

# NEWS from SIIA Members

## 2016 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](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**

#### **PartnerRe Ltd. Announces Acquisition of Aurigen**

PEMBROKE, Bermuda, October 20, 2016 -- PartnerRe Ltd. ("PartnerRe") and Aurigen Capital Limited ("Aurigen" or the "Company") today announced a definitive agreement for PartnerRe to acquire 100% of the outstanding ordinary shares of Aurigen, a North American life reinsurance company.

Since its formation in 2007, Aurigen has leveraged its technical expertise, longstanding relationships, and local knowledge to serve clients and is today a top-five life reinsurer in Canada based on recurring new reinsurance business. The Company has also been providing mortality risk solutions in the U.S. since 2013. Aurigen's gross premiums written in 2015 were USD 110 million, with the Company delivering a gross premiums CAGR of 16% over the last five years.

PartnerRe's President and CEO, Emmanuel Clarke, welcomed the deal saying: "Aurigen is a well-respected life reinsurance partner in the North American market and will be a highly complementary addition to PartnerRe's existing business. This acquisition is expected to be financially accretive to PartnerRe's book value per share in 2017 and aligns particularly well with our overall strategy to grow our Life and Health business. Aurigen will expand our life reinsurance footprint in Canada and the U.S. with virtually no overlap in market coverage.

*"We look forward to welcoming Aurigen to PartnerRe and to bringing all the benefits of PartnerRe's strong balance sheet, excellent ratings and global franchise to existing and future clients in this market."*

Aurigen's CEO, Alan Ryder, said: "We are very excited to be joining PartnerRe and look forward to helping grow its life reinsurance business. We believe there is a strong strategic fit between our two organizations and that the combination of Aurigen's expertise in the life reinsurance market and PartnerRe's strength and international presence will be of tremendous benefit to our clients. Under PartnerRe's ownership, our clients can expect the innovative reinsurance solutions and exceptional service they've come to know from Aurigen to continue and, over time, a broadened product offering and extended risk appetite."

The cash consideration for the transaction is CAD 375 million (about USD 286 million). The acquisition will be financed through the utilization of PartnerRe's excess cash on hand and no debt or equity financing will be required. The acquisition is subject to customary closing conditions including the receipt of required regulatory approvals and is expected to be completed by the first quarter of 2017.

Willis Capital Markets & Advisory is acting as the financial advisor to PartnerRe and Evercore is acting as the financial advisor to Aurigen.

*Note: Exchange rate of 1.00 USD = 1.31 CAD applies to all relevant foreign exchange conversions*

#### **About PartnerRe Ltd.**

*PartnerRe Ltd. is a leading global reinsurer that helps insurance companies reduce their earnings volatility, strengthen their capital and grow their businesses through reinsurance solutions. Risks are underwritten on a worldwide basis through PartnerRe's three business segments: Property & Casualty, Specialty Lines and Life & Health. For the year ended December 31, 2015, total revenues were USD 5.4 billion. At June 30, 2016, total assets were USD 22.4 billion, total capital was USD 7.8 billion and total shareholders' equity attributable to PartnerRe was USD 7.0 billion. PartnerRe enjoys strong financial strength ratings as follows: A.M. Best A / Moody's A1 / Standard & Poor's A+.*



*General Counsel and Chief Compliance Officer of Zelis Healthcare, John Camperlengo, Esq.*

#### **Zelis Announces New Addition to Executive Team**

Zelis Healthcare, a market-leading healthcare information technology company, is pleased to announce that John Camperlengo, Esq., is the new General Counsel and Chief Compliance Officer of Zelis Healthcare.

Mr. Camperlengo has served as the top legal executive for privately-held and publicly-traded healthcare and finance firms for more than 25 years.

Previously, he was General Counsel & Chief Compliance Officer at Quartet Health where he oversaw legal, compliance and risk management departments.

Mr. Camperlengo was also previously General Counsel, Chief Compliance Officer & Corporate Secretary of Gentiva Health Services, Chief Compliance Officer for drug chain Duane Reade Holdings, and he held senior legal positions with Prudential.

Earlier in his career, Mr. Camperlengo was a Military Judge Advocate for the Marine Corps. He retired holding the rank of Lieutenant Colonel.

"We look forward to John's contributions as a member of our executive team," said Doug Klinger, CEO of Zelis Healthcare.

"I am excited to be joining Zelis Healthcare," said Mr. Camperlengo. "I look forward to bringing my diverse experiences and legal expertise to the Zelis team and to supporting our efforts to achieve growth objectives and ensure our client experiences continue to remain extremely positive."

