

# NEWS

## FROM SIIA MEMBERS



## 2020 MARCH 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

### HM INSURANCE GROUP PROMOTES DAVE MANNING TO DIRECTOR, UNDERWRITING

Dave Manning has been promoted to director, Underwriting. In this role, he will take over responsibility for New England, New York and the West Coast. He also will be responsible (from an underwriting perspective) for producer agreements with Willis Towers Watson and Brown & Brown.

Dave joined HM in August 2019 as a consultant underwriter and worked primarily on underwriting business from Willis Towers Watson throughout the renewal season. He joined HM from Symetra, where he held senior positions in underwriting leadership and also has experience at The Hartford.

Dave brings a wealth of industry knowledge and experience to his new role, and I expect he will be a significant resource for our current underwriting and sales teams and our clients. He is a graduate of Boston University and lives in the Hartford, Connecticut, area.

#### **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).*

### RENALOGIC PROMOTES MARK MASSON TO PRESIDENT

PHOENIX, AZ -- Renalogic, the leader in comprehensive kidney care and dialysis cost containment, announced Mark Masson has been promoted to President following a year of unprecedented growth for the company.

Renalogic has operated for nearly two decades around a central mission: to drive positive change for kidney disease and cost management. The company continues to be the leader in innovative services for dialysis cost containment and has proven results in delaying or preventing the progression to dialysis for its members. In 2019, Renalogic's revenue grew over 60%, its profitability increased by 16%, and the company more than doubled its headcount.

Mark Masson joined Renalogic in 2018 with 25 years of diversified experience across the healthcare sector in operations, sales and marketing, product development, and M&A.

"Mark has utilized his strategic and execution-oriented approach to help bring our business to new heights. He is a champion for Renalogic's vision and core values, and is a natural fit as President," said Lisa Moody, CEO of Renalogic. "We have created the most comprehensive approach to kidney care in the industry. I am very proud of the record growth we have achieved and the difference we are making in our client's lives."

As Renalogic's President, Mark will lead the company's process teams, including sales and marketing, quality and strategy, project management, IT and data, cost containment, and the Kidney Dialysis Avoidance Program (KDAP). He will be directly responsible for supporting future business partnerships, furthering Renalogic's organizational health initiatives in order to help drive the company's financial health.

"I am excited to lead Renalogic's passionate team and partners who are tireless advocates for our clients," said Mark Masson. "Renalogic is transforming how the industry thinks about kidney care and dialysis, and I am thrilled to be at the forefront of this mission."

#### **About Renalogic**

*Renalogic has been the industry leader in dialysis cost containment for nearly 20 years and continues to innovate through the impact of The Renalogic Chronic Kidney Disease and Diabetes Management Program. We are not abandoning dialysis cost containment. We are revolutionizing it by simplifying the costs and clinical complexities of chronic kidney disease to make a positive impact on reducing the dialysis incidence rate in every population we*

*touch. Every chronic condition leading to kidney disease is manageable and even preventable when identified early. Visit [www.renalogic.com](http://www.renalogic.com).*

## VALENZ APPOINTS NEW CHIEF EXECUTIVES

Key Leadership Moves Support Rapid Expansion of Industry's First Health Administrative Ecosystem

PHOENIX, Ariz. – The Board of Directors at Valenz™ today announced the appointment of Rob Gelb as Chief Executive Officer. Gelb, who joined the firm in 2018 as Chief Revenue Officer, succeeds Josh Carder as CEO, while Carder assumes a new position as Chairman of the Board.

"When Josh founded this company 17 years ago, he did so with a vision to solve the complex administrative challenges affecting healthcare costs – and that vision still drives us today," said Gelb. "It is an honor to be selected as CEO to continue moving forward through the power of innovation and next-generation data integration."

Since joining Valenz, Gelb has been instrumental in integrating key acquisitions that created the foundation for the company's single-source solutions and data analytics platform, also known as the Valenz health administrative ecosystem. Throughout his 30+ year career, he has held leadership positions at several prestigious firms, including York (now Sedgwick), Coventry, CIGNA and others.

"Rob is a highly esteemed leader with a proven record of strategic and tactical success in creating and expanding healthy companies, and I am thrilled that he is now taking the reins as CEO of Valenz," said Carder, adding that he is equally excited to become Chairman of the Board, where he can continue to influence the Valenz vision and promise of smarter, better, faster healthcare.

