

# NEWS from SIIA Members

## 2017 AUGUST 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 Wrenne Bartlett at [wbartlett@siia.org](mailto:wbartlett@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 and [jivy@siia.org](mailto:jivy@siia.org).*



### **Diamond Members**

#### **Renalogic Seeks Senior Account Representative Based in Phoenix**

Job Title: Senior Account Representative

Location: Phoenix, AZ Corporate Office

Reports to: Executive Vice President of Sales and Marketing

General Description

The primary purpose of this job is to maintain relationships and favorable contacts with current and potential accounts. This person will resolve customer issues/problems, research and make recommendations for potential additional or enhanced services and act as the primary point of contact to increase sales and improve customer satisfaction. The account representative will work directly with target client personnel and bring in Renalogic staff

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as appropriate for issue resolution. May assist in the preparation of sales forecasts, quotes or negotiations. Will be expected to draw on experience, judgment and creativity to plan and accomplish goals. Requires an Associates or Bachelor's degree and at least 3 – 5 years of experience in healthcare sales or account management. Experience in the Self Funded industry is preferred. Reports to EVP of Sales and Marketing.

#### Essential Functions

- Utilize Renalogic's CRM system to manage customers and maintain updated records
- Provide proactive customer support for targeted accounts
- Identify upselling opportunities, develop sales strategy and present solutions to target accounts
- Work closely with internal Renalogic staff to bring necessary resources to resolve customer issues
- Assist in the development of targeted campaigns
- Assist in preparing direct mailings and mail merges

- Assist in coordinating and planning events
- Prepare PowerPoint Presentations
- Other duties as assigned

#### Qualifications

- Must have experience in marketing and/or sales
- Must have experience in health-care, experience in self-funded industry preferred.
- Associates or Bachelor's degree
- Expert in MS Office Suite
- Proficiency in CRM tools are a plus
- Good ability for organization and prioritization



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The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

Send resume to Karen Engel, Finance and Administrative Coordinator, at [KEngel@renalogic.com](mailto:KEngel@renalogic.com).

### **About Renalogic**

*Renalogic (formerly DCC, Inc.), headquartered in Phoenix, AZ, was founded in 2002 as a specialty dialysis cost-containment company. DCC, Inc., as it was known then, was established to help clients who were struggling to find a solution to address the unique and costly market dynamics in the dialysis provider community. Visit [www.renalogic.com](http://www.renalogic.com).*

### **Tokio Marine HCC – Stop Loss Group Has Openings for Medical Underwriting Nurse and Underwriter**

Medical Underwriting Nurse – Northeast Regional Office – Wakefield, Massachusetts

As the Medical Underwriting Nurse for the Northeast Region, you will utilize professional and clinical knowledge to assess risk and review large medical claims, perform risk assessment and cost analysis/cost projection for the regional underwriting staff. Acts as support for renewal and new business underwriting.



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This includes, but is not limited to, assessing the severity of on-going claims, adjusting reserved for accuracy, evaluating medical risks and assigning cost projections.

Qualified candidates will be a Registered Nurse with ADN, Diploma, or BSN, and or 5-7 years of equivalent combination of education and or experience.

Underwriter – Northeast Regional Office – Wakefield, Massachusetts

As an Underwriter for the Northeast Region, you'll establish and maintain producer relationships while making underwriting recommendations and decisions to protect the financial assets of the company. The geographic territory of the region includes Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Vermont, and Washington D.C.

Qualified candidates will possess a four-year degree, and 3-5 years previous experience and success in health insurance underwriting, and excellent analytical, organizational, and communication skills.

Interested individuals should email a current resume to [stoplosshr@tmhcc.com](mailto:stoplosshr@tmhcc.com).

