

NEWS from SIIA Members

2017 DECEMBER 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. 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 and jivy@siia.org.



Diamond Members

Zelis® Healthcare Announces Acquisition of EthiCare Advisors

Zelis® Healthcare, a market-leading healthcare information technology company, is pleased to announce the purchase of EthiCare Advisors.

EthiCare is a healthcare cost management company based in Succasunna, NJ. As a trusted partner of employers, labor funds, third-party administrators and health plans, EthiCare has provided a holistic approach to high-dollar claim review since 2002. Additionally, EthiCare's expertise in servicing stop-loss and reinsurance carriers is unsurpassed in the self-insurance group health market.

EthiCare derives healthcare cost savings through its high-dollar claim review product and its dialysis product offering, among other services. "At EthiCare, we pride ourselves on our comprehensive approach, our client tenure, our results and our experience in the industry. Zelis was a natural fit for our organization, as we share similar expectations of service and performance excellence," said Mark Hartmann, Managing Partner & CEO of EthiCare Advisors.

The EthiCare acquisition further enhances Zelis' product portfolio supporting payer clients to achieve greater savings on high-dollar in-network and out-of-network healthcare claims. EthiCare is now a part of the Zelis Claims Integrity business unit led by Lori Sempervive, President.

"EthiCare is well-known in our industry for its 'white glove' service approach to high-dollar claims, and we look forward to providing payers with the same level of service they know and expect. We welcome our new team members to the Zelis Healthcare family, as we continue to extend our fully integrated solution for healthcare cost and payment management," said Lori Sempervive, President of Claims Integrity for Zelis Healthcare.

"We are delighted to add the EthiCare product line to the Zelis portfolio. Bringing EthiCare into the Zelis family further enhances our ability to deliver better service and better performance for all payers as they endeavor to manage the cost of healthcare," said Doug Klinger, CEO of Zelis Healthcare.

To learn more about Zelis Healthcare, visit us on Facebook, follow us on Twitter or connect with us on LinkedIn.

About Zelis® Healthcare

Zelis Healthcare is a healthcare information technology company and market-leading provider of end-to-end healthcare claims cost management and payments solutions. Zelis Healthcare focuses on network analytics and access, claims integrity and electronic payments for healthcare payers, providers and consumers in the medical, dental and workers' compensation markets nationwide. Zelis Healthcare is backed by Parthenon Capital Partners. For more information, visit www.zelis.com.

About EthiCare Advisors

Founded in 2002, EthiCare Advisors, Inc. is an innovative medical claims settlement, cost containment and consulting services company that helps medical claim payers save money by focusing on the claims that ruin loss ratios, namely, catastrophic claims over \$100,000 and dialysis claims. EthiCare is a three-time honoree of the Inc. 500|5000 award as one of the fastest growing privately-held companies in America.

MEDIA CONTACT:

Heather Ingram

Zelis® Healthcare

Heather.Ingram@zelis.com

+1 (678) 341-1635



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Symetra Names David Attride Underwriting Regional Group Manager, Stop Loss

David Attride has joined Symetra Life Insurance Company as an underwriting regional group manager for medical stop loss insurance, with responsibility for the central/north Florida and Georgia markets. He is based out of Symetra's Norcross, Georgia office.

Attride was most recently vice president, regional underwriting manager, southeast region, for stop loss and group life products at HCC Life Insurance Company in Kennesaw, Georgia. His 26-year background in medical stop loss underwriting also includes roles at Swiss Re (formerly GE Insurance Solutions) and SAFECO.

Attride attended the University of Alabama. He earned a bachelor's degree in business management from the University of Massachusetts Boston.

About Symetra

Symetra Financial Corporation is a diversified financial services company based in Bellevue, Washington. In business since 1957, Symetra provides employee benefits, annuities and life insurance through a national network of benefit consultants, financial institutions, and independent agents and advisors. Symetra Financial Corporation had \$40.3 billion in assets at Dec. 31, 2016. The company has offices in 20 cities, approximately 2.0 million customers and over 1,500 employees nationwide. Symetra is a wholly owned subsidiary of Sumitomo Life Insurance Company. Visit www.symetra.com.

AmWINS Group, Inc. Completes Acquisition of Multiple Insurance Programs from Willis Towers Watson

AmWINS Group, Inc. ("AmWINS"), a global distributor of specialty insurance products and services, is pleased to announce that it has completed the acquisition of 15 insurance programs from Willis Towers Watson.

