

# NEWS FROM SIIA MEMBERS



## 2021 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 [membernews@siia.org](mailto:membernews@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).*

*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

### RENALOGIC NAMED 2021 GALLUP EXCEPTIONAL WORKPLACE AWARD WINNER

Phoenix, AZ – Renalogic, a leader in dialysis cost containment and risk management, has received the 2021 Gallup Exceptional Workplace Award (GEWA). This award recognizes the most engaged workplace cultures in the world.

In a year filled with unprecedented challenges ranging from the COVID-19 pandemic and civil unrest to political polarization, Gallup found that Renalogic has shown exceptional resilience and support for their employee base.

“In 2020, organizational cultures saw historic threats. It took an exceptional amount of resilience for organizations, and their employees, to make it through,” said Jim Harter, Gallup’s chief scientist of workplace management and wellbeing. “The abundance of well-managed and highly inspired teams inside Gallup Exceptional Workplace Award-winning organizations puts them in a particularly strong position to adapt quickly to meet the needs of their customers.”

The GEWA winners’ ratio of engaged employees to actively disengaged employees is 14 times higher than the international average. Worldwide, only 22% of employees are engaged – that is, committed to their work and connected to their workplace – and just 39% of employees in the U.S. workforce are engaged. Seventy-three percent of employees at winning GEWA organizations are engaged.

“We are elated to be recognized by a company whose tools and approach have

been instrumental in shaping our culture.” Lisa Moody, Renalogic CEO said. “As we all know, the last year has been a challenging one. Our growing team has relied on Gallup’s Strengths-Finder, the Q12, and our strong commitment to organizational health to keep us focused on what matters; our mission, our clients, and our members.”

#### **About Renalogic, Inc**

*Renalogic has been the industry leader in dialysis cost containment for nearly 20 years and continues to innovate through the impact of the Kidney Dialysis Avoidance Program. We continue to revolutionize the industry by delivering predictive analytics to identify the progression of the disease, simplifying the costs and clinical complexities of chronic kidney disease to make a positive impact and reduce the dialysis incidence rate in every population we touch. Every chronic condition leading to End Stage Renal Disease is manageable and even preventable when identified early. Contact Carrie Tedore, Senior Director of Marketing, at [ctedore@renalogic.com](mailto:ctedore@renalogic.com) and visit [renalogic.com](http://renalogic.com).*



### About Gallup

*Gallup delivers analytics and advice to help leaders and organizations solve their most pressing problems. Combining more than 80 years of experience with its global reach, Gallup knows more about the attitudes and behaviors of employees, customers, students and citizens than any other organization in the world. Gallup delivers the art and science of what's humanly possible to help leaders and organizations achieve breakthroughs in customer and employee engagement, organizational culture and identity, leadership development, talent-based assessments, entrepreneurship, and wellbeing. Visit [gallup.com](http://gallup.com).*

### VÄLENZ® ANNOUNCES ACQUISITION OF KOZANI HEALTH

Kozani Health integrates as ValenzProteKHt™ for complete and comprehensive bill review solution

PHOENIX, Ariz. –Välentz® announced it has acquired Kozani Health, integrating a new and innovative means for self-funded employers and the self-insured community to control costs across the life of a claim.

Kozani Health, which provides customized solutions to meet the challenges of paying medical claims appropriately, joins the ever-expanding Valenz ecosystem of data and solutions as Valenz ProteKHt™. The new solution offers detailed line-by-line bill reviews performed by nurses, certified coders and practicing specialists to uncover inappropriate billing and care provided.

With success rates averaging 70 percent, Valenz ProteKHt is the industry's recognized comprehensive and complete bill review solution. Valenz ProteKHt offers clear, defensible, transparent and plan-specific reviews that deliver savings of 10-30 percent above the PPO allowable with a signed contract, agreed upon and authorized by the provider.

## Work with Anthem Stop Loss and you'll be in good company



As one of the top 5 Stop Loss carriers\* in the nation, Anthem Stop Loss has the size, strength and reputation to deliver solid protection — with NO surprises. So you can budget with confidence and protect your cash flow.

