

# 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 Wrenne Bartlett at [wbartlett@siaa.org](mailto:wbartlett@siaa.org). All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at [www.siaa.org](http://www.siaa.org). For immediate assistance, please contact Jennifer Ivy at [jivy@siaa.org](mailto:jivy@siaa.org). If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jennifer Ivy and [jivy@siaa.org](mailto:jivy@siaa.org).*

## DIAMOND MEMBERS

### AmWINS Group, Inc. Completes Acquisition of Private Client Insurance Group, LLC

AmWINS Group, Inc. ("AmWINS"), a global distributor of specialty insurance products and services, announced the acquisition of Private Client Insurance Group, LLC ("PCIG"), a leading wholesale broker that specializes in personal lines insurance for high net worth individuals.

"The addition of PCIG to AmWINS Access, our small accounts division, is yet another example of our stated strategy to make significant investments in this platform," said M. Steven DeCarlo, CEO of AmWINS. "The placement of personal lines insurance, much like the placement of small commercial lines insurance, is about expertise, access to markets and speed of execution. As such, it only makes sense that we would strategically build the capabilities of AmWINS Access in both personal and commercial lines insurance."

"Since its formation in 2009, PCIG has earned the trust of its agents and carrier partners as a valued advisor in the placement of high net worth personal lines coverage," said Ray Celedinas, sole shareholder of PCIG. "I have a tremendous amount of respect for the AmWINS organization and am thrilled that the PCIG team is now part of an independent distribution platform that is completely focused on serving its retail clients and carrier partners."

"AmWINS Access will benefit from the addition of PCIG's highly respected team whose strong regional presence offers us the ability to strategically enhance and expand our relationships in the southeastern United States," said David Lavins, Senior Vice President at AmWINS Group. "The PCIG team deepens our expertise in this large and growing high net worth personal lines segment, a strategic growth area of ours."

"We are excited to join the AmWINS family, and about the ability to expand our product range with resources now available to us through this partnership," said Kevin Madden, Senior Vice President of PCIG. "AmWINS is an industry leader, and we're confident that our employees and our clients will benefit from this combination."





**IHC**  
Risk Solutions

+

**Our**  
world-class  
capabilities

=

**A powerful**  
combination



**Swiss Re**  
Corporate Solutions

Sometimes more really is more. Swiss Re Corporate Solutions has joined forces with IHC Risk Solutions. By integrating IHC's business we are complementing this highly-regarded firm's wealth of expertise with our own financial strength and global capacity. It's a powerful combination of expertise and capabilities, and we believe it offers enhanced value to any employer seeking to self-fund their healthcare benefit plan. But there's another belief that we share with IHC, and that's in the paramount importance of understanding and supporting the needs of our customers and building strong, enduring partnerships. We wouldn't have it any other way. **We're smarter together.**

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

Insurance products underwritten by Westport Insurance Corporation and North American Specialty Insurance Company.

## MultiPlan, Inc. Seeking National Account Manager

At MultiPlan, employees are instrumental to success and rewarded accordingly. MultiPlan offers a very competitive compensation and benefits package, an incentive bonus program, service recognition awards and an employee recognition program that honors individuals whose achievements go above and beyond expectations.

The National Account Manager; BCBS Markets is responsible for the day to day management of the business relationship between the Company and assigned BCBS customer(s). As the primary interface with the customer; this job is responsible for facilitating the delivery of the Company's branded services; developing and maintaining positive relationships at all organizational levels; and communicating customer business needs to the Company's process owners.

The National Account Manager of BCBS market must be strategic in managing and retaining their block of business. An incumbent must also understand and exceed the expectations of the client in their partnership with the Company and initiate improvements to better service the client. An incumbent must deliver effective and organized presentations in order to increase the Company's revenue from new or existing clients. The incumbent has the latitude and authority to make commitments on behalf of the Company within defined parameters.

Learn more at <http://www.jobs.net/jobs/multiplan/en-us/job/United-States/National-Account-Manager-BCBS-Markets/J3GIT46XDDN8DSITP33/>.

## GOLD MEMBERS

### RedCard Seeking Senior Systems Engineer

The Senior Systems Engineer – Global Services is responsible for installing, configuring, managing, troubleshooting and repairing the enterprise software delivery infrastructure, client management infrastructure, remote installation infrastructure, and client operating system management infrastructure. Provides services enterprise-wide.

