



# 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](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

**GREG SULLIVAN NAMED SENIOR VICE PRESIDENT, STRATEGY AND PROJECT MANAGEMENT OFFICE, FOR HM INSURANCE GROUP**

PITTSBURGH – Greg Sullivan has been named senior vice president, Strategy and Project Management Office, for HM Insurance Group (HM). In this role, he will be responsible for providing direct oversight, accountability and coordination of HM's business activities related to the execution of the company's strategic initiatives.

"Greg has a talent for bringing together multiple stakeholders and fostering a collaborative work environment where goals can be achieved," Tom Doran, president, HM Insurance Group, said. "His ability to make connections, weave them into plans and see them through to execution will enable us to further our capabilities in this evolving insurance marketplace."

With more than 30 years of insurance experience (the last 20 in medical stop loss), Sullivan's areas of expertise include all facets of stop loss, actuarial services, life and health insurance, reinsurance, risk management and finance. He frequently serves on industry panels, where he shares his knowledge with industry professionals.

Prior to joining HM, Sullivan helped FullscopeRMS start up its stop loss solutions vertical. Before that, he spent 14 years in a leadership role for Cigna's stop loss business. His work experience also includes time with several other top insurance companies, including Hartford Life.

Sullivan is a graduate of Lafayette College in Easton, Pennsylvania. He has attained the Fellow of the Society of Actuaries (FSA) designation and is a member of the American Academy of Actuaries.

**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. 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. Visit [hmig.com](http://hmig.com).*

**AMWINS APPOINTS ALEX KAPLAN AS EXECUTIVE VICE PRESIDENT FOR ALTERNATIVE RISK**

CHARLOTTE, NC – AmWINS Group, Inc. ("AmWINS"), a global distributor of specialty insurance products and services, announced that Alex Kaplan has been named

Executive Vice President for Alternative Risk.

In his new role, Kaplan will lead a new strategy around the development of parametric solutions and other bespoke coverages, on both a stand-alone basis and in conjunction with other traditional and non-traditional solutions for client risk transfer. He will also be responsible for developing new products and capital sources for AmWINS, its retail customers and their clients.

"Alex has been at the forefront of understanding emerging risk needs and has an extensive history of creating innovative products, solutions and markets. His work has always focused on affordable ways of closing the gap between insured and uninsured loss, and we're excited that he will be leveraging that global expertise in support of our retail brokers and their insureds," said Scott M. Purviance, Chief Executive Officer of AmWINS.

Prior to joining AmWINS, Kaplan spent 11 years at Swiss Re, where he most recently served as Head of North America for the company's Public Sector Solutions unit.

In this role, he supported the needs of governments and international financial institutions in managing their financial risks to help society create effective responses to major challenges, including natural catastrophes and climate change, permanently transforming the industry's approach to these complex and growing risks.

These initiatives ranged from helping to establish the US National Flood Insurance Program's first engagements with the (re)insurance industry to

assisting in the creation of the first parametric insurance policy on a natural asset, the Meso-American reef in Mexico. Kaplan co-developed a patented parametric windstorm insurance mechanism.

"The industry faces an exciting juncture to help alleviate new challenges in an evolving risk landscape," said Kaplan. "The confluence of technology, data digitization and computational power today will enable the industry to address the risks of society in new and powerful ways. I'm thrilled to join AmWINS to apply and scale these solutions across their vast network and bring new value to our clients."

Kaplan has deep expertise in government and public finance. He began his career by serving on the staff of the Committee on Ways and Means in the U.S. House of Representatives working on tax and economic policy. From 2006 to 2008, he served as the Deputy to the Assistant Secretary for Legislative Affairs for the United States Department of the Treasury under Secretary Henry M. Paulson.

Kaplan received a Bachelor of Arts degree in economics from Hobart College.