For Stop Loss that's safe, secure and surprisingly nimble, visit [anthemstoploss.com](http://anthemstoploss.com).

\* MyHealthGuide. (2019, March). Stop-loss Premium Ranking. MyHealthGuide Newsletter. Retrieved from [myhealthguide.com](http://myhealthguide.com).

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**Anthem**<sup>®</sup>  
STOP LOSS



# WE ARE HERE FOR YOU

Now, more than ever, it is important to do business with partners you can depend on. For more than 35 years, self-funded employers have trusted Sun Life to deliver flexible stop-loss options and seamless claim reimbursement. Helping you make the best decisions for your business is our business. Our team of dedicated experts is ready to support you with innovative solutions, tools, and resources to help you manage your self-funded plan every step of the way. **Ask your Sun Life Stop-Loss Specialist about what is new at Sun Life or [click here to learn more!](#)**

STOP-LOSS | DISABILITY | ABSENCE | DENTAL/VISION | VOLUNTARY | LIFE

For current financial ratings of underwriting companies by independent rating agencies, visit our corporate website at [www.sunlife.com](http://www.sunlife.com). For more information about Sun Life products, visit [www.sunlife.com/us](http://www.sunlife.com/us). Stop-Loss policies are underwritten by Sun Life Assurance Company of Canada (Wellesley Hills, MA) in all states except New York, under Policy Form Series 07-SL REV 7-12. In New York, Stop-Loss policies are underwritten by Sun Life and Health Insurance Company (U.S.) (Lansing, MI) under Policy Form Series 07-NYSL REV 7-12. Product offerings may not be available in all states and may vary depending on state laws and regulations.

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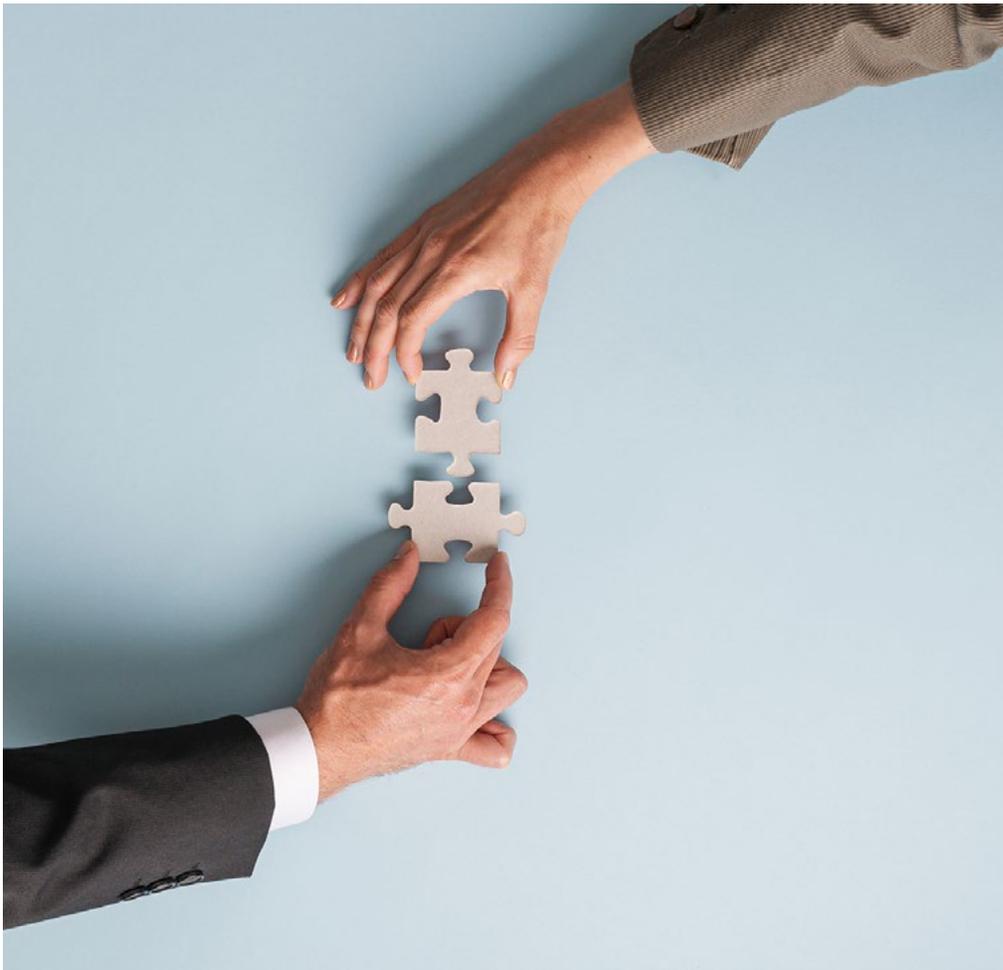
“We are excited to welcome Kozani Health as part of our data-driven Valenz ecosystem,” said Rob Gelb, Chief Executive Officer. “By bringing our teams together, we are providing self-funded employers and the self-insured community improved cost savings at each step in the life cycle of a claim, strengthening their ability to realize every opportunity to balance cost, quality and utilization under the Claim Cost ArcSM. Our solutions aside, which clearly align value for all, our cultures and the commitment to customer service and ‘customer love’ will be a continuing defining characteristic of our now, collective success.”

