

NEWS from SIIA Members

2017 APRIL 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

The Phia Group Announces Strategic Alliance with Specialty Care Management

The Phia Group, LLC, the premier source of health benefit plan consultative services, plan document drafting, subrogation and cost containment services, announced that it has formally developed a strategic alliance Specialty Care Management. Headquartered in Lahaska, PA, Specialty Care Management ("SCM") is a premier source of innovative catastrophic claim cost containment services, with a cutting edge approach to dealing with the ever rising cost of renal disease and dialysis. This strategic alliance 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, CEO 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 risks associated with renal dialysis claim analysis, repricing, and cost 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.

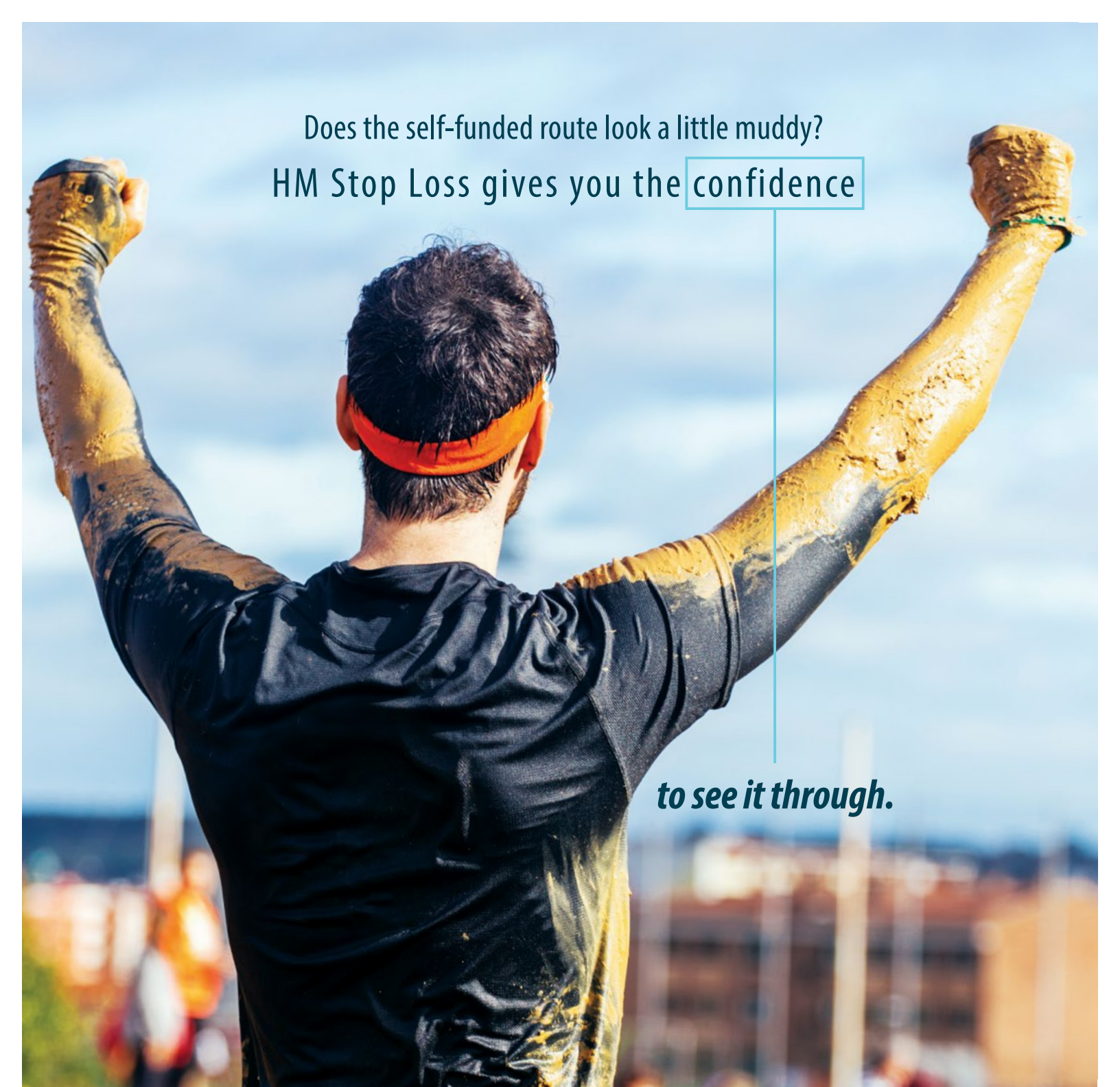


SHOWER YOUR PLAN WITH SAVINGS

Using Renalogic’s services can make the savings pour in. Renalogic improves the health and outcomes of Chronic Kidney Disease patients. We specialize in avoiding or drastically reducing dialysis costs.