In addition to Gelb's appointment, the board also announced that Amy Gasbarro has been appointed to Chief Operations Officer. With an extensive leadership background spanning two decades at companies focused on population health and cost management solutions for self-funded employers, Gasbarro joined Valenz in 2018 as President of Valenz Care, the firm's care management solution.

## Don't Be Left Behind!



**Let Ringmaster Technologies Drive You Into the Future of Healthcare Stop-Loss Automation.**

We provide fully automated integrated applications for your entire administrative **Stop-Loss** processes and workflows.

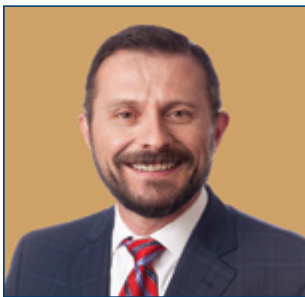
[rmtsales@ringmastertech.com](mailto:rmtsales@ringmastertech.com) • 913.521.2204 • [ringmastertech.com](http://ringmastertech.com)



# Delaware

## Advantage

- Delaware takes captive insurance company licensing to a new level that Speeds to Market the licensing process.
- Delaware is the first in the nation to electronically offer a conditional certificate of authority as part of the general application.
- Delaware's conditional certificate of authority means receiving a license to conduct insurance business the same day of submitting the application to do business.



**STEVE KINION, DIRECTOR**  
*Bureau of Captive &  
Financial Products*  
**Department of Insurance**



**Trinidad Navarro**  
*Insurance Commissioner*



### **BUREAU OF CAPTIVE & FINANCIAL INSURANCE PRODUCTS**

Delaware Department of Insurance  
1007 Orange Street, Suite 1010  
Wilmington, DE 19801  
302-577-5280 | [captive.delaware.gov](http://captive.delaware.gov)  
Trinidad Navarro, Insurance Commissioner



"Through the analytic and predictive power of the ecosystem, we are continuously expanding our ability to influence better health outcomes and reduce total cost of care," said Gasbarro. "This is a very exciting time for Valenz, and I look forward to my new role in shaping a more prosperous future for our company, and more importantly, for our clients."

#### 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.*

#### 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

### JEFF BROWN JOINS ADVANCED MEDICAL PRICING SOLUTIONS (AMPS) AS NEW REGIONAL VICE PRESIDENT OF SALES

Peachtree Corners, GA -- Advanced Medical Pricing Solutions (AMPS) has expanded its channel sales team with the hire of Jeff Brown as Regional Vice President of Sales. His focus will be on new business development in the Western region.

Previously with UMR and EBMS, Jeff joins AMPS with proven success in delivering comprehensive strategies and tactics to meet business development objectives. His knowledge of self-funded Health Plans and reference-based pricing programs make him an exceptional addition to the AMPS sales team.

In 2019, AMPS reported record growth, under the guidance of a new and experienced leadership team. The industry is experiencing an explosive increase in the number of self-insured Health Plans and claim pricing is a primary focus in controlling overall costs.

Jeff Brown will reinforce the importance of AMPS' products and services as a way for prospects to manage their healthcare spend. To contact Jeff, email [jeffreybrown@advancedpricing.com](mailto:jeffreybrown@advancedpricing.com).

### ADVANCED MEDICAL PRICING SOLUTIONS (AMPS) HIRES NEW MARKETING SPECIALIST, AMANDA HERTIG

Peachtree Corners, GA -- Advanced Medical Pricing Solutions (AMPS) is pleased to announce its recent hire, Amanda Hertig, who has joined the enterprise as a Corporate Marketing Specialist, working out of the new Phoenix, AZ office. Within this role, Hertig will be a strategic player in supporting AMPS through its continued growth and evolution as a market leading healthcare pricing and technology company.

"I was attracted by the company's mission to provide outstanding service to their clients, while materially reducing healthcare costs. By providing the self-funded market with the necessary tools for data-driven outcomes, they can keep their member's satisfied with quality healthcare benefits. This will truly create a sustainable difference within the healthcare space."

Hertig comes to AMPS with a BS in Marketing and Public Relations, and over fifteen years' experience as a Marketing professional, with five years in the healthcare industry.