Valenz is focused on changing the trajectory of healthcare expenses, creating new opportunities for self-insured employers to control costs while empowering members to lead strong, vigorous and healthy lives.

Valenz delivers a 20-40 percent improvement in savings from traditional health plan approaches by bridging the divide between robust analytics, care management, high-value provider networks, payment integrity and claim management.

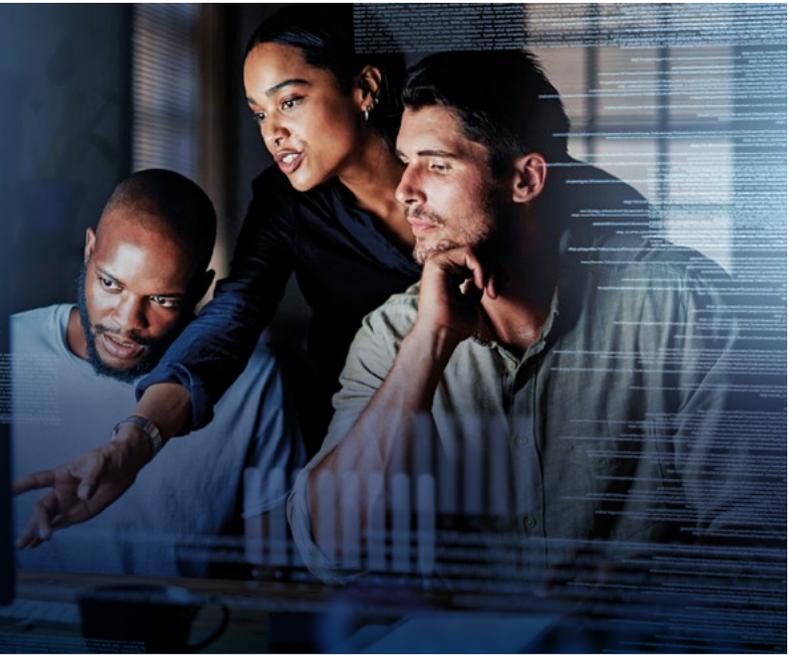
“We are energized to begin our company’s next chapter as Valenz ProteKHT,” said Michael Scott, Chief Executive Officer and Co-Founder of Kozani Health. “Integrating our claim management solutions into the Valenz ecosystem will accelerate the growth and evolution of our services and bring value to our customers.”

“With this integration, we assure clients they will experience the same close partnership and personal attention as they have with Kozani Health,” said Heather Wilson, Chief Operating Officer and Co-Founder of Kozani Health. “Now, we can also offer the benefit of being part of the Valenz ecosystem. Together, we are committed to nurturing the same ‘customer love’ that has made Kozani Health a symbol of success in the market.”