#### Duties & Responsibilities:

- Maintains the windows network administration, network monitoring and maintenance and network security.
- Maintains and assists with backup and recovery
- Maintains the enterprise application deployment architecture.
- On-Call 24x7 responsibilities.
- Implement enterprise remote services.

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# Do you have a plan for your Health Plan?

With Renalogic, you'll know you're playing by the right rules. We'll help you guard your savings, tackle costs and score points with your members. Our end-to-end kidney health solution can save your health plan up to 87% off of full billed dialysis charges with cost containment alone. In addition, our CKD Management program can help prevent members from progressing to dialysis.

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For a complimentary kidney disease risk assessment, e-mail [solutions@renalogic.com](mailto:solutions@renalogic.com) or call (866) 265-1719.

· · renalogic

- Implement client management technologies.
- Assists Technicians with second and third level support of client devices/applications.
- Deploys software to client devices using enterprise deployment tools.
- Implement device security architectures using group policies, registry settings, anti-virus, and vendor provided patches.
- Deploys patches, software updates, and anti-virus updates to enterprise systems.

For more information and to apply, visit <https://redcard.aaimtrack.com/jobs/97601.html>.

## Specialty Care Management Hiring Claims Business Manager

Specialty Care Management (SCM) is a national company specializing in the management of healthcare and the associated financial risk of catastrophic diagnoses, including: renal disease, cancer, transplants, high-risk maternity/neonate, and others. SCM is in need of a dynamic, innovative Claims Business Manager to be part of our Operations Department. SCM is a privately owned company in the self-funded marketplace and has been in business for 14 years.

The Claims Business Manager performs a multi-facet of duties and is an integral part of the operations and accounting team. This position will have day-to-day responsibility for all aspects of the claims process; assisting

with customer service; maintaining financial reports, records and general ledgers, and perform general bookkeeping, such as accounts payable and accounts receivable. Additional duties include communicating with clients via telephone, email or regular mail; managing database records; drafting status reports on customer service issues; and managing the day-to-day operations of the office.

Specialty Care Management believes in delivering superior value to our many clients in the self-fund market by combining innovative products and competitive rates with superior service. E-mail your resume, cover letter, and salary history to [cclemente@specialtycm.com](mailto:cclemente@specialtycm.com). To find more information, visit <http://www.specialtycm.com/careers/>.

## **TPAC Underwriters Announces Partnership with Sirius America As it Celebrates 25th Anniversary**

TPAC Underwriters Inc. while celebrating its 25<sup>th</sup> anniversary as a company, is thrilled to announce a new partnership with Sirius America Insurance Company, the U.S. arm of Sirius International Insurance Group Ltd.

Sirius America, headquartered in New York, is rated "A" by A.M. Best Company and "A-" by Standard and Poor's. This venture, along with TPAC's continuing partnership with its longstanding partner, Pan-American Life Insurance Company, allows TPAC to offer Employer Stop Loss products on premier paper to self-funded groups in 48 states and the District of Columbia.

"TPAC has been blessed by a long standing, profitable relationship with Pan-American Life, and our many TPA partners. Now at our milestone 25th anniversary as a company, we are particularly happy to enlarge the TPAC 'family' to include Sirius," said Michael Meloch, President of TPAC Underwriters, Inc.

"We are very excited to be working with Mike and the TPAC team. Sirius holds its partners to the highest standards, so we are proud to be the new partner for TPAC's Employer Stop Loss business," said Tom Leonardo, Senior Vice President of Sirius America Insurance Company.

TPAC Underwriters wrote its first Employer Stop Loss case on January 1, 1992 and has maintained the same relationships that were developed at the outset. While carriers, reinsurers and MGU's have been bought and sold, TPAC remains an independent, innovative leader in the self-funded community. In addition to offering traditional specific and aggregate excess loss products, TPAC developed and introduced the first level-funded aggregate product Spaggregate® in May of 1999 which has been revolutionary in the small and medium employer space.

Learn more about TPAC at [www.tpac.com](http://www.tpac.com)

Learn more about Sirius America at [www.siriusgroup.com](http://www.siriusgroup.com)

Learn more about Pan-American Life at [www.palig.com](http://www.palig.com)

## **SILVER MEMBERS**

### **Windsor Strategy Solutions Seeking Sales Associate**

Windsor Strategy Solutions is seeking a dynamic, self-motivated sales associate to join our rapidly growing company. Incentive based compensation with base salary and significant upside potential. Candidate should have a record of prior sales success, as well as working knowledge of health benefit plan design and underwriting.