#### **About AmWINS Group, Inc.**

*AmWINS Group, Inc. is the largest independent wholesale distributor of specialty insurance products in the United States, dedicated to serving retail insurance agents by providing property and casualty products, specialty group benefit products and administrative services. Based in Charlotte, N.C., the company operates through more than 115 offices globally and handles premium placements in excess of \$17 billion dollars annually. Visit [www.amwins.com](http://www.amwins.com).*

## SILVER MEMBERS

### **NOVA HEALTHCARE ADMINISTRATORS NAMES JIM WALLESHAUSER AS PRESIDENT**

BUFFALO, NY -- Nova Healthcare Administrators announced James "Jim" Walleshauser has been named as president, effective immediately.

Walleshauser has more than 20 years of senior management experience with a proven track record of strategic planning and organizational leadership, most recently as president of Evolve Practice Partners.

Prior to that, Walleshauser served as Senior Vice President of Health Care Service Operations at Independent Health where he was responsible for coordinating and implementing strategic and operational initiatives for health care services and medical management.

"Nova is delighted Jim will lead the company into our next stage of growth," said Todd Martin, Chief Sales Officer. "Jim's record of operational improvement and data-driven business management are aligned with Nova's proactive approach to trend

management as a way to improve health outcomes and manage costs for clients."

Walleshauser joins Nova during a period of rapid growth. Nova supports more than 230,000 members spanning 37 states, providing a variety of medical, private-labeled administrative solutions, COBRA, vision, dental, and reimbursement account services to clients.

"I am excited and honored to join the strong leadership team here at Nova," Walleshauser said. "Nova's specialized approach to serving its clients and to fostering an amazing work culture is second to none, and I look forward to supporting the company's strategic initiatives towards growth in the coming years."

With the appointment of Walleshauser as President, Nova bolsters its commitment to providing clients creative, innovative benefit solutions which meet the unique needs of its diverse and ever-growing client base.

#### **About Nova**

*Headquartered in Buffalo, NY, Nova is a wholly-owned affiliate of Independent Health. Evolving over the last 30 years, Nova aims to manage trend to reduce health care spend and improve health plan performance. Nova works with flexibility to provide clients the solutions they need in the way they need them including medical, dental, vision, COBRA, reimbursement account administration, and private-labeled partnerships.*

*Nova provides clients with flexible plan design, national network solutions, customized trend management*

strategies and personalized service. Nova was recognized as one of Modern Healthcare's Best Places to Work in Healthcare 2019 and Best Companies to Work for in New York. Visit [www.novahealthcare.com](http://www.novahealthcare.com).

## H.H.C. GROUP ANNOUNCES DEAN VADEN AS VICE PRESIDENT SALES, NATIONAL ACCOUNTS

H.H.C. Group is proud to announce the addition of Dean Vaden as Vice President of Sales, National Accounts. Dean brings over 20 years of experience in cost containment within organizations in the healthcare and insurance industry.

Before joining H.H.C. Group he served as CEO and President of Devon Health Services PPO Network and Consilium Out of Network Claims Solutions. Prior to that Dean was with Coventry/ First Health Division as National Sales Director responsible for the nationwide sales team marketing the First Health PPO network.

"Dean brings a unique combination of industry knowledge, experience, proven sales acumen, and client service expertise", said Dr. Bruce Roffé, H.H.C. Group's President and CEO. "His broad perspective enables him to identify the best ways to deliver the greatest cost containment value to all types and sizes of self-insured payors."

### About H.H.C. Group

H.H.C. 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. 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), Case Management Utilization Review, Data Mining, Disease Management and Pharmacy Consulting. For additional information about H.H.C. Group and our services, visit [www.hhcgroup.com](http://www.hhcgroup.com) or contact Bob Serber at [rserber@hhcgroup.com](mailto:rserber@hhcgroup.com) or 301-963-0762 ext. 163. ■

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# SIIA NEW MEMBERS

## DECEMBER 2019

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Larry Aldrich  
CEO & Co-Founder  
NewAm Health LLC  
Scottsdale, AZ

### EMPLOYER CORPORATE MEMBERS

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Self-Insurers' Publishing Corp.

### 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)

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