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A person is shown from the back, wearing a black long-sleeved shirt and an orange headband. Their arms are raised in a 'V' shape, and their skin and clothing are covered in thick, yellowish-brown mud. The background is a bright, slightly cloudy sky. The text 'Does the self-funded route look a little muddy?' is at the top, followed by 'HM Stop Loss gives you the confidence' where 'confidence' is in a blue box. A vertical line extends from the box down to the phrase 'to see it through.'

Does the self-funded route look a little muddy?
HM Stop Loss gives you the confidence

to see it through.

Through expert risk assessment and exceptional service delivery, HM Insurance Group provides self-funded groups financial protection to meet the challenges of a changing health benefits market. We know the importance of making informed decisions – that's why we deliver tips, tools and insights to help our partners and their clients determine the right Stop Loss coverage options and create smart solutions for managing claims and containing costs within the self-funded approach.

Prepare for success with self-funding at hmig.com/slknowledge.



STOP LOSS ■ MANAGED CARE REINSURANCE

Berkley Accident and Health Announces Reorganization and Promotions to Better Serve Self-Funded Market

Berkley Accident and Health, a W. R. Berkley Company®, announced several organizational changes and promotions that will better align its Medical Stop Loss and Group Captive operations with external customer and market needs.

Jim Hoitt, formerly Vice President of Sales, has been named Senior Vice President of the Captive segment. In his new role, Hoitt will lead the sales, underwriting, and account management efforts for the company's rapidly growing Medical Stop Loss Group Captive solution. Reporting to him are Scott Byrne, Jeff Kandzer, and Shawn Lanter, who all have been promoted to Vice President of Business Development.

Lee Davidson, formerly Senior Vice President of Product Management and Development, has been named Senior Vice President of the Stop Loss segment. In addition to his current duties, Lee will assume responsibility for sales, underwriting, and account management for Traditional Stop Loss distributed through regional producers.

“These changes align our internal operations with external markets, giving each business segment a clear line of sight directly to customers and their needs,”

said Christopher Brown, President and CEO of Berkley Accident and Health.

“It also positions us well for continued growth. Each business segment can now adapt to changing market needs with greater speed and flexibility,” explained Brown.



Previously, the Stop Loss and Captive areas were organized functionally, with senior leadership spanning across different business segments.

There are no changes to Berkley's Centralized Stop Loss segment, which distributes Stop Loss through arrangements with institutional producers.

