

NEWS

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2020 MAY 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. 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.



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DIAMOND MEMBERS

RENALOGIC ANNOUNCES NEW HIRES: ROBIN ANDERSON, CHAD ASHBAUGH, GREG CONRAD, JENNIFER HENRY AND MARK SCHAEFER

PHOENIX, AZ -- Renalogic, the leader in comprehensive kidney care and dialysis cost containment, is pleased to announce the hiring of five new staff members across key areas of the company.

Renalogic has bolstered its staff to meet client demand and manage expected future growth. The newest team members, Robin Anderson, Chad Ashbaugh, Greg Conrad, Jennifer Henry and Mark Schaefer, will strengthen Renalogic's client services, sales and marketing functions.

"In the last year, Renalogic experienced tremendous growth across all services," said Lisa Moody, CEO of Renalogic.

"We welcome our new team members and look forward to working together to build on our success as the leader in kidney care and cost containment."

Renalogic's new hires:

Chad Ashbaugh joins Renalogic as a Demand Generation Analyst and will manage Customer Relationship Management software and essential marketing campaigns and initiatives. Chad has a strong technology background and a proven ability to execute successful marketing programs.

Robin Anderson, Renalogic's newest Strategic Account Executive, will work to build and maintain relationships with key accounts and stakeholders. Robin joins Renalogic from Group & Pension Administrators, Inc. (GPA), where she managed nearly 30 self-funded employer groups.

Greg Conrad and Jennifer Henry have joined Renalogic as Regional Sales Directors. They will join the current team in leading sales efforts across the US.

Greg has more than 30 years of sales and operational leadership experience. He joins Renalogic from Total Wellness, where he was previously Chief Revenue Officer.

Jennifer has worked in the insurance industry for more than 20 years. She brings an in-depth knowledge of cost containment, having helped to build market-leading products for several Fortune 500 companies.

Mark Schaefer will lead Renalogic's Marketing team and drive all internal and external marketing initiatives throughout the company. Mark is a seasoned strategic marketer who brings more than 15 years of experience in traditional and digital marketing, advertising, and project management.

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 and reduce 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.

HM INSURANCE GROUP FURTHERS REACH WITH TWO NEW SALES DIRECTORS, JOHN MCCABE AND JAN GOEHRING

PITTSBURGH – In an effort to expand sales opportunities and foster relationships across diverse channels of the stop loss market, HM Insurance Group (HM) recently brought on two new sales directors with business-specific roles.

John McCabe joined HM as director, Blue Plan Partnerships. In this position, McCabe is responsible for growing relationships with current Blue partners and pursuing new Blue partnerships nationally.

He brings more than 20 years of industry experience in management, sales, consultant/broker relations and major account management to the role.

McCabe comes to HM from Kirr, Marbach & Company, LLC, where he served as director, Business Development. Prior to that, he was a managing director of business development at Fifth Third Asset Management, which followed a role as director of National Accounts for Highmark Inc.

He also has worked for CIGNA, Mercer and other industry leaders. McCabe has a Bachelor of Arts degree in Political Science from Colgate University. He is based in HM's Pittsburgh Regional Sales office.

Jan Goehring was hired as director, Sales. In this newly created position, Goehring is responsible for growing HM's reference-based pricing business, generating level funding activity and working on stop loss business with producers in the Midwest who do not already have a relationship with an HM Regional Sales office.

Goehring brings more than 20 years of industry experience in sales and business development to the role. He comes to HM from Advanced Medical Pricing Solutions (AMPS) where he served as regional vice president, Business Development.

Prior to that, he was a local sales leader for Willis Towers Watson. He also has worked for Voya, Marsh and other



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industry leaders. Goehring has a Bachelor of Arts degree from the University of Texas at Austin. He is based in HM's Houston Regional Sales office.

HM INSURANCE GROUP ANNOUNCES NEW SALES DIRECTOR FOR NEW ENGLAND REGION

Nikki Fisher-Quittmeyer recently joined HM Insurance Group (HM) as director, New England Regional Sales. In this role, she is working to grow and maintain the HM Stop Loss book of business in the company's New England territory, which serves Connecticut (except for Fairfield County), Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.

Fisher-Quittmeyer comes to HM from Aetna, Inc., where she held national and regional sales positions of increasing responsibility since 2008 and most recently served as regional vice president, sales, for Meritain Health, an Aetna Company.

Fisher-Quittmeyer brings more than 15 years of experience in sales, client management, employee benefits and insurance to the position.

HM Insurance Group Announces Chris Slezak as New Houston Regional Sales Director

Chris Slezak has joined HM Insurance Group (HM) as director, Houston Regional Sales. In this role, he will work to grow and maintain the HM Stop Loss book of business in the company's Houston territory, which includes southern Texas and Louisiana.

Slezak comes to HM after 13 years with OptumHealth, where he served as a regional sales director responsible for the development and maintenance of new and existing broker and TPA relationships for stop loss in Texas, Oklahoma and Missouri.

He also previously worked as a regional sales manager at Tokio Marine HCC and has TPA experience from his time at Smith Administrators, where he opened the Atlanta office and was tasked with building the company's footprint in that region. Bringing more than 20 years of industry experience to HM, Slezak has a Bachelor of Science degree in Finance from High Point University.

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.

Contact Jennifer Mahan, Marketing & Communications Consultant, at jennifer.mahan@hminsurancgroup.com and visit hmig.com.



ED ZWICKER JOINS VALENZ AS VICE PRESIDENT, INFORMATION TECHNOLOGY

PHOENIX, AZ – Valenz™ is pleased to announce that Ed Zwicker, MBA, has joined the team as Vice President, Information Technology.

