

NEWS from SIIA Members

2017 MAY 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 Strenuus®

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

Overland Park, Kansas-based Strenuus is a healthcare information technology company and provider of healthcare provider network analytics. Strenuus is the largest collector of managed health care data in the U.S., delivering actionable network insights to health plans, data analytics and healthcare provider data companies, healthcare exchange platforms and employee benefits consultants.



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*This isn't
our first
rodeo*



WE'VE DONE THIS BEFORE. Being in the medical self-insurance stop loss market isn't new to Houston International Insurance Group (HIIG). The experts and seasoned employees that founded the Company have decades of experience in this industry. In fact, HIIG was built using strategy, sound judgment, and business savvy from some of the same leaders who made this industry great from the very beginning. **Don't get thrown for a loss. Make HIIG Accident & Health your partner in stop loss.**

Learn more at hiigah.com or call us at 800.796.9165.

The Strenuus acquisition further enhances Zelis' healthcare data analytics product portfolio supporting payer clients. Strenuus is now a part of the Zelis Network Solutions business unit led by Tina Ellex, President.

"The combination of Zelis and Strenuus further expands our Zelis integrated cost management and payments platform and enables Zelis to provide our payer clients with enhanced support of network access, quality and cost optimization efforts. This is particularly important as many payers seek to deliver high performing, cost effective, narrower networks that meet the changing needs of employers and members," said Doug Klinger, CEO of Zelis Healthcare.

"We welcome the Strenuus team to Zelis. They have technology and provider data coupled with their deep experience and background in provider analytics that have positioned them as the premier company in our industry. I look forward to offering their solutions to our healthcare payer clients in an evolving marketplace," said Tina Ellex, President of Network Solutions for Zelis Healthcare.

"We are thrilled to join Zelis. We look forward to providing greater impact for the healthcare community with our continued focus on product enhancements and new product development," said Matthew Mellor, CEO of Strenuus.

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 solutions, 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.

About Strenuus

Strenuus is the leader in healthcare provider network analysis and data management. Their flagship platform, Network360®, delivers actionable network intelligence services to payer clients nationwide. Strenuus also powers consumer-facing solutions for leading benefit consultant and healthcare IT companies with the only unified provider search in the marketplace and manages the industry's largest network dataset, sourcing from thousands of commercial medical, dental, Medicare, Medicaid and specialty business lines.

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**QBE Announces
Appointments: Jon Tolzin,
Regional Vice President,
Northwest Region and Ed
Wadhams, Vice President,
A&H National Partnerships**

As an integrated specialist insurer and one of the largest insurance companies in the world, QBE applies deep technical expertise to deliver future-ready products, customized underwriting solutions and superior claims service. Working through preferred and limited distribution partners, they mobilize and synchronize market-facing functions to write multiple lines of coverage for our customers. They write over \$14 billion in gross written premium and trade in all major insurance markets. Backed by the strength of their strong balance sheet and a well-diversified global portfolio, QBE provides customers the certainty they need to manage their business at home, and around the world.

A key to their success as a business is our people, and they remain committed to recruiting, retaining and developing the best talent in the industry. At the heart of their culture is a commitment to our employees, their professional development, and providing them with career opportunities by promoting from within. QBE North America's Accident & Health division is proud to announce the following appointments:

- Jon Tolzin has been named Regional Vice President in the Northwest, heading our Minneapolis Regional Office. His responsibilities include, managing underwriting, marketing and risk management services for QBE's Medical Stop Loss products. His regional office serves brokers and TPA partners throughout 14 states. With 23 years of insurance experience, Tolzin moved to increasing levels of responsibility in underwriting at both ASO and standalone stop loss carriers. He holds a Bachelor of Arts degree in Economics from the University of Minnesota.
- Ed Wadhams has been appointed Vice President, A&H National Partnerships. In this role, Wadhams will be responsible for positioning our business priorities with top producers in the U.S. In conjunction with our global strategy, Ed will work collaboratively with our Field Operations team to focus on increased visibility and profitable growth with select national partners. In addition, Wadhams will further collaborate and execute the strategy with our regional vice presidents, regional underwriters and business development staff. He holds a Bachelor of Science degree in Communications from the University of Tennessee.