# Life Doesn't Have a Pause Button With VBA, You Don't Need One



So much of what drives your business is handled in the moment - why should managing your healthcare be any different? Highly configurable and scalable across all lines of business, VBA provides one common architecture and end-to-end functionality for benefit administration, user engagement, business insight and more—all in real-time.

From enrollment to claim processing, our comprehensive suite of technology solutions offers insights and accessibility that make sure you can stay focused on doing what you do best.

**Don't wait when it comes to healthcare administration.**

**Schedule a demo today to learn more.**

## Experience the VBA difference:



Ability to administer all lines of business on a single platform



Adjudicate claims and pay doctors immediately



Web portals for all constituents



The ability to configure and automate the enrollment process



Manage your population's health through actionable insights in your data



Manage your claims administration more efficiently with decision support technology



Support the customer experience through an omni-channel solution



True prescription cost management

### About Valenz

Valenz® enables self-insured employers to make better decisions that control costs across the life of a claim while empowering their members to lead strong, vigorous and healthy lives. Valenz connects cost and quality data from comprehensive care management services (Valenz Care), high-value provider networks (Valenz Access), claim flow management (Valenz Claim), complete bill review (Valenz ProteKht), and solutions for payment integrity, revenue cycle management and eligibility compliance (Valenz Assurance) for smarter, better, faster healthcare. More information is available at [valenzhealth.com](http://valenzhealth.com). Valenz is backed by Great Point Partners.

### About Kozani Health

Kozani Health, headquartered in Mesa, Ariz., provides customized bill review sign-off and bill audit solutions to analyze pricing, coding and care provided to ensure appropriate payment. Since its inception in 2015, Kozani Health has forged long-term customer relationships and continuously improved solutions to solve customer challenges.

### About Great Point Partners

Great Point Partners, founded in 2003 and based in Greenwich, CT, is a leading healthcare investment firm with approximately \$1.3 billion of equity capital currently under management and 28 professionals, investing in the United States, Canada, and Western Europe. GPP is currently making new private equity investments from GPP III, which has \$307 million of committed capital. Great Point manages capital in private (GPP I, \$156 million and GPP II, \$215 million of committed capital, and GPP III) and public equity funds. Great Point Partners has provided growth equity, growth recapitalization, and management buyout financing to more than 200 growing healthcare companies. The private equity funds

## Client onboarding in less time

Sometimes, things just need to be done quicker. With the **expedited client onboarding model** from Trustmark Health Benefits®, we can get health plans up and running in **30 days or less**, instead of the standard 45–60 days.



**Trustmark**  
Health Benefits

Learn more about our expedited onboarding model at [trustmarkbenefits.com/SIIA](http://trustmarkbenefits.com/SIIA)

Self-funded plans are administered by Trustmark Health Benefits, Inc.  
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The logo for Välenz, featuring a stylized 'V' with three colored dots (orange, blue, green) above it, followed by the word 'älenz' in a dark teal sans-serif font with a registered trademark symbol.

+

**Kozani Health** 

=

The combined logo for Välenz ProteKHt, featuring the stylized 'V' and 'älenz' from the first logo, followed by a pink heart icon with a white pulse line, and the word 'ProteKHt' in a dark teal sans-serif font with a trademark symbol.

## Comprehensive and complete bill review solutions

Kozani Health has joined the **Välenz**<sup>®</sup> ecosystem of data-driven solutions as **Välenz ProteKHt**<sup>™</sup> to provide you with transparent cost savings at each step in the life cycle of a claim.

With clear, defensible, transparent and plan-specific reviews, Välenz ProteKHt<sup>™</sup> ensures appropriate and accurate charges are accounted for on every line of every claim. Välenz ProteKHt<sup>™</sup> delivers savings of 10-30 percent above the PPO allowable with a signed contract, agreed upon and authorized by the provider.