Previously with United Claim Solutions, now Valenz Health, she has worked extensively in brand management, digital media, event planning, graphic design and has worked diligently to educate both clients and members through targeted outreach. To contact Amanda Hertig, email [ahertig@advancedpricing.com](mailto:ahertig@advancedpricing.com).

Work with a company that **makes connections.**



Choose coverage that aligns you with **experience,**  
**market insight, data-driven decisions and accessible experts.**

When you work with HM Insurance Group, you can connect with thought leaders and smart ideas steeped in regional knowledge and backed by financial stability. We build relationships – nationwide and for the long-term – ever mindful of the evolving health care landscape and committed to protecting the financial well-being of our clients from the impact of catastrophic claims. **Find more on [hmig.com](http://hmig.com).**

**HM** INSURANCE  
GROUP  
Guarding Financial Health

STOP LOSS ■ MANAGED CARE REINSURANCE

Coverage is underwritten by HM Life Insurance Company, Pittsburgh, PA; Highmark Casualty Insurance Company, Pittsburgh, PA; or HM Life Insurance Company of New York, New York, NY.

MTG-3258 (2/20)



# Catastrophic injuries are more than physical. They're emotional as well.

Our innovative Whole Person approach treats both mind and body.

By considering every way a worker is affected by a catastrophic injury,  
we're making people and their families whole again.

Learn more at:  
[www.paradigmcorp.com](http://www.paradigmcorp.com)

## AMPS APPOINTS HEALTHCARE LEGAL VETERAN AS GENERAL COUNSEL

ATLANTA, GA – Advanced Medical Pricing Solutions (AMPS), the pioneer in cost containment for the self-insurance industry, today announced the appointment of Attorney Laura A. Conte, a healthcare legal industry veteran with a quarter-century of experience, as General Counsel.

In her new role, Attorney Conte's responsibilities include oversight of all legal issues within AMPS' internal and external departments, contract management and design, negotiations and settlement structures for cost containment and corporate governance and business policy.

Previously, Attorney Conte served as General Counsel and Chief Claims Officer for Massachusetts-based healthcare technology company Advanced Medical Strategies where she managed the company's legal affairs on a broad range of matters, including internal audits and assessments. Prior to that, she served as General Counsel for INTEICO Inc. and as Vice President and Chief Compliance Officer for TRU Services Inc. Attorney Conte is a graduate of Massachusetts School of Law and Suffolk University.

"I am delighted to join such a talented team of professionals that is committed to reducing healthcare costs while

maintaining high-quality care," Conte said. "Over my 25-plus years in this industry, I have watched AMPS grow and succeed in an ever-changing market. The team's corporate values in leadership and dedication to true cost containment align with my values as an attorney."

"Self-funded employers and other consumers of healthcare and health insurance have for too long been forced onto an unsustainable path of absurdly rising costs that divert resources from investments that could instead drive economic and job growth," said Kirk Fallbacher, CEO, AMPS. "We are excited to add Laura's expertise and experience to our legal team as we continue advocating for our members to secure healthcare pricing that's fair and affordable for all."

AMPS' addition of Attorney Conte follows the continued expansion of its executive team, which recently added several healthcare and health insurance industry veterans to its leadership team. The addition of these new experts, who together bring decades of experience in bending the cost curve to control the skyrocketing cost of healthcare, will help AMPS greatly enhance its ability to serve self-funded employer groups, brokers and third-party administrators.

## AMPS EXPANDS LEADERSHIP TEAM WITH INDUSTRY EXPERTS IN HEALTHCARE COST CONTAINMENT

ATLANTA, GA – Advanced Medical Pricing Solutions (AMPS), the pioneer in cost containment for the self-insurance industry, today announced the addition of six healthcare and health insurance industry veterans to its executive leadership team. The addition of these new experts, who together bring decades of experience in bending the cost curve to control the skyrocketing cost of healthcare, will help AMPS greatly enhance its ability to serve the self-funded industry.

In the C-suite, Thaddeus Kwiatkowski has assumed the duties of Chief Financial Officer. Mr. Kwiatkowski brings a proven track record in finance, administration and accounting across several diverse industries, including healthcare, software, major airlines and communication services.

He will be charged with maintaining the financial health of the organization as well as planning for the explosive growth AMPS expects in 2020 as more employers seek to tame their investments in health insurance.

