

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

HM INSURANCE GROUP NAMES CALEB KNIER AS NEW CHIEF FINANCIAL OFFICER

PITTSBURGH – Caleb Knier has been named chief financial officer (CFO) of HM Insurance Group (HM). In this role, he supports HM's strategic growth and financial performance goals and is responsible for financial operations and financial oversight of HM's business.

"Caleb's knowledge and experience are a great asset to our leadership team as we work to achieve our current and future financial commitments," Tom Doran, president, HM Insurance Group, said. "Not only does he have the traditional background in accounting and financial planning that you'd expect to find in a CFO, he's also experienced in process improvement and risk assessment."

Knier has been with HM Insurance Group since 2018 when he took on the role of vice president, Market Segment Finance.

Prior to that, he spent four years at Highmark Health as the vice president of financial accounting and reporting. Before his time with Highmark, he was a manager in the audit practice for PricewaterhouseCoopers, where he spent a number of years servicing the health insurance and financial services industries.

Knier has a Bachelor of Science degree in Accounting from Penn State University and is a Certified Public Accountant.

About HM Insurance Group

HM Insurance Group (HM) works to protect businesses from the potential financial risk associated with catastrophic health care costs. The company provides reinsurance solutions that address risk situations confronting employers, providers and payers. A recognized leader in employer stop loss, HM also offers managed care reinsurance nationally.

HM Life Insurance Company and HM Life Insurance Company of New York are rated "A" (Excellent) by A.M. Best Company, one of the country's oldest and most respected rating agencies. Through its insurance companies,

HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country. Contact Jennifer Mahan, Marketing & Communications Consultant, at (412) 544-1359, jennifer.mahan@hminsurancegroup.com and visit hmig.com.

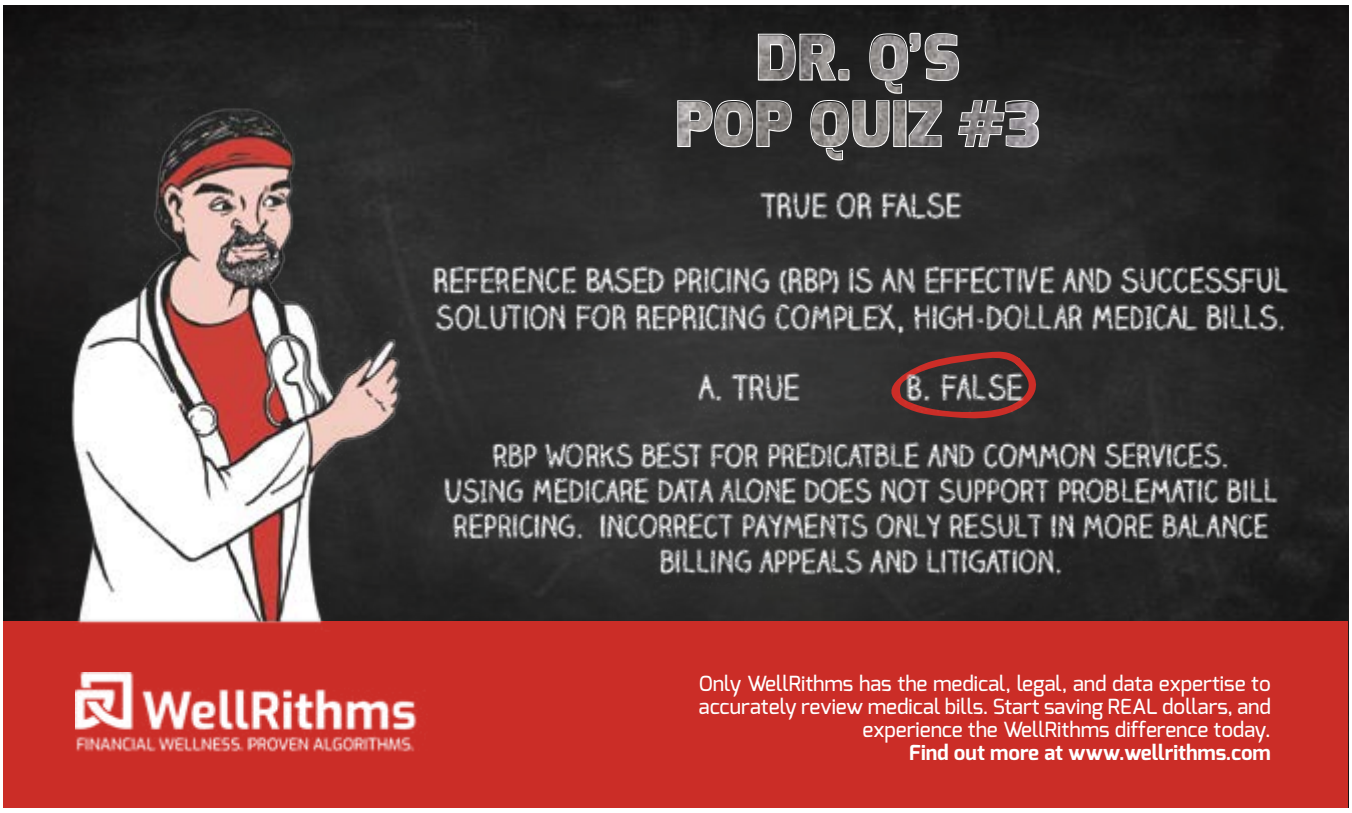
TOKIO MARINE HCC ANNOUNCES INNOVATIVE SOLUTION FOR MANAGING AIR AMBULANCE EXPENSES