### **About Tokio Marine HCC – Stop Loss Group**

*For more than 35 years, HCC Life Insurance Company, operating as Tokio Marine HCC – Stop Loss Group, has been leading the way in medical stop loss insurance for employers and plans who self-fund their benefit plans. Rated A++ (Superior) by A.M. Best Company, Tokio Marine HCC – Stop Loss Group is backed by the financial stability of its parent company, Tokio Marine HCC.*

*Tokio Marine HCC – Stop Loss Group delivers competitive coverage through exceptional customer service. Our team of underwriters, claim specialists, actuaries and medical professionals provides personal service and professional expertise to a network of producers and third party administrators (TPAs) across the United States. Visit [www.tmhcc.com/life](http://www.tmhcc.com/life).*



## Silver Members

### The Pennsylvania Department of Health has certified HHC Group as a Utilization Review Entity for Pennsylvania Managed Care Plans

The Pennsylvania Department of Health has certified H.H.C. Group as a Utilization Review Entity for Pennsylvania Managed Care Plans. The State has also certified HHC Group to conduct External Grievance Appeal Reviews received from consumers and providers of health service decisions by Managed Care Plans. The State has begun assigning HHC Group cases for review.

Utilization Review Entities or Independent Review Organizations (IRO) provide peer review services when insurers deny health insurance claims. The purpose of these reviews is to determine if a service is medically necessary, medically appropriate, experimental or investigational. The Affordable Care Act requires insurance companies to contract with at least three IROs that are nationally accredited.

HHC Group is a URAC accredited IRO. URAC (formerly the Utilization Review Accreditation Commission) is a nonprofit organization promoting healthcare quality by accrediting healthcare organizations. URAC's IRO standards "assure that organizations that perform this service are free from conflicts of interest, establish qualifications for physician reviewers, address medical necessity and experimental treatment issues, {and} have reasonable time periods for standard and expedited reviews, and appeals processes."

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\* Actual member comments about their surgery through the BridgeHealth program.

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HHC Group provides Internal and External Independent Peer Reviews for insurance companies, health maintenance organizations, self-insured companies and ERISA plans.

The team overseeing the review process utilizes its combined 125 years of healthcare experience to ensure that every review fully answers all questions being asked, cites the appropriate medical guidelines, and is clearly written and grammatically correct.

HHC Group serves a Utilization Review Agency, Licensed\Certified\External IRO, Private Review Agent or Licensed Medical Claims Review Agency in 25 states.

### **About HHC Group**

*HHC 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. HHC Group utilizes a combination of highly skilled professionals and advanced information technology tools to consistently deliver targeted solutions, significant savings and exceptional client service.*

*HHC 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. H.H.C. Group is one of 46 URAC accredited IROs.*

*For additional information about HHC 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*

## **Pareto Captive Has Opportunities for Sales Professionals**

Pareto Captive Services, LLC ("Pareto Captive") continues to grow and is seeking to add to its team of sales professionals.

If you're a competitive self-starter that is looking for a "no-cap" compensation plan, you excel at developing strategic relationships, thrive in a fast paced, results oriented work environment with minimal administrative responsibilities, please keep reading.

Job Title

Regional Vice President of Sales

Summary

Pareto Captive's sales team is responsible for calling on consultants, explaining our product and its value proposition, analyzing submissions, and presenting quotes to consultants and employers. The position requires extensive out of town travel, including proposal presentations, seminars, and board meetings.

Location

Pareto Captive is located in Philadelphia and has business spread throughout the country. While we have a slight preference to locate new team members in Philadelphia, we are open to other locations too, as the individual may be able to work out of his/her house. Outside of Philadelphia, areas of particular interest to us include (but are not limited to) Seattle, Denver, Phoenix, Chicago, Texas, California, Florida and the Carolinas.



## Compensation

Pareto Captive pays a base salary plus commissions. We pay 100% of premiums for health insurance and contribute to an HSA, contribute to employees' 401k, and offer many additional benefits.

## Skills/Competencies Requirements

- Bachelor's degree
  - At least 3 to 5 years of experience in self-insured benefits business development
  - Significant experience supporting the development of proposals to consultants
  - Strong sales skills and performance driven
  - Excellent written and verbal communication skills
  - Comfortable presenting to large groups
  - Organizational, planning, and prioritization skills
  - Demonstrates effective negotiation and closing techniques
- Knowledge of cost containment products and vendors
  - Strong customer orientation
  - Commitment to company values
  - Willingness and ability to travel frequently



### Mind over risk.

The Stop Loss Group, a member of Tokio Marine HCC, provides the self-insured industry with innovative solutions to protect self-funded employers from potentially catastrophic losses. We offer flexible captive solutions that range from fronting and reinsurance arrangements to our turnkey stop loss program. We also offer specialized solutions for specialty markets, including Taft Hartley and multiemployer organizations.