Mr. Kwiatkowski joins AMPS from Cotiviti, where he was Vice President, Global Financial Planning and Analysis. His healthcare finance experience includes serving as Vice President, Financial Planning and Analysis at nThrive and Director of Finance,



# Your Business. Your Time. Your Way.

Innovative, turnkey claims administration software with a global footprint.

Hi-Tech Health Inc. is a leading supplier of application software, data migration, and implementation services with 30 years of experience and installations on 4 continents.



## Unlock Your Business's Potential with Our Series 3000 Claims Administration System Offering:

- Custom, Cloud-Based Web Application
- GDPR, HIPAA, and HITECH Compliant
- Automated Claims Adjudication and Premium Management
- Integrated Electronic Payments
- Mobile Applications and Portal Connectivity



**hi-tech health**

Solutions as individual as You

1500 Route 517 Suite 200  
Hackettstown, NJ 07840  
(908) 813-3440  
[hi-techhealth.com](http://hi-techhealth.com)  
[sales@hi-techhealth.com](mailto:sales@hi-techhealth.com)

Spend and Clinical Management at MedAssets. He holds a Bachelor of Business Administration degree in management information systems and finance from the University of Georgia.

The C-suite was further expanded with the addition of Lawrence Thompson as Chief Strategy and Revenue Officer. Mr. Thompson will be focused on using his more than 40 years of healthcare delivery experience to enhance AMPS corporate strategy, revenue and growth as well as augmenting the organization's capabilities in client services.

Mr. Thompson comes to AMPS after serving as co-founder and CEO at Inventavis as well as President/CEO at BSI Consulting. Prior to joining BSI, he was Regional President at POMCO and President of Health Insurance Company of America. He holds a Master of Business Administration in finance from the University of South Florida and a Bachelor of Arts, economics and management from Florida Presbyterian/Eckerd College.

AMPS also added two new senior vice presidents, each of whom will have direct oversight over specific functional areas. Their goals will be to ensure AMPS delivers world-class performance in those areas.

Jonathan Jeffress was appointed to the position of Senior Vice President of Operations, where he will oversee daily operations as well as the delivery of AMPS solutions to the organization's growing client list. Mr. Jeffress has more than 20 years of experience serving healthcare and health insurance organizations, and brings in-depth expertise in organizational management, process improvement, implementation/

integration, IT and service delivery. Before joining AMPS, he served as Vice President of Operations, Client Delivery and Implementation Services at Cotiviti. His experience also includes management positions at industry leaders Xerox and Lockheed Martin. Mr. Jeffress is an alumnus of the University of Alabama.

Evelyn Kemp was promoted to the newly created position of Senior Vice President, Client Services after joining AMPS in 2017 as Vice President, Account Management. Ms. Kemp will lead the account management, advocacy and care navigation teams as they work to help self-insured plans take back control of their healthcare spend and educate their members to get them engaged in lowering their healthcare costs.

Prior to joining AMPS, Ms. Kemp was a Senior Account Manager at Zelis Healthcare and served as an Account Manager at Viant. She holds a Bachelor of Business Administration from Kennesaw State University.

This stellar executive team was put together by Kirk Fallbacher, who became President and CEO of AMPS after joining the organization in 2016 as its Chief Operating Officer/Chief Technology Officer. Mr. Fallbacher brings more than 20 years of experience serving healthcare and health insurance organizations with in-depth experience in IT strategy, service delivery, enterprise integration, application development and analytic solutions.

He has also served in leadership roles at several technology and consulting firms, most recently as Healthcare Practice Director at Netrix, LLC. While there, he also served as a board member on Ingram Micro's Healthcare Advisory Council. Prior to those positions he was CEO and President of ITR Mobility when it was acquired by Zebra Technologies, and a principal at Trill Systems.

His entrepreneurial and analytics experience includes positions as Chief Technology Officer/Chief Operating Officer at Swingtide, Vice President at Alternian, President/Chief Technology Officer at Who2Trust and President at Geneva Software, which was acquired by Platinum Technology where he became Vice President, Network Management. Mr. Fallbacher holds a Bachelor of Science, computer science and mathematics degree from Western Illinois University.