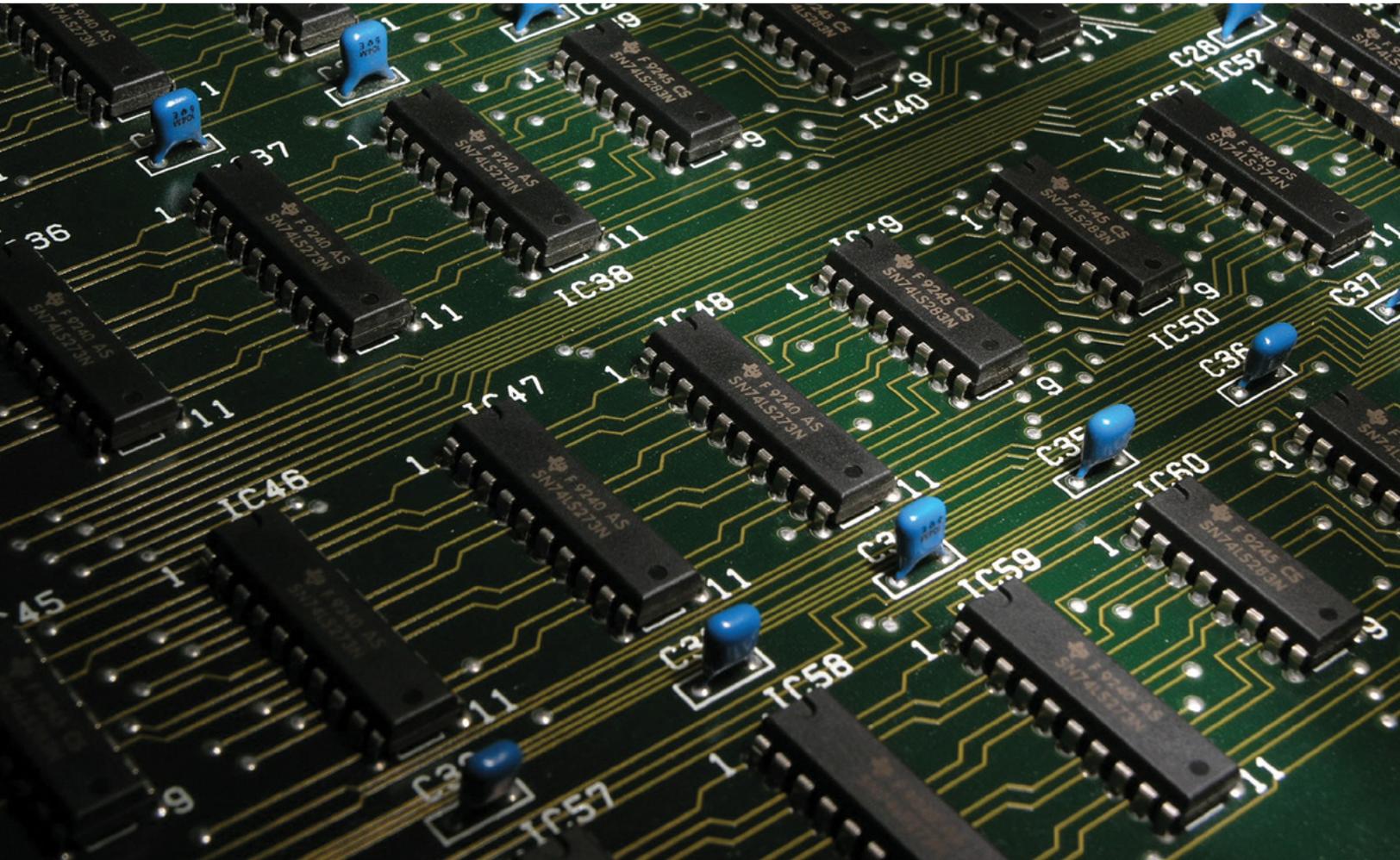
To learn more about Zelis Healthcare, visit us on Facebook, follow us on Twitter, or connect with us on LinkedIn.