HOUSTON -- Tokio Marine HCC announced an innovative solution for managing escalating air ambulance charges for its stop loss customers. Tokio Marine HCC – Stop Loss Group (TMHCC – Stop Loss Group) is providing access to cost containment capabilities through a partnership with On Call International (On Call), a wholly owned subsidiary of Tokio Marine HCC.

TMHCC – Stop Loss Group strives to provide a one-stop resource for its producers and their clients. Therefore, in addition to offering stop loss products, TMHCC – Stop Loss Group is extending to its producers access to the cost containment capabilities of On Call. And while its producers can access On Call's services for all of their clients, only their TMHCC – Stop Loss Group's policyholders can receive On Call's services at discounted rates.

With more than 20 years of experience in coordinating air ambulance evacuations, On Call utilizes a proprietary network of preferred providers, which allows them to pass in network cost savings on to their clients, members and partners without the fear of large unknown costs or patient balance billing, outside of normal cost sharing requirements.

"Increasing catastrophic medical claims are causing our customers to seek solutions for controlling the rising costs associated with employee benefit coverage. At TMHCC – Stop Loss Group, helping our customers understand and control these costs is our top priority. By partnering with our sister organization, On Call International, we are delivering one such solution focused on managing the cost of air ambulance evacuations via access to On Call's proprietary network of preferred air ambulance providers," said Daniel A. Strusz, TMHCC – Stop Loss Group's President and Chief Executive Officer.



About Tokio Marine HCC

Tokio Marine HCC is the marketing name used to describe the affiliated companies under the common ownership of HCC Insurance Holdings, Inc., a Delaware incorporated insurance holding company. Headquartered in Houston, Texas, Tokio Marine HCC is a leading specialty insurance group with offices in the United States, the United Kingdom and Continental Europe. Tokio Marine HCC's major domestic insurance companies have financial strength ratings of "AA- (Very Strong)" from S&P Global Ratings, "A++ (Superior)" from A.M. Best, and "AA- (Very Strong)" from Fitch Ratings; its major international insurance companies have financial strength ratings of "AA- (Very Strong)" from S&P Global Ratings. Tokio Marine HCC is a member of the Tokio Marine Group, a premier global company founded in 1879 with a market capitalization of $34 billion as of December 31, 2018. Visit www.tokiomarinehcc.com.