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“These appointments demonstrate the importance we place on underwriting excellence, industry expertise and customer service,” said Steve Gransbury, President -- Accident & Health, QBE North America. *“By identifying employees with unique skills and experience, while providing them with opportunities for impact in key leadership positions, we further invest in our development culture and our organization’s greatest asset, our people,”* he added.

About QBE

QBE North America is part of QBE Insurance Group Limited, one of the largest insurers and reinsurers worldwide. QBE NA reported Gross Written Premiums in 2016 of \$4.6 billion. QBE Insurance Group’s 2016 results can be found at www.qbena.com. Headquartered in Sydney, Australia, QBE operates out of 37 countries around the globe, with a presence in every key insurance market. The North America division, headquartered in New York, conducts business through its property and casualty insurance subsidiaries. QBE insurance companies are rated “A” (Excellent) by A.M. Best and “A+” by Standard & Poor’s. Contact Amy Sandusky, AVP, Marketing Business Partner, Marketing & Communications, at amy.sandusky@us.qbe.com and visit www.qbena.com.

Sun Life Seeks Associate Director, Stop-Loss Training and Learning Development

Role Summary

The Associate Director, Stop-Loss Training and Learning Development will drive the business unit’s training and learning development strategy with the goal of increasing the expertise and talent across the collective organization. The Associate Director will work closely with stop-loss business leaders to assess learning and talent development needs across the business, and then develop and execute on a robust multi-year strategy to meet the identified needs aligned to our key business goals, imperatives, and initiatives. Initially, a key focus will be on underwriting training.

Primary responsibilities

- Serve as the primary trainer and resource for UW, new hire, and general product training.
- Work with SL leadership team to assess baseline and prospective learning and development needs.
- Evaluate data from Employee Engagement Survey, Brighter Way Initiatives, and varying VoC collection activities to identify key areas of focus.
- Collaborate with leaders to assess specific needs by functional area and identify expected resource commitment required to develop and deliver training content.
- Develop and implement learning strategy aligned with overarching Stop Loss strategic plan and identified learning and development needs.
- Drive plan for comprehensive learning and organizational development initiatives across Stop Loss.

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- Coordinate, design, and implement training across all facets of the stop loss business.
- Design and develop new hire training curriculum.
- Research and model best practices in learning in order to ensure innovative, best-in-class training and performance support for Stop Loss organization.
- Partner with various subject matter experts to facilitate and deliver specific topic / expertise level training sessions
- Schedule, coordinate, and ensure successful execution of planned training sessions
- Create metrics and reports to evaluate and present findings related to training impact and effectiveness.
- Establish a framework for continuously measuring success of learning initiatives.
- Ability to create and build learning and training programs that are innovative, comprehensive, and repeatable
- Demonstrated expertise in leading through influence / can manage without authority
- Direct experience with training or coaching -- has developed learning and knowledge solutions for a variety of roles
- Proficient facilitation skills
- Experience in partnering with SME's to help facilitate or deliver training content
- Can manage complexity -- distributed learners, centralized teams, and multi-site locations
- Demonstrated ability to manage change throughout all levels of the organization

Interested candidates should email resume to Margaret Peterson at Margaret.Peterson@sunlife.com.

About Sun Life

Sun Life offers a variety of stop-loss insurance products and services that provide a great source of financial protection -- allowing companies to limit their liability for claims and maintain the budget. You can depend on their excellent sales, underwriting, and claims service. Plus, they deliver opportunities for companies to save money through cost-containment resources that can help lower health care costs even before a stop-loss claim occurs. Visit www.sunlife.com/us/.