Our enhanced bill review solutions join the Välenz ecosystem in strengthening your ability to realize every opportunity to balance cost, quality and utilization.

**Get started on the path to smarter, better, faster healthcare with Valenz ProteKHt<sup>™</sup> today. Call 904-414-3213 or visit [valenzproteKHt.com](http://valenzproteKHt.com).**

The combined logo for Välenz ProteKHt, featuring the stylized 'V' and 'älenz' from the first logo, followed by a pink heart icon with a white pulse line, and the word 'ProteKHt' in a dark teal sans-serif font with a trademark symbol.

[valenzproteKHt.com](http://valenzproteKHt.com)



Proud to be a Diamond Member

*invest across all sectors of the healthcare industry with a particular emphasis on biopharmaceutical services and supplies, pharmaceutical infrastructure, alternate site care, medical device and information technology enabled businesses. The firm pursues a proactive and proprietary approach to sourcing investments and tuck-in acquisitions for its portfolio companies. Reach Great Point at 203-971-3300 or [www.gppfunds.com](http://www.gppfunds.com)*

GOLD MEMBERS

**ADVANCED MEDICAL PRICING SOLUTIONS (AMPS) ANNOUNCES LAUNCH OF THREE NEW PRODUCT PACKAGES TO REDUCE HEALTHCARE SPEND**

ATLANTA -- Advanced Medical Pricing Solutions (AMPS), a pioneer in healthcare cost containment, launched its innovative product solutions with three distinct offerings. The packages include the following:

- Core Edition - This solution focuses on member and plan savings through reference-based pricing (RBP).
- Focused Edition - This option also focuses on member and plan savings through RBP; however, the standard balance bill settlement is offset with pre-care steerage to friendly providers and AMPS America contracted providers to reduce member abrasion and pushback.
- Balanced Edition - This package focuses on balancing member savings and member experience. The savings and reduction in provider pushback are through AMPS America contracts and care navigation services. Member abrasion is also reduced by the rapid response to balance bills where the AMPS provider relations team settles after the second balance bill.



Looking for a transparent way of paying for medical care?  
**Maybe now is the time to look at reference-based pricing.**



For more information, contact Mike Benson | [Mike.Benson@umr.com](mailto:Mike.Benson@umr.com)

### Savings

The easiest element of the program to achieve.

### 360° View of Risk

The most undervalued element until it matters the most.

### Member Experience

The hardest element to achieve and what drives success.

## Sustainable healthcare— that's worth celebrating

With ClaimDOC you're in the driver's seat to create a rich and sustainable healthcare plan using RBP principles. Our approach to elevate the member experience, while diligently managing risk is what sets us apart.



Learn more at [Claim-doc.com](http://Claim-doc.com) or call (888) 330-7295

Additionally, each package has optional add-on services, depending on client needs. These options can further reduce healthcare costs for both the employer and their employees.

Drexli, an AMPS company, is one of those options. It is a non-traditional pharmacy solution that enables savings by transparent pricing and pass-thru on prescription medications. Additionally, stop loss coverage is offered that is competitively priced and specifically tailored to AMPS's RBP performance, experience and 15+ years of accumulated data.

AMPS has a history of providing highly successful cost containment solutions to

the self-funded employer market and these new package bundles are part of AMPS's strategic vision to further reduce the impact of healthcare costs through a variety of products and services.

These new product packages are much more than an RBP solution as they address most healthcare costs associated with self-funded employers, allowing for an effective long-term solution to healthcare spend.

Not only does this include savings on medical and pharmacy, but also offers stop loss coverage options and other risk management solutions. This type of integration allows AMPS to drive savings on more than 90 percent of the benefit expense associated with a self-funded group, saving employers up to \$4,000 per employee per year.

"AMPS has always been focused on making healthcare dollars go further for our clients," said Kirk Fallbacher, AMPS president and CEO. "We are continuously exploring new opportunities for cost-effective solutions and enhanced member experiences. With AMPS's new spectrum of programs, it allows our clients to discover additional savings while, at the same time, promote high-quality patient care."