The addition of these programs further strengthens AmWINS as the leading U.S.-based specialty insurance distribution firm, with more than 4,300 employees across 12 countries and over \$14 billion in annual premium placements. The programs will become part of AmWINS Program Underwriters (APU), which currently underwrites 20 programs with over \$150 million of premium.

The 15 acquired programs have a team of over 110 experienced professionals with offices in Portsmouth, New Hampshire; Burlington, Vermont; Tampa, Florida; Detroit, Michigan; Denver, Colorado; Salt Lake City, Utah; and Hartford, Connecticut. Among the programs being acquired by AmWINS are MountainGuard, which provides underwriting, claims, and loss control services to the majority of ski resorts in North America, and DealerGuard, which provides Dealer Open Lot and Comprehensive Package coverages for franchised and independent auto, truck, and RV dealers.

To learn more about the 15 acquired programs, visit www.programs.amwins.com

Terms of the transaction were not disclosed.



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 100 offices globally and handles premium placements in excess of \$14 billion dollars annually. To learn more, visit www.amwins.com.

About AmWINS Program Underwriters

AmWINS Program Underwriters (APU) is a managing general agency (MGA) specializing in affinity and program management. For over a quarter century, APU has built a reputation of developing and maintaining programs for a variety of niche markets that provide broad-based property and casualty coverage. For more information, visit www.amwins.com/apu.

About Willis Towers Watson

Willis Towers Watson is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. With roots dating to 1828, Willis Towers Watson has 40,000 employees serving more than 140 countries. We design and deliver solutions that manage risk, optimize benefits, cultivate talent, and expand the power of capital to protect and strengthen institutions and individuals. Our unique perspective allows us to see the critical intersections between talent, assets and ideas – the dynamic formula that drives business performance. Together, we unlock potential.

Silver Members

Golden Triangle announces Specialty Pharmacy Network: GTRx

Golden Triangle Specialty Network, LLC. (GTSN), a leading national dialysis cost management company, is excited to announce the addition of a Specialty Pharmacy Cost Management Network: GTRx.

GTRx is focused on passing contracted discounts and significant savings to our clients. Working together we are creating significant savings on expensive medications typically billed on the medical spend of a health plan. GTRx is not a PBM. GTRx partnered with multiple Specialty Pharmacy providers for Reference Based contracts. GTRx impacts not only Rare and Orphan drugs, but Cancer, MS, Hemophilia, genetic disorders and other drugs & therapies often identified as high cost, frequent repetition, or lifelong needs.

GTRx is headed by Hy Byrd, Vice President. Byrd was instrumental in growing the negotiated one-off program into a full-fledged national network.

“Hy has been a great asset to Golden Triangle,” shared Scott Williams, Senior Vice President. *“He was able to take our existing program to the GTRx Specialty Network level very quickly and our clients couldn’t be more pleased with the results.”*

For more information about GTRx National Specialty Network contact Hy Byrd at byrdH@gtspecnet.com or call 615.712.6289.

About Golden Triangle

Celebrating 10 years of secure cost management success 2007 – 2017. Our mission - Providing secure medical cost management solutions for our payor clients as well as reimbursement security and support for our provider clients; by doing the right thing, for the right reason in all situations. Call 615.712.6174 or email info@gtspecnet.com.

About GTSN

Golden Triangle Specialty Network, LLC (GTSN) is a national secure cost management and consulting company focused on dialysis, specialty pharmacy, behavioral health and out-of-network cases of all types. With headquarters in Nashville, TN, the goal of GTSN is to create fair, secure financial arrangements between providers and payors. We serve Group Health Plans, Fully & Self-Insured Plans, TPA’s, Stop Loss & Re-Insurance, MGU’s, Brokers, Consultants and Case Management organizations in all 50 states. Contact Scott E. Williams, Senior Vice President, at 615.712.6753, williamsS@gtspecnet.com and visit www.gtspecnet.com.



Gilsbar One of America's Top 100 Healthiest Employers

Gilsbar selected out of 8,000 participating employers for the second year in a row.

Gilsbar is honored to be the recipient of the prestigious "Healthiest 100 Workplaces in America Award." This award is one of the highest, most-coveted distinctions, with only 100 companies in the US earning the designation each year.

"Gilsbar believes health is more than a business issue and the executives work to keep this at the forefront of our company culture," said Mary Ann Loeffler, a Marketing Coordinator and Gilsbar employee of over 10 years. *"Throughout our last few years of significant growth, our culture of health continues to be important to the executive team and is well-communicated to employees."*

"We're at an important moment in health," said Phil Daniels, Co-Founder of the Healthiest Employer awards program. "The confluence of data, technology and rise of specialized vendors are giving employers the tools they need to help stabilize cost and improve their population's health. What organizations choose to do in this moment will shape the future of healthcare in America."