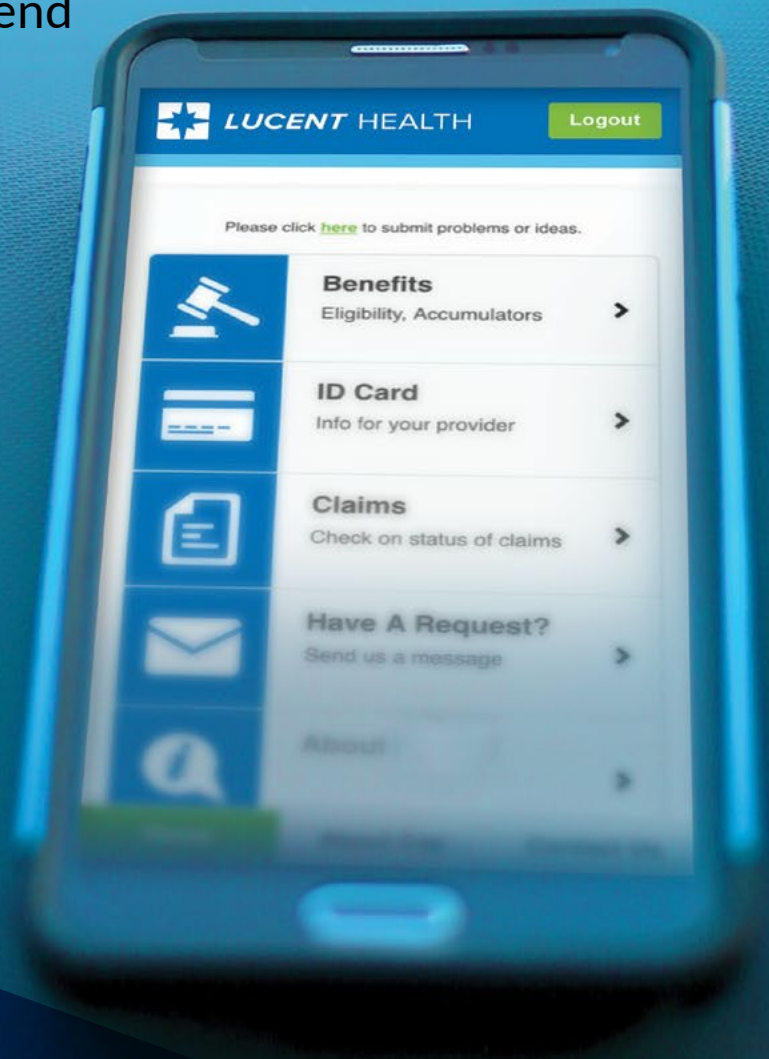
About Berkley Accident and Health

Berkley Accident and Health is a member company of W. R. Berkley Corporation, a Fortune 500 company. Berkley Accident and Health provides an innovative portfolio of accident and health insurance products. It offers four categories of products: Employer Stop Loss, Group Captive, Managed Care (including HMO Reinsurance and Provider Excess), and Specialty Accident. The company underwrites Stop Loss coverage through Berkley Life and Health Insurance Company, rated A+ (Superior) by A.M. Best. For more information, please visit BerkleyAH.com or BenefitsCaptives.com.

Access Your Healthcare Plan Data AT THE OFFICE OR ON THE GO

Lucent Health continues to innovate compelling and proprietary technology solutions that enable Employers to have more visibility into their healthcare spend and to control it.

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LUCENT HEALTH

Silver Members

Strategic Risk Solutions Earns 97 Percent Satisfaction Rating

Strategic Risk Solutions (SRS), a provider of captive management and consulting services, announced today the results of its annual customer survey. In 2016, 97 percent of customers responded that they were “highly satisfied” with SRS’s services. This builds off the company’s previously excellent ratings, raising them to a three-year high.

“Maintaining the trust and confidence of our clients by delivering high quality captive services is the essence of SRS,” said Brady Young, President of Strategic Risk Solutions. *“SRS and the captive market generally were very active in 2016. To be able to improve our customer satisfaction ratings in that fast-paced environment is particularly pleasing,”* he added.

Key areas where the highest scores were attained include captive consulting, the quality, accuracy and timeliness of financial reporting and the overall responsiveness of staff. For copies of the survey results, please contact Andrew Berry at andrew.berry@strategicrisks.com or (781)672-3454.

About Strategic Risk Solutions (SRS)

SRS is a leading independent captive management firm with representation in all major onshore and offshore domiciles. It provides financial reporting, regulatory compliance and program management services to existing and prospective captive insurance companies. For more information, please contact Strategic Risk Solutions at (781)487-9800 or info@strategicrisks.com.

Polsinelli’s New York Office Adds Two Veteran Finance Lawyers

Polsinelli, an Am Law 100 firm with offices in 20 cities across the U.S., announced today two highly-experienced finance attorneys joined its New York office.

Barry Biggar and Stephen Rutenberg have joined the firm’s national Capital Markets and Commercial Lending group. The new additions are the latest in a significant growth period for the New York office as Polsinelli continues to add strong talent to its roster, most notably in real estate, financial services and intellectual property.



Biggar joins Polsinelli from Pillsbury Winthrop. For more than 25 years he has represented financial institutions in complex structured debt and tax advantaged financings in both the U.S. domestic and cross-border markets, including extensive experience in the aviation, rail, maritime and manufacturing sectors, as well as nuclear fuel resources.