About Tokio Marine HCC – Stop Loss Group

Tokio Marine HCC – Stop Loss Group is the marketing name used to describe the medical stop loss- related insurance operations of Tokio Marine HCC through its wholly owned subsidiary HCC Life Insurance Company (HCC Life). HCC Life is a leading provider of medical stop-loss insurance through brokers, consultants and third party administrators. The Company has financial strength ratings of "AA- (Very Strong)" from S&P Global Ratings, "A++ (Superior)" from A.M. Best, and "AA- (Very Strong)" from Fitch Ratings. HCC Life is backed by the financial strength of its parent company, HCC Insurance Holdings, Inc. Visit www.tokiomarinehcc.com/life.

About On Call International

On Call International is a leading provider of fully-customized travel risk management services protecting millions of travelers, their families, and their organizations. The Company understands that when traveling, every problem is unique – a medical crisis, a political threat, even a common incident such as a missed flight - but every solution starts with customized care that ensures travelers are safe and protected. Visit www.oncallinternational.com.

VOYA FINANCIAL SEEKS SENIOR STOP LOSS UNDERWRITER

As part of the application process, a candidate account is required to log in and view application(s). Please be sure to check email regularly for information regarding our employment process.

Profile Summary

Voya Financial is looking to hire a Senior Stop Loss Underwriter who will independently underwrite more difficult group insurance applications within guidelines set for the issuance of policies on a standard or substandard basis. Voya is looking for someone who is experienced working with un-bundled products and doing aggregate calculations.

Profile Description

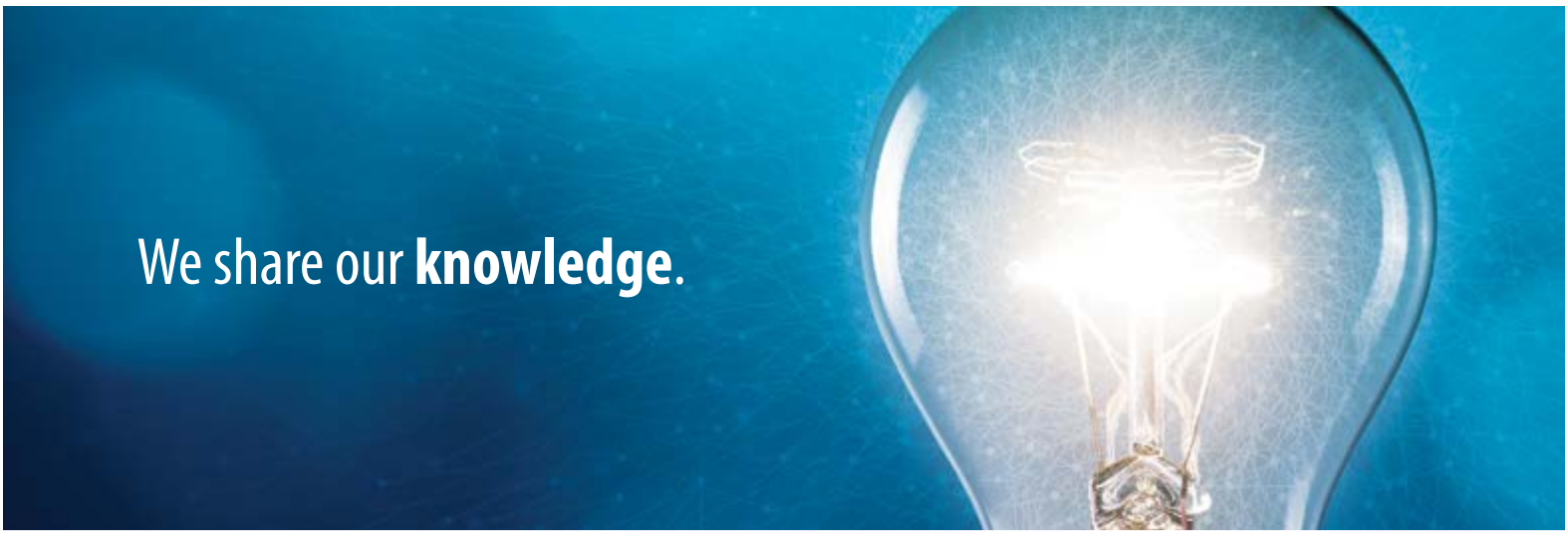
- Provide training and guidance to lower level group underwriters.
- Evaluate risk for the Stop Loss product. Analyze data such as financial condition of the client company, characteristics of employee groups, participation percentage, type of industry, or past claim experience to determine benefits and rates. Ensure proper pricing and appropriate funding methods. Coordinate underwriting activities on proposals, new cases, renewals, and amendments. Ensure that the company can administer the client's proposed benefit plan design and funding method.