To be considered for this honorable award, Gilsbar was scored on the following six critical elements of workplace wellness:

Culture and leadership commitment

Foundational components

Annual planning

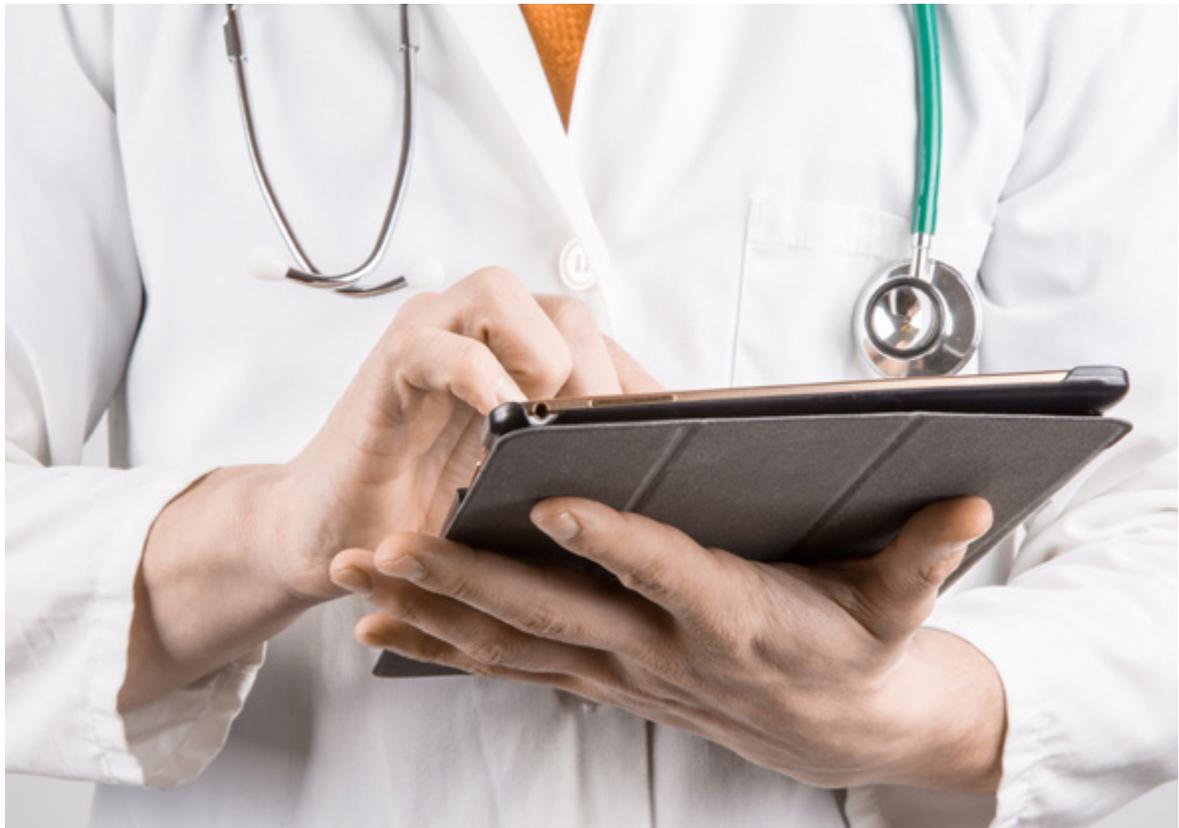
Communications and marketing

Programming and interventions

Reporting and analysis

About Gilsbar, LLC

Established in 1959, Gilsbar, LLC® is one of the largest privately-held insurance services organizations in the country. Recognized as a catalyst for creating healthy businesses, Gilsbar, LLC® offers self-funded and fully-insured benefit plan management services, along with Wellness, Advocacy, and overall Population Health Management. Gilsbar, LLC's integrated delivery model improves the health and well-being of its members, resulting in significant health plan savings for its clients.



Gilsbar, LLC® has been honored by Inc. magazine for its sustained growth, Modern Healthcare and Business Insurance magazines as a Best Place to Work, and WELCOA and the American Heart Association for its proven wellness methodology. Visit www.Gilsbar.com.

About Healthiest Employers®

The Healthiest Employers® is the nation's leading worksite wellness recognition program, with participation from over 18,000 employers that represent 60 million employee lives. Through the Springbuk® health analytics platform, Healthiest Employer enables employers to unify health data, target engagement and improve outcomes in their population. Visit www.HealthiestEmployers.com and www.Springbuk.com.