Qualifications

- Bachelor's degree
- 7+ years of experience working with Stop-Loss product in UW, Claims, Product Pricing, Quality, or Stop-Loss Operations
- Ability to define strategy, overall direction, and effectively communicate vision to key stakeholders
- Experience in collaborating with business leaders, supporting evolving business strategies, and driving to a collective identified goal



HHC Group Launches New Website

HHC Group announces the launch of its new, updated website – www.hhcgroup.com. This site is designed to give insurers and those who manage their cost-containment efforts an introduction to the company and its suite of highly-effective, cost-containment services.

The site is also designed for use by HHC Group's clients. It enables them to effectively and efficiently manage their claims-related, cost-containment efforts. Using the website, they can now securely submit claims, track claim status. They can download processed claims files, review their claim history, create reports and more, 24 hours a day seven days a week.

About HHC Group

HHC Group is a leading national health insurance consulting company providing a wide range of cost containment solutions for Insurers, Third Party Administrators, Self-Insured Employee Health Plans, Health Maintenance Organizations (HMOs), ERISA and Government Health Plans. HHC Group utilizes a combination of highly skilled professionals and advanced information technology tools to consistently deliver targeted solutions, significant savings and exceptional client service.

HHC Group's services include Claim Negotiation, Claim Repricing, Medicare Based Pricing, DRG Validation, Medical Bill Review (Audit), Claims Editing, Medical Peer Reviews/Independent Reviews, Independent Medical Examinations (IME), Case Management Utilization Review, Data Mining, Disease Management and Pharmacy Consulting.

For additional information about HHC Group, its new website and our services, email info@hhcgroup.com or contact Bob Serber at rserber@hhcgroup.com, 301-963-0762 ext. 163, and visit www.hhcgroup.com.

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We appreciate the positive response our medical stop loss coverage has received coast to coast. We look forward to bringing our iconic brand name, stellar balance sheet, and decades of underwriting experience to the **medical stop loss** marketplace for years to come.

Thanks.



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HIIG A&H has an opening for a Director of Clinical Risk Management to oversee CRM operations supporting our Medical Stop Loss product.

Key Job Functions

- Serve as the lead resource for Medical Underwriting & Clinical Claims Management within the A&H division.
- Identify potential high dollar medical claims, and project the expected claim costs for both prospective new business and in-force accounts.
- Build strong relationships with internal and external clients to communicate risk factors, projected cost of claims, and facilitate communication with all parties to achieve cost savings on potential high dollar claims.
- Manage, mentor and develop the HIIG A&H CRM staff.

Requirements

- Bachelor's Degree with RN license required.
- Ten years of relevant experience in medical underwriting, claims or cost containment, preferably with a stop loss carrier.
- Prior clinical experience preferred.



Location

- Any of the following regional offices:
- Malvern, PA, Indianapolis, IN, Wakefield, MA, Atlanta, GA, Dallas, TX, Scottsdale, AZ.

About HIIG

HIIG is a Houston based, fast expanding insurance group that provides creative solutions for our clients' specialized needs. HIIG writes business throughout the USA and Internationally through its underwriting divisions that include Accident & Health, Construction, Energy, Professional, Transactional Property, and other Specialty business. Visit www.hiig.com and www.hiigah.com.

HIIG A&H offers

1. A competitive base salary with performance based commissions
2. Leadership development through individualized support and mentoring
3. Medical benefits, STD/LTD, Life, Dental, Vision, 401k, PTO
4. Background check including drug screen

Gold Members

Berkshire Hathaway Specialty Insurance Seeks Stop-Loss Medical Risk Consultant

Medical Risk Consultant

Berkshire Hathaway Specialty Insurance is seeking a medical risk consultant to join their medical stop loss team. The ideal candidate will utilize professional and clinical knowledge to assess risk. These activities will provide BHSI medical stop loss underwriters, claim auditors and external clients with appropriate clinical assessment of the anticipated care needs and potential costs of identified claimants.

Interested candidates should email their resume to HR@hiig.