"Over the last few years, the cost of health insurance and healthcare has risen dramatically for employers and their employees," said Mr. Fallbacher. "It is clear the path the U.S. is on is unsustainable. AMPS' entire reason for being is to reverse that trend and help make healthcare fair and affordable for everyone. We have developed unique solutions and have now assembled a team of outstanding professionals to help us bring those solutions to all who need them. When I look at the talent, we now have on our leadership team I can't help but get excited for the future, and I believe our clients will as well. We are excited for our team to bring years of experience to help even more organizations and individuals contain their costs at every level throughout the healthcare industry."

**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****JACKSON LEWIS TAPS HOWARD SHAPIRO AS CO-LEADER OF ERISA LITIGATION PRACTICE**

NEW ORLEANS, LA - Jackson Lewis P.C., one of the country's preeminent workplace law firms, is pleased to announce Howard Shapiro has joined the firm's New Orleans office as a Principal.

Mr. Shapiro has almost 40 years of experience in the employee benefits litigation space and is nationally recognized as one of the top ERISA litigators in the country. He joins the firm from Proskauer, where he was Co-Leader of the firm's national ERISA Litigation practice and the Office Managing Partner in New Orleans. Mr. Shapiro will serve as Co-Leader of Jackson Lewis' ERISA Complex Litigation Group alongside René E. Thorne.

"Howard is a first-rate, nationally-acclaimed ERISA litigator and we are excited that he has joined Jackson Lewis," said Firm Co-Chairs William J. Anthony and Kevin G. Lauri in a joint statement. "His arrival at the firm elevates the firm's national ERISA litigation capabilities and was the key factor in our decision to augment our existing ERISA litigation team by creating the ERISA Complex Litigation Group. René and Howard worked together closely in other firms for more than a decade, honing their complex ERISA litigation skills. The firm is dedicating significant resources to the newly formed ERISA Complex Litigation Group."

The ERISA Complex Litigation Group has immediate and ready access to the firm's entire Employee Benefits Practice Group and the Class Actions and Complex Litigation Practice Group to address comprehensive client needs in the ERISA litigation space.

Mr. Shapiro's practice focuses on the defense of large, sophisticated ERISA class actions. He defends "bet-the-company" litigation where damages are potentially material. His cases involve the defense of Defined Benefit plans, 401(k) Plans, and 403(b) Plans.

Mr. Shapiro also defends litigation involving health and welfare plan issues. His practice is nationwide, and throughout his career, Mr. Shapiro has appeared as counsel across the entire country. Typically, his cases involve damage allegations in excess of hundreds of millions of dollars.

Mr. Shapiro has defended cases involving: breach of fiduciary duty; breach of the duty of loyalty; Prohibited Transactions; 401(k) Plan asset







Your  
high  
expectations

+

Our  
expert  
capabilities

=

Extra  
peace of mind



## Swiss Re Corporate Solutions

We've got your back. Four words that you want to hear when seeking to self-fund employee medical benefits, particularly when facing the potential costs and risks associated with a self-funded benefit plan. At Swiss Re Corporate Solutions, our integrative National Employer Captive program brings our brokers, payers and their clients extra peace of mind through protection against catastrophic claims. Designed for groups with 50-400 enrolled employees, this captive program allows a small or medium size employer to participate as a member of a risk bearing entity with like-minded employers, providing both peer support and long-term financial stability. Most importantly, captive members get to jointly control their own risk and spend only the money they use. **We're smarter together.**

[corporatesolutions.swissre.com/eslcaptives](https://corporatesolutions.swissre.com/eslcaptives)



performance, fees, and expense issues; 403(b) Plan asset performance, fees, and expense issues; defined benefit plan asset issues, accrual issues, and cut-back issues; Cash Balance Plan issues; ESOP litigation; fiduciary misrepresentation claims; sophisticated preemption issues; Executive Compensation litigation, both pension and welfare claims; Directed Trustee claims; retiree rights litigation; severance plan class actions; Section 510 cases; and complex benefit claim cases.

He has appeared in federal courts from coast to coast while maintaining an active national ERISA litigation practice.

"When I retired from Proskauer, I considered a wide range of options and quickly decided that Jackson Lewis

was the right firm to continue my national ERISA litigation practice," said Shapiro. "I have worked with René, Office Managing Principal Charles Seemann and several other attorneys in the New Orleans office, at various law firms since the 1990's. The opportunity to 'put the band back together' was outcome determinative as the firm now has among the finest collection of ERISA litigation talent in the country. I am delighted to reunite with my former colleagues as we launch Jackson Lewis' ERISA Complex Litigation Group."