### Tokio Marine HCC - Stop Loss Group

A member of the Tokio Marine HCC group of companies  
tmhcc.com  
TMHCC1056 - 07/17

Interested individuals should submit a cover letter and resume (or a cover letter and a link to a LinkedIn page) to [careers@paretocaptive.com](mailto:careers@paretocaptive.com). All communication will be confidential.

### **About Pareto Captive**

*Pareto Captive is the nation's largest manager of member-owned benefit captives. Nearly 400 employers with approximately 45,000 enrolled employees use five different Pareto captive programs to reduce both the cost and volatility of employee benefits. Visit [www.paretocaptive.com](http://www.paretocaptive.com).*

### **Gold Members**

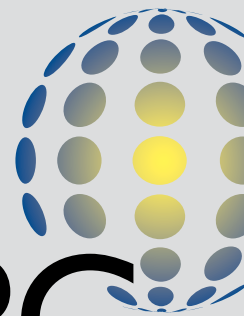
#### **Rx-Precision Becomes a SIIA Gold Member**

The Self-Insurance Institute of America, Inc. (SIIA) announced that Rx-Precision has joined SIIA as a Gold member, confirming the company's intent of establishing a leadership position within the self-insurance marketplace.

This latest membership announcement is part of an ongoing strategic initiative to increase membership support of the association so that it is better positioned to protect and promote the business interests of organizations involved in the self-insurance/captive insurance marketplace.

Upgraded members (Silver, Gold and Diamond) receive a variety of additional membership benefits. Details can be accessed on-line at [www.sii.org](http://www.sii.org), or by contacting SIIA Membership Director Jennifer Ivy at [jivy@sii.org](mailto:jivy@sii.org).

Learn more about Rx-Precision at [www.rx-precision.com](http://www.rx-precision.com). ■



# SIPC

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)

*The Self-Insurer* also has advertising opportunities available. Please contact Shane Byars at [sbyars@sipconline.net](mailto:sbyars@sipconline.net) for advertising information.

# SIIA would like to Recognize our Leadership and Welcome New Members

## 2016 Board of Directors

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Executive Vice President  
Tokio Marine HCC – Stop Loss Group  
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SIIA, Simpsonville, SC

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Senior Vice President, J.W. Terrill, Inc.  
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Specialty Care Management LLC  
Lahaska, PA  
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HealthSCOPE Benefits, Inc.  
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David Wilson  
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Windsor Strategy Partners, LLC  
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#### GOVERNMENT RELATIONS COMMITTEE

Lawrence Thompson  
Senior Vice President, Sales &  
Client Services  
POMCO Group  
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#### HEALTH CARE COMMITTEE

Kari L. Niblack  
Executive Vice President of  
Client Engagement & Services  
Apex Benefits  
Indianapolis, IN