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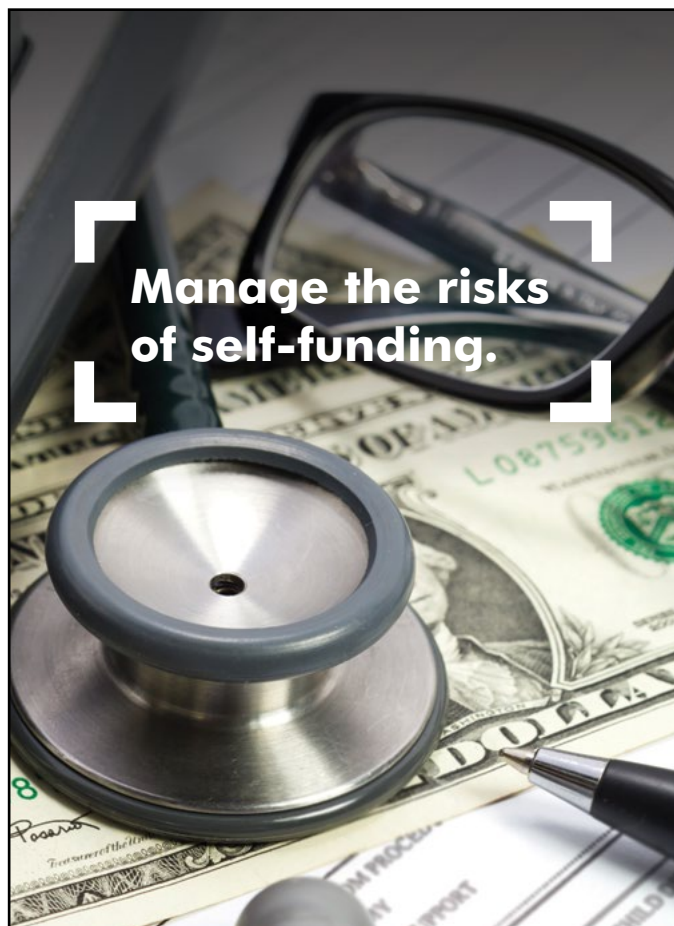
Companion Life's Specialty Markets

Essential Job Functions

- Effectively explain complex clinical conditions to internal and external clients.
- Build strong relationships with internal (UW's, Claims) and external clients (TPA's, external CM's) to communicate risk factors and projected cost of claims.
- Evaluate and assess both new business and renewal large claims/disclosure, clinical and claims data to identify known and potential risks and make potential cost recommendations to the stop loss underwriting team.
- Serve as the lead resource for underwriting in identifying potential large claims, and to project the expected cost of the potential claim.
- Quickly, thoroughly, and correctly assess a potential/actual claim situation to successfully influence risk decision makers, resulting in meaningful clinical and/or financial outcomes.
- Document and effectively communicate claim projections and rationale to stop loss underwriters.
- Develop a tracking system of claim cost projections and their effectiveness in reducing stop loss claims costs.

Requirements

- Bachelor's Degree or equivalent combination of education and work experience.
- RN license required.
- Five years of relevant experience, preferably with stop loss carrier.
- Prior clinical experience preferred.
- Working knowledge of stop loss insurance policy and contract language.
- Verified knowledge of ESL Office, particularly the Underwriting, Claims and Policy Administration modules.
- Working knowledge of Microsoft Excel.



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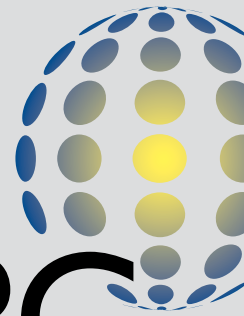
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- Excellent oral, written, and interpersonal communication skills to achieve positive outcomes.
- Detail oriented.

Interested candidates should email their resumes to Ruth Weaver at Ruth.Weaver@bhspecialty.com.

About Berkshire Hathaway Specialty Insurance

Berkshire Hathaway Specialty Insurance provides medical stop loss, commercial property, casualty, healthcare professional liability, executive and professional lines, surety, travel, programs, and homeowners insurance. Visit www.bhspecialty.com. ■



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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.

