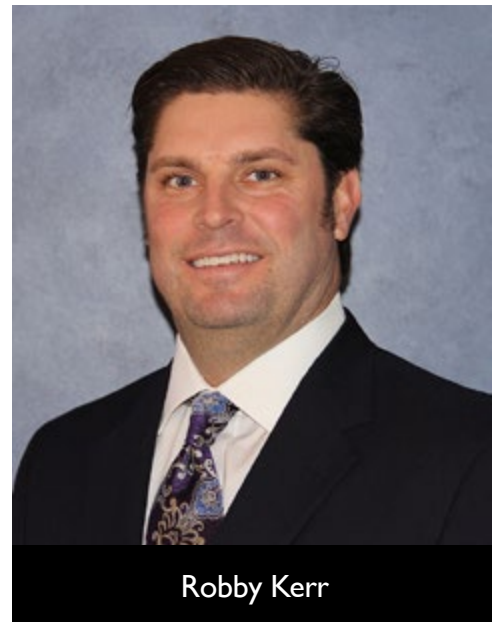


NEWS from SIIA Members

2017 FEBRUARY 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.



Robby Kerr

Diamond Members

Robby Kerr joins AIG as the National Sales Director for the Organ Transplant product

Robby comes to AIG with a wealth of experience in the self-funded industry, which will enable him to significantly expand Organ Transplant sales and distribution. Most recently, Robby served as Executive Vice President and Chief Marketing Officer at Group Resources, a nationwide third-party administrator, as well as a pooling partner for AIG.

In addition, Robby is an accomplished leader, currently serving on the Self Insurance Institute of America (SIIA) Health Care Committee.

“Robby will operate as a Subject Matter Expert on our Organ Transplant program for ongoing education of our producers and customers in the market. The product has proven to be an essential element of financial protection for self-funded employers, both large and small,” states Russ Jehs, Senior Product Director and Head of Organ Transplant.

Bill Edrington, Vice President of Stop Loss and Voluntary Distribution, AIG Consumer Insurance, said, “He brings to AIG solid, long-standing relationships with TPAs and brokers across the country. I am confident that his experience and expertise in the self-funded industry align perfectly with our strategic focus on growing AIG’s Organ

Transplant business with our key strategic distribution partners.”

Robby is based in AIG’s Atlanta office and can be reached at robert.kerr@aig.com.

Silver Members

POMCO Promotes Stephanie Fraser as Manager, Appeals

POMCO, one of the nation’s largest benefits administrators, has announced that it has promoted Stephanie Fraser to the position of Manager of Appeals. Fraser has been with POMCO for seven years. Over time, she has held positions as a Claims Associate, Service Improvement Specialist, and most recently was the Supervisor of Operation Services, Call Center.

In Stephanie’s new position, she will be providing direction and leadership to the Appeals Department staff. Fraser will also be responsible for ensuring that procedures that are currently implemented for appeals are within company policy and compliance of all state and federal laws and regulations.



“Stephanie is an outstanding choice as the Manager of Appeals,” said Kathleen Lamb, Esq., General Counsel and Vice President, Compliance at POMCO. “She brings a wealth of knowledge to the department and we are fortunate to have her as the leader of our team.”

Stephanie plans to apply and draw from her knowledge, information, skills, and management capabilities both from working at POMCO, as well as prior professional experiences.

“It is a privilege to have had the opportunity to develop and grow as an individual and in my career,” said Fraser. “I am extremely excited to help lead POMCO’s claims strategy team and I look forward to this opportunity.”

Underwriting Management Experts Launches App for Medical Questionnaires

UME announced the release of MyUME.com, a mobile application and web portal designed for submission of medical application questionnaires and RFPs. The app was launched January 1, 2017.

The MyUME.com app will feature a dual benefit for both brokers and applicants. Applicants will now be able to fill out and submit their medical application questionnaires online through the mobile web app or via their desktop computer. When members submit their questionnaires, copies will be sent to both UME and the broker, facilitating the communication between parties.

Brokers will also benefit from the web portal, as they will now be able to create an account in order to quickly and easily submit RFPs. In addition, brokers will be able to contact UME from within the portal.

Anne Marie Chapman, Chief Executive Officer, says, “We are excited about the possibilities opened up by the creation of this application. We strive to remain relevant and address the changing needs of our partners and clients, and I believe that MyUME.com will lead to greater efficiency and client satisfaction, as well as provide future opportunities to meet the changing needs of those we strive to serve.”