Biggar has represented creditors in the United Air Lines and Northwest Airlines bankruptcy cases. He earned his Juris Doctor degree, cum laude, from Pace University School of Law, and his bachelor's degree, cum laude, from Manhattan College. Biggar is included in Euromoney's "Guide to the World's Leading Aviation Lawyers" as one of the premier practitioners in North America.

"We are very lucky to have attracted Barry, a true dean of the equipment and aviation finance bar," said Dan Flanigan, Chair of the firm's Financial Services Department and Managing Partner of the New York office.

Rutenberg joins the firm from Arnold & Porter Kaye Scholer, where he counseled hedge funds, private equity firms, and global financial institutions on legal issues relating to the purchase and sale of loans and securities, including those of distressed and bankrupt companies, and on cross-border bankruptcy claims trading-related matters.

"Stephen has a significant and valuable specialty. He adds a whole new dimension to our par and distressed loan and claims trading and bankruptcy practices," Flanigan said.

On Feb. 2, the UJA-Federation of New York, the world's largest local philanthropy, honored Rutenberg with the James H. Fogelson Emerging Leadership Award at the Lawyers Division Annual Event, which brought together more than 600 influential members of New York's legal community. Rutenberg received his Juris Doctor degree from the University of Pennsylvania Law School along with a certificate of Management and Policy from the Wharton School. He earned his bachelor's degree from Brooklyn College. In addition to being admitted to the New York bar, Rutenberg is a solicitor in England and is listed as a Rising Star by IFLR1000.



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Biggar and Rutenberg join the New York office amidst a noteworthy growth period, particularly in the Real Estate and Financial Services and Intellectual Property Departments. Recent additions to the Intellectual Property Department include cybersecurity lawyer Jarno Vanto and patent prosecution attorney Pete Thurlow.

For more information, contact Carrie Trent at ctrent@polsinelli.com.

Gold Members

Guardian Recognized as a 2017 Top 125 Training Organization by Training Magazine

The Guardian Life Insurance Company of America (Guardian), one of the nation's largest mutual life insurers and a leading provider of employee benefits, was recently recognized as one of Training magazine's 2017 Top 125 Training Organizations.

This recognition underscores Guardian's focus on its customers and on building and maintaining a strong financial foundation to serve them. Executives in every business division are responsible for developing and training employees and financial professionals by sharing best practices across business lines to ensure these programs are consistent and are state-of-the-art in the industry.

"As a mutual insurance company with a 150-year history of delivering results, Guardian's top priority is serving our clients and policyholders, and that is reflected in everything we do. We are committed to training our professionals so they can exceed the expectations of our customers," stated Kurt Shallow, Senior Vice President, Agency Distribution, Individual Markets. *"We focus on creating a destination organization for those interested in a flexible career as a highly skilled professional. Having the right tools and resources in place helps us recruit and retain the right people."*



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

The Self-Insurer also has advertising opportunities available. Please contact Shane Byars at sbyars@sipconline.net for advertising information.

Now in its 17th year, the TrainingTop 125 is the only report that ranks companies unsurpassed in harnessing human capital. Training magazine's Top 125 ranking is determined by assessing a range of qualitative and quantitative factors, including financial investment in employee development, the scope of development programs, and how closely such development efforts are linked to business goals and objectives.

For more information about career opportunities at Guardian, visit www.guardianlife.com/financial-representative-careers. ■

About Guardian

The Guardian Life Insurance Company of America® (Guardian) is one of the largest mutual life insurers with \$7.3 billion in capital and \$1.5 billion in operating income (before taxes and dividends to policyholders) in 2015. Founded in 1860, the company has paid dividends to policyholders every year since 1868. Its offerings range from life insurance, disability income insurance, annuities, and investments to dental and vision insurance and employee benefits. The company has approximately 8,000 employees and a network of over 2,750 financial representatives in 57 agencies nationwide. For more information about Guardian, please follow Guardian on Facebook, LinkedIn, Twitter and YouTube.



OPPORTUNITIES IN A CHANGING LANDSCAPE



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July 17-19, 2017

The Hilton at the Ballpark
St. Louis, MO

SIIA would like to Recognize our Leadership and Welcome New Members

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