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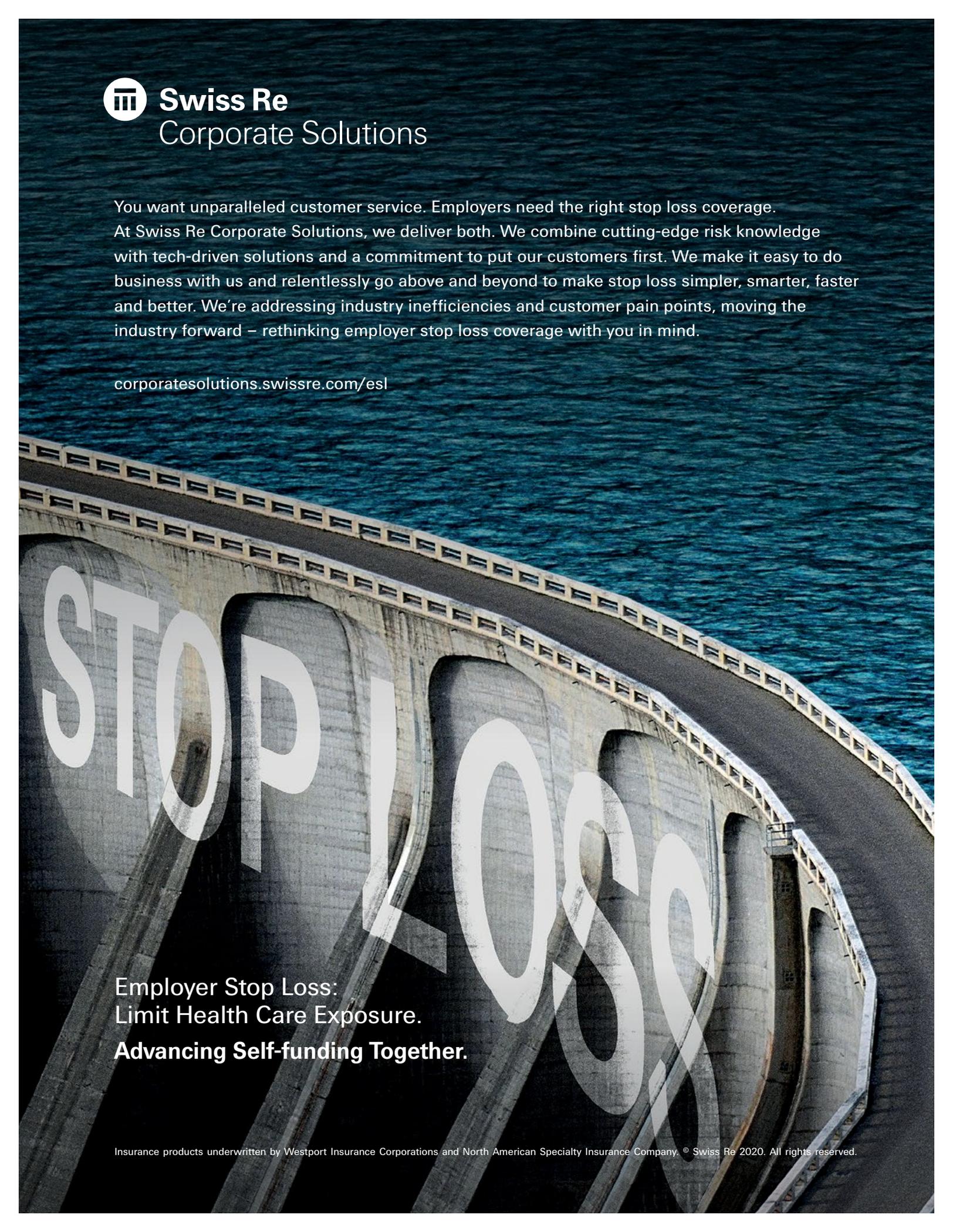
- ✓ **Build** credible rates for groups of any size
- ✓ **Adjust** rates precisely for changes in every relevant input
- ✓ **Incorporate** complex interaction effects between input factors
- ✓ **Project** first dollar, specific, aggregate and excess risk



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Corporate Solutions

You want unparalleled customer service. Employers need the right stop loss coverage. At Swiss Re Corporate Solutions, we deliver both. We combine cutting-edge risk knowledge with tech-driven solutions and a commitment to put our customers first. We make it easy to do business with us and relentlessly go above and beyond to make stop loss simpler, smarter, faster and better. We're addressing industry inefficiencies and customer pain points, moving the industry forward – rethinking employer stop loss coverage with you in mind.