Mr. Shapiro has been named as one of the Top 40 Benefits Lawyers in the country in the category of litigators representing management by The National Law Journal. Additionally, he has been featured as a Band 1 ranked attorney by Chambers and Partners, in the "ERISA Litigation in USA – Nationwide" category.

Mr. Shapiro was one of the founding fellows and initial members of the Board of Governors of the American College of Employee Benefits Counsel and is a Fellow of the College of Labor and Employment Lawyers. Mr. Shapiro is also the former Chair of the American Bar Association Section of Labor and Employment Law, and past Chair of the American Bar Association's Joint Committee on Employee Benefits.

He is ranked as a Top 10 attorney state-wide by Louisiana Super Lawyers. Additionally, Howard served as a member of the Board of Governors of the American Bar Association.

**CaptiveOne**  
ADVISORS®

CAPTIVE FORMATION  
AND MANAGEMENT

THIRD-PARTY ACTUARIES

US-DOMESTIC CAPTIVES



FOR MORE INFORMATION VISIT [CAPTIVEONE.COM](http://CAPTIVEONE.COM)



## ON YOUR TEAM.

At AmWINS Group Benefits our team of specialists wakes up every morning committed to bringing your team innovative solutions to the opportunities and challenges you and your self-funded clients face. That's the competitive advantage you get with AmWINS Group Benefits.

**Stop Loss**  
Insurance Services

**BrokerNetUSA**

**AmWINS**  
Group Benefits  
| SMALL BUSINESS PRACTICE |

**LISI**

**AmWINS**  
Group Benefits, Inc.

**WebTPA**

**GBS**  
Group Benefit Services

**CO power**

**IMPACT**  
interactive

**AmWINS Rx**

**stealth**  
PARTNER GROUP

**Communitas**

**BEACON**  
RISK STRATEGIES

**(true)**  
benefit

**smic**

**amwins.com**

Mr. Shapiro received his J.D. from Loyola University New Orleans College of Law, his M.A. from McGill University and his B.A. from Tulane University.

Mr. Shapiro is Jackson Lewis' ninth lateral hire in the employee benefits practice within the past year. His arrival, combined with our existing ERISA litigation talent, resulted in the formation of the firm's ERISA Complex Litigation Group. Last month, ERISA litigation pro Stacey C.S. Cerrone joined the firm as a Principal, along with seasoned ERISA litigation Associate, Lindsey H. Chopin, both also formerly of Proskauer.

Jackson Lewis' New Orleans office can be reached at (504) 208-1755.

#### **About Jackson Lewis**

*Focused on labor and employment law since 1958, Jackson Lewis P.C.'s 950+ attorneys located in major cities nationwide consistently identify and respond to new ways workplace law intersects business. We help employers develop proactive strategies, strong policies and business-oriented solutions to cultivate high-functioning workforces that are engaged, stable and diverse, and share our clients' goals to emphasize inclusivity and respect for the contribution of every employee.*

*Additional information about the firm can be found at [jacksonlewis.com](http://jacksonlewis.com). ■*

## **We've got a novel solution to improving health care benefits:**

**Build plans that actually benefit the employers and employees who use them.**

At Homestead, we believe that's the right way to go. Which means building plans with no network restrictions. No referrals. No hoops to jump through. Just plans built around the needs of our self-funded employer clients and their employees. Plus, on average, a Homestead Smart Health Plan saves as much as 30% on the total cost of healthcare without cost shifting to employees. All of which we think makes benefits...well, beneficial.

Our proprietary, platform-agnostic Claim Watcher system is a powerful reference-based pricing tool for auditing and repricing that can either stand alone or work as part of a comprehensive benefits plan. And our Stop Loss services protect companies against catastrophic claims.

Whether you are a TPA or a broker, a Homestead Smart Health Plan gives you a strong alternative to present to your clients that puts them at the center of the benefits equation. And *that's* a real solution to improving health care benefits.