#### **Job responsibilities & requirements**

- Ability to manage the sales cycle including prospecting, proposing, closing, and further developing an account
- Demonstrate the software product suite via webinar or in person
- Ability to quickly learn new technology and translate it into solutions that address customer needs
- Target market: health benefits consultants / advisors / brokers
- Some travel required
- Excellent communication skills

#### **Preferred qualifications**

- 3+ years sales and/or underwriting experience
- Bachelor's degree

Interested parties should submit their resume and cover letter to: [info@wspactuaries.com](mailto:info@wspactuaries.com).



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**American Fidelity Recognized  
as One of the “Best  
Workplaces in Finance  
and Insurance” by Fortune  
Magazine and the Great Place  
to Work Institute**

American Fidelity Assurance Company received national recognition as one of the “Best Workplaces in Finance and Insurance” as recognized by global research and consulting firm Great Place to Work® and Fortune Magazine.

American Fidelity was also selected for several other lists by Fortune this year, including the 100 Best Companies to Work for in America, Best Companies for Giving Back and the Human Capital 30: Companies that Put Employees Front and Center.

Here are what a few American Fidelity Colleagues shared:

“They give Colleague ideas a chance and recognize them when it pays off. I gave management an idea to raise our rating within the app store that was slightly unorthodox. They allowed us to give it a shot and it paid off more than we could expect. Management was extremely happy with the results.”

In addition to working hard to create a positive work environment for Colleagues and create better solutions for Customers, American Fidelity strives to improve the quality of life in Oklahoma City, where it is headquartered. Last year, employees raised nearly \$260,000 for the local United Way campaign and the corporate foundation kicked in another \$200,000. American Fidelity also hosts annual campaigns for Allied Arts, the Regional Food Bank of Oklahoma and Buchanan Elementary school in OKC, plus supports charities nominated by Colleagues each month.

“Oklahoma City is a great city but we have significant challenges in regards to our school system, hunger, child abuse and neglect, and an over-populated prison system,” says Jessica Sanders, who manages the field compensation and training team. It’s rewarding, she says, to be “part of the solution.” ■

# SIIA New Members

## Regular Corporate Members

Ross Bjella  
Co-Founder & CEO  
Alithias  
Milwaukee, WI

John White  
ASO Underwriter  
Baptist Health Plan  
Lexington, KY

Tom Cardwell  
Chief Operating Officer  
Benefit Plan Administrators, Inc.  
Roanoke, VA

Anthony Nyers  
Owner/Advisor  
Healy Group  
South Bend, IN

Dan Whitney  
President & CEO  
Medova Healthcare  
Wichita, KS

Krista Haas  
Chairman  
Merchants Building Maintenance  
Monterey Park, CA

Ryan Metzler  
President  
Metzler Captive Solutions  
Ladue, MO

Andrew Barth  
Principal  
RMA  
Toronto, Ontario

William Lutz  
Managing Director  
Sextant Self Funding  
Syracuse, NY

Karla Putnam  
TPA Operations Manager  
Special Insurance Services, Inc.  
Plano, TX

Chris Burns  
VP, Sales  
Vida Health, Inc.  
San Francisco, CA

Robert Turner  
Consulting VP  
Willow Health  
Fife, WA

## Silver Member

Mary Pozuelo  
President  
CPR Risk Management  
St. Petersburg, FL

Matt Vick  
Chief Operating Officer  
FreedomCare  
Las Vegas, NV

## Employer Member

Chris Fiorello  
Partner  
EBC INC  
Buffalo, NY

Marc Lapointe  
President  
Freedomcare Insurance Company  
Las Vegas, NV

Myron Pincomb  
CEO  
IBCCES  
Ponte Vedra FL

Marc Goodman  
Fund Manager  
Local 272 Welfare Fund  
New York, NY

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

## 2016 Board of Directors

CHAIRMAN\* Steven J. Link  
Executive Vice President, Midwest Employers Casualty Co.  
Chesterfield, MO

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SIIA, Simpsonville, SC

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Kennesaw, GA

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Client Services  
POMCO Group  
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Apex Benefits  
Indianapolis, IN

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Novato, CA

#### WORKERS' COMP COMMITTEE

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The Builders Group  
Eagan, MN