Develop and maintain relationships with field personnel and clients by answering general questions and obtaining information on which to base decisions. Document and communicate decisions to necessary areas in the division. Reviews cases exceeding underwriter's review level.

- Contribute to total division profitability by analyzing/assessing client profitability through experience and expense analysis and attention to product line performance.
- Participate in product development and enhancements. Represent underwriting/service team perspective based on personal knowledge and experience.
- Other duties as assigned.

Skills/Knowledge/Abilities

- Bachelor's degree or equivalent
- 4-6 years of Stop Loss underwriting experience
- Strong problem-solving and analytical skills
- PC skills including word processing and spreadsheet applications
- Excellent written and oral communication skills



There's no simple way to overcome the rising claims trend in today's market. But we know that incorporating smart practices into our business model is helping us to gain more control of the situation. We're making informed decisions based on data analytics and industry knowledge; using the insight of in-house experts to create thoughtful solutions; and choosing our cost-containment partners wisely as we work to protect our clients' financial wellbeing.

Learn more about our efforts to help manage the unpredictable at hmig.com.

HM INSURANCE GROUP

Guarding Financial Health

STOP LOSS ▪ MANAGED CARE REINSURANCE

Critical Skills

At Voya, we have identified the following critical skills which are key to success in our culture:

- Customer Focused: Passionate drive to delight our customers and offer unique solutions that deliver on their expectations.
- Critical Thinking: Thoughtful process of analyzing data and problem solving data to reach a well-reasoned solution.
- Team Mentality: Partnering effectively to drive our culture and execute on our common goals.
- Business Acumen: Appreciation and understanding of the financial services industry in order to make sound business decisions.
- Learning Agility: Openness to new ways of thinking and acquiring new skills to retain a competitive advantage.

About Voya Financial

Voya Financial is a group of premier retirement, investment and insurance companies with 225,000 points of distribution and approximately $467 billion in total AUM and AUA as of December 31, 2018. We're dedicated to making a secure financial future possible for all Americans. And, we have the experience, resources and commitment to help you grow your business. Visit voya.com.

SILVER MEMBERS

VIRTUAL BENEFITS ADMINISTRATOR ANNOUNCES VBAGATEWAY PORTAL OFFERING AS STANDALONE PRODUCT

Germantown, WI -- Virtual Benefits Administrator, a leading-edge software design company revolutionizing the insurance industry, introduces the official launch of their payer portals, VBAGateway, as a direct to market solution.

Previously, VBA provided access to their portals as part of their Benefit Administration solution. Now, payers will be able to access the portals as a standalone solution.

What sets VBA portals apart in the market is the ability to display any type of benefit information including medical, dental, vision, flex (HRA/HSA), life, disability short & long term, medical short & long-term plans, travel insurance, voluntary and non-standard benefits. Based on Google visual design principles, the portals offer a more dynamic and intuitive approach to user engagement.

The VBAGateway portfolio consists of four uniquely designed portals built around the needs of each core audience. User experience is top of mind with continuous enhancements, real-time administrative communication, and true portal gamification configured to reward positive behaviors and drive loyalty. VBAGateway grows in tandem with clients' business as a scalable portal solution.