Once the app has been launched, brokers will be able to access the site using individual login credentials that will be issued by UME.

About UME

Underwriting Management Experts (UME), is a full service managing general underwriter (MGU) of employer stop-loss coverage. We provide flexible, innovative stop-loss, captives and life products that meet the unique needs of our partners. UME offers professional expertise, personalized service and creative solutions to an ever-changing market place. Contact Samantha Gallagher at 267-519-1900 Ext. 703 or Sgallagher@umexperts.com and visit www.umexperts.com.

Gold Members

Eldorado, INETICO and CareValet Jointly Announce a Newly Formed Strategic Partnership to Support Consumer Directed Care Management Services via CareValet

Eldorado, a provider of enterprise core administrative platforms, announced the strategic partnership with INETICO Inc. and CareValet, LLC to offer clients of its Javelina and HEALTHpac systems the latest technology available to allow them to take control of their healthcare. CareValet is a consumer driven mobile application that changes the way members select providers & schedule appointments for their healthcare services.

The new partnership supports the consumer being in control of their own healthcare - with the power to make the best decisions for themselves and their family. Members are empowered to make in-network provider decisions based on cost and quality. An electronic provider scheduling component sends medical ID cards & plan information to the provider at time of scheduling.

Members can select hospitals, emergency rooms, specialists, primary care providers and more. Patients will pre-certify themselves by selecting a provider and activating care nurses for Utilization Management, Care Management & Disease Management. INETICO provides access to their own care givers or to independent teams.

Consumers can receive messages directly, for triage purposes on their smart phone, and pop up messages will appear to remind them of appointments and medical follow up. The application is telemedicine enabled and can even schedule transportation if necessary.

"We are very excited to be at the forefront of this consumer driven technology," says Joseph Hodges, President of INETICO Inc. and CareValet, LLC, "The consumer guided experience, we feel, is the clinical solution to appropriate healthcare and cost exposure."

Sally Else, President, Eldorado added, "It is with this type of leading edge technology that U.S. healthcare will be transformed and all members of the healthcare landscape will be best served. The digital world is here and we, as industry leaders, must embrace it and make it accessible to all consumers of healthcare. We are delighted to be partnering with INETICO and CareValet to bring this technology to our Javelina and HEALTHpac customers."

Media Contact:

Cheryl Richards

Eldorado Marketing Coordinator

Cheryl.richards@eldocomp.com

602 604 3100

Specialty Care Management and Phia Group Announce Strategic Partnership

Specialty Care Management, LLC ("SCM"), the premier source of innovative catastrophic claim cost containment services, is pleased to announce that it has formally developed a strategic alliance with The Phia Group, LCC.

The Phia Group is the self-funded industry's most acclaimed provider of plan support services, including plan document products, claim recoupment, and consulting. Headquartered in Braintree, MA, The Phia Group is a pioneer in healthcare cost-containment, continually working to reduce, "the cost of plans through its recovery strategies, innovative technologies, legal expertise, and focused, flexible customer service."

YOUR VERY OWN BULLDOG FOR CLAIMS SAVINGS



www.HHCgroup.com

Claims Negotiation & Repricing | Claims Editing | Medical Bill Review (Audit) | Reference-Based Pricing
DRG Validation | Utilization Reviews and Independent Reviews | Independent Medical Examinations

When it comes to claims savings, you want a bulldog – someone who's guaranteed to protect your best interests. That's why third-party administrators and self-insured groups rely on HHC Group to save the maximum amount of money possible on their medical claims. Armed with advanced technology and driven by a dogged work ethic, our resourceful team never gives up on your medical claims.

LEARN MORE.

CALL 301.963.0762

OR EMAIL sales@HHCgroup.com



 **H.H.C. Group**
Health Insurance Consultants™

Everyone loves surprises.
Unless they're hidden costs in their pharmacy benefit plan.

With KPP: What you get is what you see.

That's our transparency pledge. Quality, control and flexibility with no service upcharges or hidden fees, ever.

Get better financial and health outcomes with no surprises.
Contact KPP at 1.800.917.4926.

All of this from Kroger: A neighborhood name you and your employees know and trust.

Providing comprehensive pharmacy benefits management services since 1993 | kpp-rx.com

This strategic alliance with The Phia Group keeps SCM on the cutting edge; emphasizing the management of catastrophic claims with a special focus on dialysis care, and combating excessive treatment and billing presently associated with it.