## About Zelis Healthcare

*Zelis Healthcare is the brand name for Premier Healthcare Exchange, Stratose, Pay-Plus® Solutions and GlobalCare, which merged in 2016 forming a healthcare information technology company and market-leading provider of end-to-end healthcare claims cost management and payments solutions including network management, claims integrity and electronic payments serving more than 500 healthcare payer clients, more than 200,000 healthcare providers and millions of healthcare consumers in the medical, dental and workers' compensation markets nationwide.*

## Gold Members

**Mphasis, a leading IT services and solutions provider, today announced the launch of DigiOps driven by InfraGenie™, an intelligent automation platform (IAP), powered by Arago, a pioneer in artificial intelligence (AI) and leader in intelligent IT automation.**



DigiOps delivers solutions by reducing manual effort across IT functions.

This solutions-based model is fully autonomous and includes self-managing predictive analytics and diagnostic tools, delivering seamless management for top organizations in banking, financial services & insurance, energy & utilities, industrial mining, automotive and transport & logistic industries.

InfraGenie™ intelligently predicts incidents before they arise so that companies have a reliable and consistent way of solving errors in their industry-specific IT operations. This smart infrastructure solution unites the proficiencies of advanced analytics (“prescriptive”) and artificial intelligence based automation to offer resolutions for all types of infrastructure related events. Through InfraGenie™, Mphasis will bring both automation and analytics together to reliably and consistently identify, predict and resolve the infrastructure problems of today’s complex hybrid IT environment.

Easily integrated to an existing system, InfraGenie™ helps 50 to 80 percent of all operational activities to become automated by incorporating machine learning capabilities and internal automation processes. This comprehensive end-to-end solution will significantly reduce manual effort and drive cost reduction, helping clients achieve total savings of up to 30 to 50 percent. InfraGenie™ will ultimately increase operational efficiency and improve the effectiveness and quality maintenance of IT systems, causing customers to see ROI on day one of system integration.

“Success in the digital era is pivoted on technological innovation allowing companies to perform better and smarter. Artificial intelligence has revolutionized operations that have become dormant in today’s hybrid IT environment. We are confident that DigiOps driven by InfraGenie™ will help our customers drastically improve their IT functions, provide better customer service and satisfaction and reach optimal IT costs over time,” said Dinesh Venugopal, President – Mphasis Digital and Strategic Customers.

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### **About Mphasis**

*Mphasis enables chosen customers to meet the demands of an evolving market place. Recently named by American Banker and BAI as one of the top companies in FinTech and as the “Most Distinguished Digital Company in 2015” by The Economic Times, Mphasis fuels this by combining superior human capital with cutting edge solutions in hyper-specialized areas. Contact Mphasis on [www.mphasis.com](http://www.mphasis.com).*

### **Munich Re using big data to develop new coverage and services**

Big data is now being used to improve the identification, modelling and insurance of risks. Munich Re is taking advantage of these opportunities to develop new insurance solutions and services in conjunction with clients and partners. Extended IT and analytic competence is already being utilised – for example, in the early detection and trend analysis of fire losses.

Digitalisation and new technologies mean that far greater volumes of data are becoming available for evaluation within a much shorter time frame. Data analysis can be used to examine client portfolios to reveal trends, improve processes, optimise holdings, and provide targeted support to sales. The more global and comprehensive the data basis, the more valuable the data will be. The new dimensions of data and their analysis require some competences that not all insurance companies have. New competitors may be able to analyse data sets more quickly and apply the results in new applications – thus placing traditional insurers under pressure.

So there is also a strategic dimension to big data.

*“The most important aspects are the will and ability to invest in sufficient resources and work together with the right partners”, explained*

Ludger Arnoldussen, member of the Board of Management of Munich Re.

*“That is exactly what we are doing when building up our own know-how and IT structures.”*

In order to be able to harvest information more quickly, the topic of big data is a key part of innovation processes at Munich Re. “It means new, clearly defined and more flexible insurance solutions and support services for our clients. We are seizing these opportunities – with our own resources, and supported by external specialists. We are also regularly involving the clients at an early stage in order to develop perfectly customised solutions and applications that can also be adopted at a global level.”

There are already examples of how big data tools can be used to improve the pooling of information and make processes more efficient so as to create customised or totally new insurance solutions:

- A fully automated monitoring of 7,000 digital news channels with a daily volume of 250 gigabytes allows fire losses in the United Kingdom and the USA to be recorded more quickly and cheaply. Comparing this data with the risks in portfolios allows for better identification of risk patterns, so that claims management can be faster and more effective.
- In order to allow for better loss assessment and resource management, 16 terabytes of data volume from Munich Re, its clients and third parties have been combined on a nat cat platform for risk management purposes. The platform is already in use in Mexico, and will shortly be available in the UK.