"We're thrilled to introduce VBAGateway to the market as a stand-alone product offering," says Mike Clayton, CEO of VBA. "VBAGateway offers our clients seamless access to information, robust self-service capabilities, and portals that are fully implemented and functional in an average of 90 days."

About VBA

Virtual Benefits Administrator (VBA) is a proactive, leading edge software design company providing custom solutions to the insurance industry for nearly 20 years. Uniquely delivered on a secure, cloud-based architecture, VBA provides one-common architecture for all Employee Benefit Administration. Our software development process focuses on continuous improvement to address the requirements of the ever-changing healthcare industry. This empowers our clients to focus on business strategy and growth while streamlining their operations. Contact Jessica Luacaw, Vice President Enterprise Solutions, at 262-374-6021, jluacaw@vbasoftware.com and visit vbasoftware.com.

D. W. VAN DYKE APP APPOINTS JOE SABOL AS SENIOR VICE PRESIDENT, MARKETING

Shelton, CT – D. W. Van Dyke & Co., Inc., a Reinsurance Intermediary specializing in the Medical Stop Loss industry, announces the appointment of Joe Sabol as Senior Vice President, Marketing.

"We are very excited to have someone of Joe's caliber join our company", said Walt Roland, President of DWVD. "Joe will assist us in solving many of the challenges that today's Stop Loss Market present. His experience and extensive knowledge of the U.S. health insurance and reinsurance industry will complement our company perfectly and we expect him to be a big part of our continuing success."

Mr. Sabol has over 30 years of experience in the insurance and reinsurance industries, most recently serving as Senior Vice President, Head of US Medical Client Markets at Swiss Re America. His professional experience also includes high level positions at Munich Re and Anthem Health & Life Insurance Company. Joe is an alumnus from Penn State University, where he earned his Bachelor of Science degree in Mathematics.

About D. W. Van Dyke and Co., Inc.

Founded in 1978, DWVD provides intermediary and advisory support for reinsurance placements, distribution, product development consulting and direct brokering services on behalf of institutional clients. DWVD works throughout the Life, Accident & Health space, most prominently in the stop loss business. DWVD's customers and markets include Insurance Companies, Reinsurers, TPAs, MEWAs, Cooperatives, MGAs, distribution companies and others. Contact Liz Pilgrim at epilgrim@dwvd.com and visit www.dwvd.com.

ACS BENEFIT SERVICES WELCOME WELCOMES JON SLOWIK AS NEW REGIONAL DIRECTOR OF SALES

Winston-Salem, NC – ACS Benefit Services announced that Jon Slowik has joined the company as Regional Director of Sales. He will report to ACS' Vice President of Sales, Joe Meyer, and be responsible for self-funded sales in Charlotte, NC and the surrounding the region. Additionally, he will be responsible for cultivating new broker relationships and maintaining existing partnerships in support of new sales.

Slowik comes to ACS with more than 25 years of experience in employee benefits. Most recently, he served as a Regional Sales Manager for Versant Health. Prior to that, he held various roles in a number of organizations including sales positions with both Coventry Health and Aetna. While at Aetna, he was recognized as top 5 in the country for level funded sales.

Slowik is also active in several health care associations, including the Free Market Medical Association and The Charlotte Association of Health Underwriters.

"I'm excited to join ACS and impressed with how they are working to define the future of how health care benefits are delivered and paid for," Slowik said in a statement.

ACS CEO Kari Niblack echoed that excitement. "Jon has deep roots and a stellar track record in employee benefits and brings an invaluable breadth of knowledge to the table. He has a clear understanding of the challenges our clients face and knows precisely how to best address them. We are thrilled to welcome Jon to the ACS team."

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, JD, SPHR, Chief Executive Officer at KNiblack@ACSbenefitservices.com, 336.759.2013 and visit ACSbenefitservices.com.