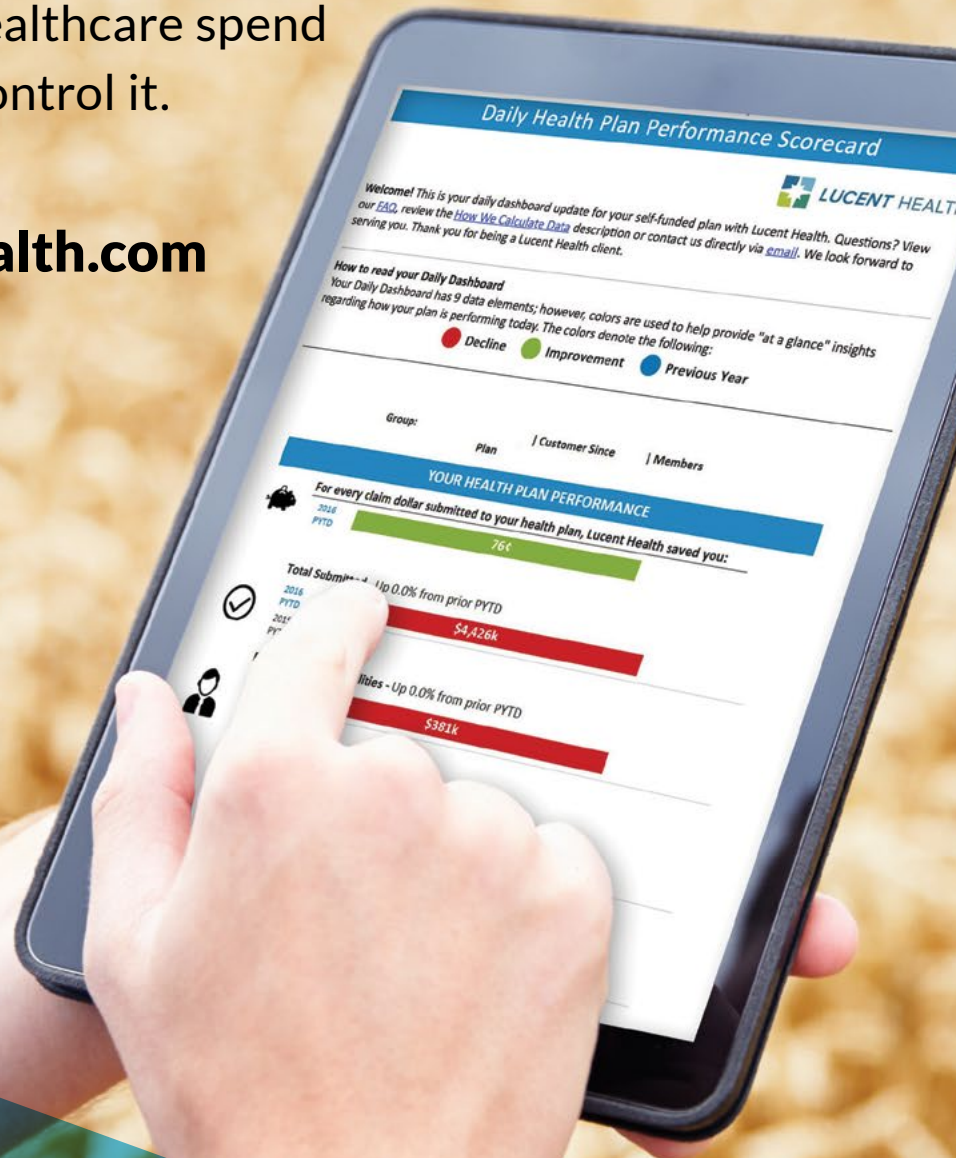
Articles or guideline inquiries can be submitted to Editor Gretchen Grote at ggrote@sipconline.net

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

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