**Homestead Smart Health Plans. Better Health For All...together.**



**[HomesteadPlans.com](http://HomesteadPlans.com) | 844-307-3788**

# SIIA 2020

## BOARD OF DIRECTORS & COMMITTEE CHAIR ROSTER

### CHAIRMAN OF THE BOARD\*

David Wilson  
President  
Windsor Strategy Partners, LLC  
Princeton, NJ

### PRESIDENT/CEO

Mike Ferguson  
SIIA  
Simpsonville, SC

### CHAIRMAN ELECT\*

Robert Tierney  
President  
StarLine  
East Falmouth, MA

### TREASURER AND CORPORATE SECRETARY\*

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

\*Also serves as Director

### SIEF BOARD OF DIRECTORS

Nigel Wallbank  
Chairman

Heidi Leenay  
President

Freda Bacon  
Director

Les Boughner  
Director

Alex Giordano  
Director

### DIRECTORS

Kari L. Niblack, JD, SPHR  
CEO  
ACS Benefit Services  
Winston-Salem

Jeffrey K. Simpson  
Attorney  
Womble Bond & Dickinson (US) LLP  
Wilmington, DE

Peter Robinson  
Managing Principal  
EPIC Reinsurance  
San Francisco, CA

Thomas Belding  
President  
Professional Reinsurance Marketing Services  
Edmond, OK

Laura Hirsch  
Co-CEO  
Aither Health  
Carrollton, TX

Lisa Moody  
President & CEO  
Renalogic  
Phoenix, AZ

### COMMITTEE CHAIRS

CAPTIVE INSURANCE COMMITTEE  
John R. Capasso, CPA, CGMA, PFS  
President & CEO  
Captive Planning Associates, LLC  
Medford, NJ

GOVERNMENT RELATIONS COMMITTEE  
Steven B. Suter  
President & CEO  
Healthcare Management Admtrs., Inc.  
Bellevue, WA

CHAIR, INTERNATIONAL COMMITTEE  
Liz D. Mariner Ford  
Senior Vice President  
Re-Solutions, a Risk Strategies Company  
Minneapolis, MN

CHAIR, SIIA FUTURE LEADERS COMMITTEE  
Brady Bizarro  
Director, Healthcare Attorney  
The Phia Group, LLC

CHAIR, TPA BEST PRACTICES TASK FORCE  
Jerry Castelloe  
Principal  
Castelloe Partners, LLC

CHAIR, WORKERS' COMP COMMITTEE  
Shelly Brotzge  
Regional Underwriter, Group  
Self-Insurance  
Midwest Employers Casualty



# SIIA NEW MEMBERS

## MARCH 2020

### REGULAR CORPORATE MEMBERS

Shmuel Melamed  
CEO  
ABC Insurance Trust  
Washington, DC

Rebecca Pollard  
Business Solutions  
Salem, VA

Nicole Lopes  
Marketing Programs Manager  
Enquiron  
Boston, MA

Lois Irwin  
President  
EZaccessMD  
Rochester, NY

Richard Gray  
President/CEO  
Know the Costs®  
Athens, GA

Pramod Ramakrishna  
Vice President  
MDI NetworX  
Baltimore, MD

Thomas DeNoma  
President  
Nevaeh Insurance Solutions  
Columbus, OH

Erica DeGroff  
Pain Specialists of Charleston  
Charleston, SC

Jennifer Ryon  
Chief Revenue Officer  
Prime Health Services  
Franklin, TN

Adrienne LaBorwit  
Director of Business Development  
True Rx  
Washington, IN

### SILVER CORPORATE MEMBER

Gregory Smith  
Coral LLC  
Oklahoma City, OK

Mayur Yermaneni  
Chief Strategy Officer  
eQHealth Solutions  
Baton Rouge, LA

### EMPLOYER CORPORATE MEMBER

Erik Newman  
Business Operations Director  
Schweitzer Engineering Laboratories, Inc.  
Pullman, WA

### CAPTIVE MEMBER

Matt Smith  
CFO  
First Mid Captive, Inc.  
Mattoon, IL

## Our Solutions Won't Drive You Mad

At AccuRisk Solutions, we've put together a team of stop loss players that can win it all. Let's talk about what you need to offer championship benefits.

### Let's Meet.

We'll be at SIIA Executive Forum—will you?  
Schedule a meeting now.



[info@accurisksolutions.com](mailto:info@accurisksolutions.com) | [accurisksolutions.com](http://accurisksolutions.com) | (312) 857-9100