DEERWALK PARTNERS WITH CLAROS ANALYTICS TO SIMPLIFY HEALTH PLAN DESIGN

Boston, MA -- Deerwalk, Inc., an innovative population health management, data management, and healthcare analytics software company has partnered with Claros Analytics, an industry leader in developing software applications for the pricing and analysis of health care plans, to bring customers a new tool for modeling benefit plan design. The "Plan Design" module is available with the latest release of Plan Analytics, Deerwalk's interoperable healthcare reporting and analytics application.

This new tool will inform stakeholder decisions by allowing them to run "what if' scenarios to evaluate changes to plan design, calculating the most likely cost and cost-sharing outcomes based on actuarial models built and maintained by Claros Analytics.

Proposed plan changes can be compared with a hypothetical "current state," or existing plan design for a population. When analyzing populations for which data is already available in Deerwalk Plan Analytics, demographics can be loaded directly from the data lake. This provides a shortcut for modeling plan design changes on existing groups by quickly populating the demographic values based on the selected population.

In addition to a group's demographic information, various elements can be input into a proposed scenario, including plan parameters such as deductibles, coinsurance, out-of-pocket maximums, and medical and pharmacy copays.

The results of the analysis return a high-level financial impact summary (anticipated net impact), visual charts showing a side-by-side comparison of the current plan versus the proposed scenario, and a table that breaks down the underlying financial components.

Claros Analytics' Chief Executive Officer Todd Owen said, "The opportunity to collaborate with Deerwalk on this project is truly exciting. This plan design capability will bring significant value for Deerwalk users."

Deerwalk's Chief Operating Officer Jeff Rick stated, "By combining the power of Deerwalk's computing capabilities with consistent and actuarially sound methodology from Claros, we are excited to bring clients a tool that puts their healthcare data to work, simplifying planning and budgeting decisions."

About Deerwalk, Inc.

Deerwalk is an innovative population health management, data management, and healthcare analytics software company based in Lexington, Massachusetts. Founded in 2010, Deerwalk is privately held with over 300 employees worldwide, including a technology campus in Kathmandu, Nepal. We partner with industry leaders responsible for making decisions for the health of a population to optimize costs and improve the quality of care. Deerwalk offers a complete population health management suite built on a foundation of data integrity that delivers reliable data insights and actionable intelligence. Contact Tim Huke, Chief Growth Officer, at (949) 233-4908, thuke@deerwalk.com and visit www.deerwalk.com.

About Claros Analytics, LLC

Claros Analytics, based in Princeton, New Jersey, develops cutting edge software for employee benefits professionals who want powerful and easy to use tools that deepen their understanding and consulting capabilities for their client's health benefits plans. Our Health Benefits Consulting Suite and Actuarial Advisor rating manual are used by consultants, brokers, TPAs, plan sponsors, actuaries, reinsurers and stop-loss carriers. To learn more, visit www.clarosanalytics.com. Contact Todd Owen, Chief Executive Officer, at (609) 275-6550, towen@clarosanalytics.com and visit www.clarosanalytics.com. ■

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Everything You Need to Know

Now Updated to Address the Recent Court Ruling Affecting AHPs!

Sponsored by the Health Care Administrators Association (HCAA), this advanced microlearning course explores the importance of Association Health Plans (AHPs) and the impact of the Presidential Executive Order authorizing their development.

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- *How will this affect Multiple Employee Welfare Arrangements (MEWAs) in all states?*

Written by industry expert Lawrence Thompson, this insightful course covers every aspect that experienced life and health insurance brokers and producers, underwriters, actuaries, TPAs, attorneys, accountants, employee benefit specialists and other self-funding industry professionals need to consider when proposing to develop an Association Health Plan.

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- Association Health Plans and MEWAs
- State Regulation of Association Health Plans
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JUNE 2019

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Articles or guideline inquiries can be submitted to Editor Gretchen Grote at ggrote@sipconline.net

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