“Our joint venture with The Phia Group allows SCM to expand and enhance the array of services we already provide with an eye toward developing unique programs to further cost containment,” explains Rick Garrison, President of SCM. “This alliance adds a new dimension to SCM’s business and gives us the opportunity to offer even more robust cost containment strategies.”

With The Phia Group, SCM will now offer a Renal Claims Defense program, eliminating exposure to legal and medical costs associated with renal dialysis claim analysis, repricing, and containment. Both The Phia Group and SCM have proven records of innovation and performance, and are excited to bring forth new programs and strengthen existing ones.

“The Phia Group is pleased to work with Specialty Care Management,” remarked Ron E. Peck, The Phia Group’s Senior Vice President and General Counsel, “because SCM appreciates the importance of powerful plan document language, and they understand the need to operate in accordance with those terms. They have worked with us to prepare a potent defense strategy – protecting both benefit plans and participants.”

For more information about Specialty Care Management LLC, please contact Rick Garrison at 267-544-0365 or email at marketing@specialtycarecm.com.

For more information about The Phia Group, please contact The Phia Group’s Sales Executive, Garrick Hunt, at 781-535-5644 or Info@PhiaGroup.com. ■

SIIA would like to Recognize our Leadership and Welcome New Members

2016 Board of Directors

CHAIRMAN* Jay Ritchie
Executive Vice President
Tokio Marine HCC – Stop Loss Group
Kennesaw, GA

PRESIDENT/CEO Mike Ferguson
SIIA, Simpsonville, SC

TREASURER & CORPORATE SECRETARY* Duke Niedringhaus
Senior Vice President, J.W.Terrill, Inc.
Chesterfield, MO

CHAIRMAN-ELECT* Robert A. Clemente
CEO
Specialty Care Management LLC
Lahaska, PA
Kennesaw, GA

Directors

Adam Russo
Chief Executive Officer
The Phia Group, LLC
Braintree, MA

Joseph Antonell
CEO/Principal
A&M International Health Plans
Miami, FL

Kevin Seelman
Senior Vice President
Lockton Dunning Benefit Company
Dallas, TX

Andrew Cavenagh
President
Pareto Captive Services, LLC
Philadelphia, PA

Mark L. Stadler
CEO
BridgeHealth
Denver, CO

Mary Catherine Person
President
HealthSCOPE Benefits, Inc.
Little Rock, AR

David Wilson
President
Windsor Strategy Partners, LLC
Princeton Junction, NJ

Committee Chairs

CAPTIVE INSURANCE COMMITTEE
Michael P. Madden
Senior Vice President
Artex Risk Solutions, Inc.
San Francisco, CA

**GOVERNMENT RELATIONS
COMMITTEE**
Lawrence Thompson
Senior Vice President, Sales &
Client Services
POMCO Group
Syracuse, NY

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.
Novato, CA

WORKERS' COMP COMMITTEE

Stu Thompson
CEO
The Builders Group
Eagan, MN

SIIA New Members

Regular Corporate Members

Linda Van Dillen
Chief Communications Officer
CompAlliance
Merriam, KS

Andrew Seger
Imprise Financial PCC Inc.
Strongsville, OH

David Fear
President
Shepler & Fear General Agency
Roseville, CA

Silver Member

Raymond Holst
Partner Clark & Gentry P.L.L.C.
New York, NY

Employer Member

Malcolm Costa
Trustee
GOHIO
Akron, OH

Michael Larsen
Executive Director

MCSIG Salinas, CA

James Perna
Viking Insurance Ltd.
Washington, DC

LEARN. PLAN. SAVE. PROTECT.

**RECOVERY
DOLLARS
MULTIPLIED**

Subrogation & Overpayment
Recoveries

**PLAN
DOCUMENTS
PERFECTED**

Phia Document Management
- PDM



**THE
PHIA
GROUP**

EMPOWERING PLANS

**FIDUCIARY
DUTY
SHIFTED**

Plan Appointed Claim
Evaluator - PACE

**LEGAL
EXPERTISE
SECURED**

Independent Consultation &
Evaluation - ICE

Register online to join us monthly for our free, industry acclaimed webinars.

The Phia Group, LLC | 163 Bay State Drive, Braintree, MA 02184 | Phone: 781-535-5600 | www.phiagroup.com