Based in Philadelphia, Zwicker brings 35 years' experience in design, development, and implementation of highly robust data systems and business intelligence applications. He carries out innovative IT initiatives that add value to his company's primary business, creating and executing data strategies that align with business goals.

“We are thrilled to have Ed join the senior leadership team,” said Rob Gelb, Chief Executive Officer of Valenz, a leading innovator for data-driven solutions that reduce medical claim costs and promote quality healthcare. “Ed is a highly accomplished IT professional who has deep experience in achieving exceptional business results for his clients. He is well positioned to provide the vision for our technology teams and foster partnerships between IT and business.”

Most recently, Zwicker served as Vice President, Client Delivery for Integress, Inc. A mentor and trusted leader who proactively drives projects and programs, he also has held IT leadership roles at such organizations as Philadelphia Insurance Companies, Cigna and Penn Mutual.

“Valenz is an amazing company, and I'm honored to become part of the team,” Zwicker said. “I look forward to working alongside my team members and our platform partners as we continuously innovate to meet the diverse needs of every client.”

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MTG-3258 (2/20)

GOLD MEMBERS

Together, we will accomplish great things through the Valenz ecosystem and our shared promise of smarter, better, faster healthcare.”

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. Visit valenzhealth.com. Valenz is backed by Great Point Partners.

About ProServe Health Informatics

Planwatch, a product of ProServe Health Informatics, examines historical, current, and future health plan dimensions, integrates, combines and compares pharmacy and medical costs, identifies cost drivers and performance metrics, and provides tested solutions to minimize plan expenditures. Visit www.plan-watch.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. Visit www.gppfunds.com.

STEPHEN MANZELLI JOINS AMPS AS SVP OF REGIONAL SALES

ATLANTA – Advanced Medical Pricing Solutions (AMPS), the pioneer in cost containment for the self-insurance industry, today announced that 30-year health insurance veteran Stephen Manzelli has joined the organization as senior vice president of regional sales.

In this role, Mr. Manzelli will manage and support the AMPS regional sales team across the U.S. In addition he will be responsible for providing an efficient cross-sales support mechanism between his team and the AMPS enterprise sales team, as well as creating new enterprise sales opportunities in market segments such as health systems and Association Health Plans (AHPs).

“I have known and worked with members of the AMPS team for more than a decade, so I have seen first-hand what they bring to the industry,” said Mr. Manzelli. “The cost of healthcare continues to skyrocket at unsustainable levels, and we need innovative solutions to help alleviate the problem. AMPS has a relevant, focused cost management solution set and approach that makes sense for a wide range of customers. I’m looking forward to working with the team and am happy to be joining such a dynamic, professional organization.”

Mr. Manzelli comes to AMPS after serving as CEO of SSMMC, where he was responsible for overseeing the consulting firm and providing strategic guidance for customer growth and market engagement with insurance carriers, third party administrators, health systems, associations and large employers/Taft Hartley groups.

Concurrent with this position he was also a co-founder of Inventavis, a consulting firm serving a similar market. His sales experience includes positions as vice president, sales and client services at POMCO, senior vice president of sales at HealthNow Administrative Services and senior executive – client development at JLT Services Corporation.

With Mr. Manzelli’s arrival with AMPS, he and Inventavis co-founder Larry Thompson—who is now the Chief Strategy Officer and Chief Revenue Officer for AMPS—will externally leverage the acquisition of Inventavis by AMPS so that AMPS can now fully

deploy a healthcare consultancy arm in conjunction with its already formidable array of high impact, value-added services.

"Cost containment is a hot-button item for everyone in healthcare, but especially for those on the health insurance side," said Kirk Fallbacher, CEO, AMPS. "Steve Manzelli brings a deep understanding of the market and its challenges. He has seen many changes within the industry and knows how to develop solutions for clients that make sense. We are excited to add his proven expertise and high-energy approach to our growing team, and furthermore to offer a broad range of customers the consulting expertise that Inventavis has to offer."

AMPS' addition of Mr. Manzelli follows the continued expansion of its executive team, which recently added several healthcare and health insurance industry veterans to its leadership group.

The addition of these new experts, who together bring decades of healthcare experience in bending the cost curve of healthcare, will help AMPS greatly enhance its ability to serve self-funded employer groups, broker/consultants, reinsurers, third-party administrators, health systems and AHPs.

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 16 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. Visit www.advancedpricing.com.

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SILVER MEMBERS

ACS BENEFIT SERVICES ANNOUNCES NEW GENERAL COUNSEL, RONALD H. MORRIS, JR.

Winston-Salem, NC – ACS Benefit Services announced that Ronald H. Morris, Jr., has joined the ACS executive team as General Counsel, reporting to Chief Executive Officer, Kari L. Niblack. In this role, he oversees the company's legal and government affairs and leads ACS' compliance team.

With nearly a decade of experience in healthcare law, Morris comes to ACS from RevClaims in Jackson, Mississippi, where he served as a Senior Supervising Attorney responsible for leading a division of over 50 employees in increasing multiple hospital systems' revenues and mitigating any potential litigation risks.

Additionally, Morris has utilized his expertise as a leader in healthcare law by authoring multiple business leadership articles, which have been published by journals and sites such as Becker's Business Review and LinkedIn Pulse.

"Throughout his impressive legal career, Ron has proven himself to be the embodiment of persistence and dedication," said Niblack. "His vast knowledge and experience navigating the complexities of provider revenue streams, complex litigation and compliance will be a tremendous asset to ACS as we continue to grow and push the boundaries of innovation within the employee benefits space. We are delighted to welcome Ron to the ACS executive 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 L. Niblack, JD, SPHR, Chief Executive Officer at KNiblack@ACSbenefitservices.com and visit ACSbenefitservices.com. ■



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MAY 2020

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