Artificial intelligence will play an increasingly important role in the collection and processing of big data volumes in the future. It is already a fixed part of such processes – for example, in the analysis of large volumes of text and in loss assessments using photo analysis, based on data derived from satellites and drones. Such technology was recently used in the USA, for example, in the wake of Hurricane Matthew.

Artificial intelligence should be of great assistance to people in supporting their work and standardising routine processes. “But even in the long term, automation cannot replace strategic decision-making and maintaining good customer relations,” stressed Arnoldussen.

## Silver Members

### Companion Life Acquires Spectrum Underwriting Managers

Columbia, S.C. – Companion Life Insurance Company announced today that it has acquired Indiana-based Spectrum Underwriting Managers, Inc., a full-service managing general underwriter (MGU) of specific, aggregate and integrated medical stop loss insurance.

“Spectrum has been a client of ours for many years, and we are pleased that they are now part of the Companion family. Spectrum is our seventh MGU acquisition and is proof not only of the success of our acquisition strategy, but also of our commitment to the stop loss industry as a market leader,” said Phil Gardham, Companion Life’s current COO and president effective January 2017. “For more



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than 25 years, Spectrum has been a leader in the stop loss industry, and we have shared values, a commitment to high-quality customer service and we understand the importance of strong relationships.”

Founded in 1990 and headquartered in Indianapolis, Spectrum ([www.spectrumhq.com](http://www.spectrumhq.com)) has represented Companion Life since 2006. Its services include underwriting, marketing, claims adjudication, premium administration, policy issue and product design. Spectrum offers a variety of products for single employer groups with as few as 15 employees.

“When considering acquisition, Companion was the logical choice,” said Kurt Ridder, president of Spectrum. “We have a long-standing relationship with Companion, and most impressive is their ‘owned MGU’ model: Separate, focused and independent MGUs that continue to run post-sale just as they did pre-sale – same management, same staff and, most importantly, same identity. It showcases Companion’s unique commitment to the stop loss market – recognizing excellence and allowing it to flourish under the safety net of a large, respected and growing stop loss organization.”

### **About Companion Life**

*Headquartered in Columbia, Companion Life ([www.CompanionLife.com](http://www.CompanionLife.com)) has specialized in employee benefits since 1971. The company markets life, dental, disability, accident, specialty health including medical stop loss, limited benefit health plans and group supplemental retiree prescription drug plans, as well as other insurance programs, through a network of independent agents and brokers, general agents and managing general underwriters. Companion Life is licensed in 49 states and the District of Columbia. It holds an A.M. Best Rating of A+ (Superior).*

## **Healthcare Management Administrators, Inc. Names Steve Suter as President**

Healthcare Management Administrators, Inc. (HMA) announced Steve Suter has been named President. Steve will be responsible for growing the business and will continue to focus on delivering excellent service, flexible options, and innovative solutions that help make healthcare more affordable and easier to understand.

Since joining HMA in 2014 as Chief Operating Officer, Steve has spearheaded the launch of multiple new products and services, an enterprise grade reporting platform and has attracted a number of talent leaders to join HMA. Prior to joining HMA, he served as the Chief Operating Officer at UnitedHealth Groups’ Optum division where he ran their Payment Integrity portfolio of businesses.



“Promoting Steve to President was the next natural step as he has the experience, drive and intellect to take HMA into the future,” said David Snodgrass, HMA’s founder and CEO. “He has built great relationships with the broker community, our clients and business partners and I look forward to working with him throughout 2017 as we work together to provide new and innovative services to the market.”

“Steve’s ability to improve operating efficiencies, promote excellent quality and focus on launching new products are valuable assets in helping to simplify healthcare,” said Angela Dowling, president, Regence BlueCross BlueShield of Oregon, and chief sales officer. “He is a seasoned executive and we’re fortunate to have someone of his caliber leading HMA.”

Steve will be based at HMA’s Bellevue office.

**About Healthcare Management Administrators, Inc.**

*HMA has been a leading third party benefits administrator of health plans for over thirty years, expertly serving employers who choose to self-fund their healthcare. We are dedicated to partnering with brokers to help self-insured employers create and customize the ideal benefits plans to suit their unique needs. HMA provides unparalleled access to doctors and hospitals nationwide through well-known preferred provider networks. We create a healthier future for our client’s employees by making healthcare more affordable and easy to understand.*

Contact Courtney Bowman, MBA Marketing Specialist at [Courtney.Bowman@accessspa.com](mailto:Courtney.Bowman@accessspa.com) and visit [accesshma.com](http://accesshma.com). ■