Gold Members

Zurich Insurance celebrates significant reduction in carbon footprint at 1-year anniversary of North American Headquarters

Reduces water and electricity consumption by more than 30 percent

On the one-year anniversary of its LEED Platinum® certified North America headquarters, Zurich Insurance reports a more than 30 percent decrease in energy and water consumption compared to its previous location. These reductions are mainly attributed to the use of higher efficiency systems, contributing to operational costs savings of more than \$800,000 in the first year. Zurich also continues to source 100 percent renewable electricity for the HQ.

“Celebrating our first anniversary in our North American headquarters is extra special because we know we are making a difference by reducing our carbon footprint,” said Mike Foley, CEO, Zurich North America. *“I’m proud our initial focus on sustainability has made a measurable impact in our first year.”*

The sustainability of Zurich's North American headquarters was an important factor in the building being recognized by several organizations. The building's design and positive impact on the community also contributed to Zurich's North American headquarters winning twelve awards:

2017 International Architecture Award – The Chicago Athenaeum

2017 Best Green Project – Engineering News Record Midwest

2017 Build to Suit Project of the Year – Chicago Commercial Real Estate Awards

2017 National Award of Merit, Office Buildings – Design-Build Institute of America

2017 Building Team Silver Award – Building Design & Construction Magazine

2017 Finalist, Excellence in Design (Architecture) – Design-Build Institute of America

2017 Outstanding Economic Development Project – Illinois Chamber of Commerce

2017 Finalist, Merit Award for New Construction Suburbs – Chicago Building Congress

2017 Merit Award for Interior Build-Out – Chicago Building Congress

2016 Intelligent Buildings Conference, 2016 Digie Award – Corporate HQ or Campus

2016 Award of Merit – Structural Engineers Association of Illinois

2014 Office Development of the Year – NAIOP Chicago Chapter

Zurich officially opened the doors to its 783,800-square-foot North American headquarters in Schaumburg, Ill., on Oct. 3, 2016.

In addition to being environmentally friendly – both inside and out – the facility was designed to enhance employee collaboration and productivity for years to come. For more information about Zurich's North American headquarters, go to <http://www.zurichna.com/hq>.

Zurich Insurance Group recently announced it has reached a great milestone in its ambition to limit its global operational environmental footprint. To learn more about its environmental targets, go to <https://www.zurich.com/en/media/news-releases/2017/2017-0629-01>

About Zurich

Zurich Insurance Group (Zurich) is a leading multi-line insurer that serves its customers in global and local markets. With about 54,000 employees, it provides a wide range of property and casualty, and life insurance products and services in more than 210 countries and territories. Zurich's customers include individuals, small businesses, and mid-sized and large companies, as well as multinational corporations. The Group is headquartered in Zurich, Switzerland, where it was founded in 1872. The holding company, Zurich Insurance Group Ltd (ZURN), is listed on the SIX Swiss Exchange and has a level I American Depositary Receipt (ZURVY) program, which is traded over-the-counter on OTCQX. Further information about Zurich is available at www.zurich.com.

In North America, Zurich is a leading commercial property-casualty insurance provider serving the global corporate, large corporate, middle market, specialties and programs sectors through the individual member companies of Zurich in North America, including Zurich American Insurance Company. Life insurance and disability coverage issued in the United States in all states except New York is issued by Zurich American Life Insurance Company, an Illinois domestic life insurance company. In New York, life insurance and disability coverage is issued by Zurich American Life Insurance Company of New York, a New York domestic life insurance company. For more information about the products and services it offers and people Zurich employs around the world go to www.zurichna.com. 2012 marked Zurich's 100 year anniversary of insuring America and the success of its customers, shareholders and employees. ■

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PURSUE SMALLER CLAIMS CAN MEAN 25% MORE SAVINGS

Most cost-containment companies won't pursue claims lower than \$5,000, but we will. That adds up, especially when you consider more than 85% of most groups' claims are for amounts less than \$5,000.

At HHC Group, we pursue the maximum available savings – with bulldog tenacity – for Great Dane sized claims down to claims as low as one dollar. In fact, our pursuit of small-dollar claims produces an average of 25% more savings for our clients than they would save otherwise.

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“Key Facts About Small-Dollar Claims,”
at www.hhcgroup.com/KeyFacts.

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Affordable Care Act

- Eligibility determination & Offer creation
- Reporting & e-Filing (1094/95 B & C)
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