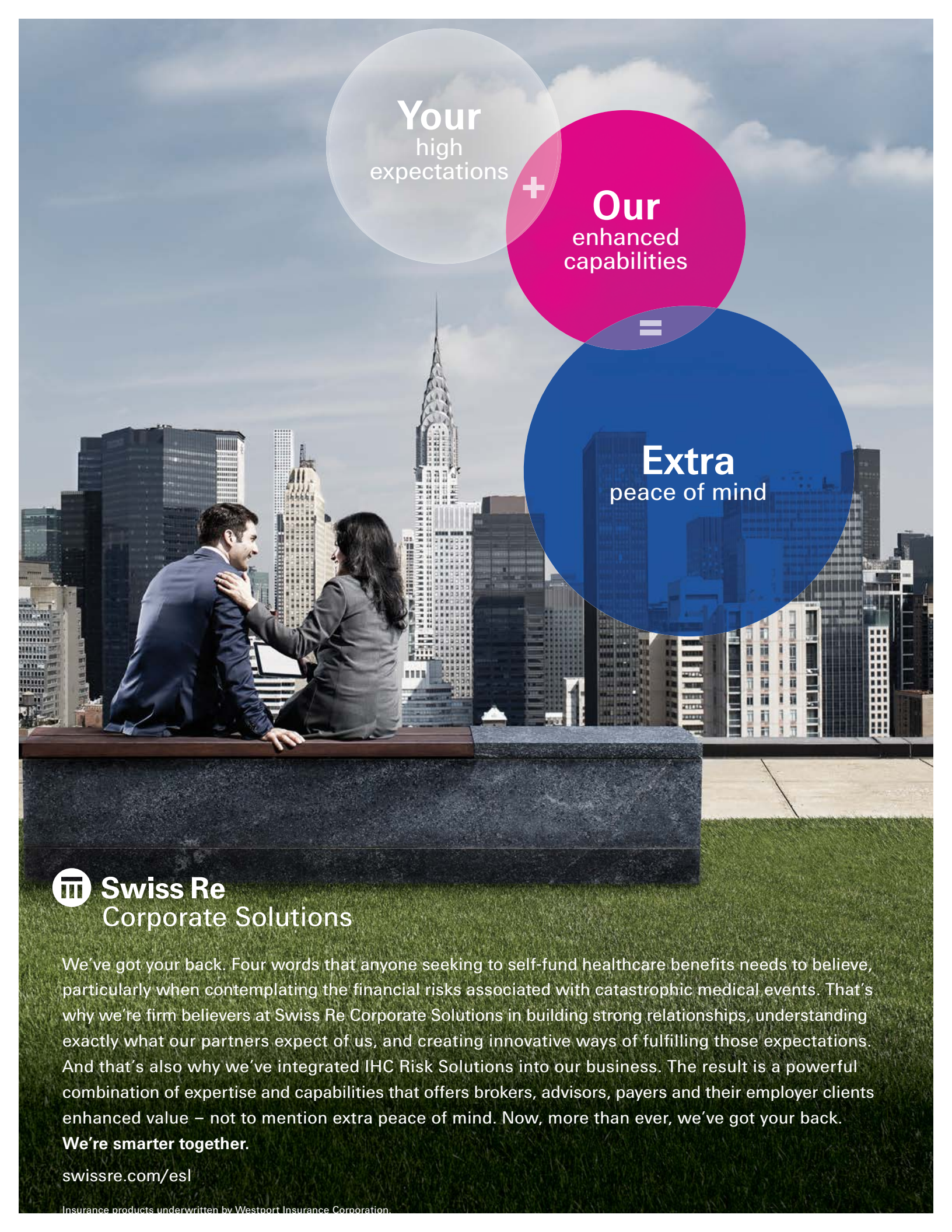
#### INTERNATIONAL COMMITTEE

Robert Repke  
President  
Global Medical Conexions, Inc.  
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#### WORKERS' COMP COMMITTEE

Stu Thompson  
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The Builders Group  
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Your  
high  
expectations

+

Our  
enhanced  
capabilities

=

Extra  
peace of mind



## Swiss Re Corporate Solutions

We've got your back. Four words that anyone seeking to self-fund healthcare benefits needs to believe, particularly when contemplating the financial risks associated with catastrophic medical events. That's why we're firm believers at Swiss Re Corporate Solutions in building strong relationships, understanding exactly what our partners expect of us, and creating innovative ways of fulfilling those expectations. And that's also why we've integrated IHC Risk Solutions into our business. The result is a powerful combination of expertise and capabilities that offers brokers, advisors, payers and their employer clients enhanced value – not to mention extra peace of mind. Now, more than ever, we've got your back.

**We're smarter together.**

[swissre.com/esl](http://swissre.com/esl)

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# SIIA New Members

## Regular Corporate Members

Trish Moynihan  
Director of Sale & Marketing  
ACA GPS LLC  
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Partner  
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Cheryl Pellegrino  
DHR Management LLC  
Voorhees, NJ

Jet Blizzard  
Director Business Development  
EHE  
New York, NY

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EZaccessMD  
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Leavitt Group  
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Managing Director/Portfolio Manager  
Madison Scottsdale  
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MedVision Inc.  
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Senior Benefit Analyst  
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Brian Flowerday  
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Tim Koch  
President  
Tethys Health Ventures  
Hunt Valley, MD

David Smith  
AVP  
Vizient  
Overland Park, KS

## Gold Member

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CEO  
Rx-Precision  
Clive, IA

## Employer Member

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Adams Jenkins & Cheatham PC  
Midlothian, VA