[corporatesolutions.swissre.com/esl](https://corporatesolutions.swissre.com/esl)



**STOP LOSS**

**Employer Stop Loss:  
Limit Health Care Exposure.  
Advancing Self-funding Together.**

As healthcare costs continue to rise with little to no transparency, AMPS's new product packages provide employers and their employees true cost savings through innovative approaches and tools that provide clarity into the process.

#### **About Advanced Medical Pricing Solutions (AMPS)**

*Advanced Medical Pricing Solutions (AMPS) provides market-leading healthcare cost containment solutions serving self-funded employers, brokers, TPAs, and reinsurers. The AMPS mission is to help clients attain their goals of reducing medical and pharmacy costs while keeping members satisfied with quality healthcare benefits. AMPS leverages its 15+ years of experience and data in auditing and pricing medical claims to deliver "fair for all" pricing. AMPS offers detailed analytics and transparency to provide clients with insights based on plan performance. Contact Kelly Neumeier, Director of Marketing, at [kneumeier@advancedpricing.com](mailto:kneumeier@advancedpricing.com) and visit [www.amps.com](http://www.amps.com).*

## SILVER MEMBERS

### **6 DEGREES HEALTH WELCOMES DOUG HANSON AS CHIEF OPERATING OFFICER**

Hillsboro, OR- 6 Degrees Health is pleased to announce that Doug Hanson has joined the company as Chief Operating Officer.

Doug is an operations veteran with over 20 years of leadership experience. He has built a career accelerating growth and driving operational efficiency across a variety of companies, including Amazon, Microsoft, Grubhub, and VividSeats.

He brings extensive experience in sales, marketing, operations, and customer service. During his tenure, Doug was instrumental in getting the Amazon grocery business started and later launching Prime Now.

He helped guide Grubhub through rapid growth, exceeding street expectations, and surpassing a billion dollars in revenue. At VividSeats, he built a world-class analytics department that unlocked revenue opportunities and improved profitability.

Doug's unwavering focus on the customer while using data to make decisions has been vital to his success.

Doug can be reached at [doughanson@6degreeshealth.com](mailto:doughanson@6degreeshealth.com).

"Doug was a key addition to our team. His success in rapidly scaling businesses while remaining customer-obsessed made him a natural fit for 6 Degrees Health. We're excited about the work he's already started and look forward to this next chapter for 6 Degrees." -Scott Ray, Chief Executive Officer

#### **About 6 Degrees Health**

*6 Degrees Health is built to bring equity and fairness back into the healthcare reimbursement equation. Industry-leading MediVI technology supports our cost containment solutions with objective, transparent, and defensible data. 6 Degrees Health's solutions include everything from provider market analyses, reasonable value claim reports, ad hoc claim negotiations, evergreening provider contracts, and referenced-based pricing. Our veteran cost containment team partners with health plans and their channel partners to deliver unparalleled cost containment results. Visit [www.6degreeshealth.com](http://www.6degreeshealth.com). ■*

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# SIIA NEW MEMBERS

## MAY 2021

### REGULAR CORPORATE MEMBERS

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Beacon  
HCI  
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Minneapolis, MN

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Vice President, Strategy  
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Phillips Tube Group  
Middletown, OH

Brad Zappin  
Prizm Financial Company  
Cincinnati, OH

Thomas Munninghoff  
Progressive Insurance Limited  
Covington, KY

Matt Kunish  
Chief Business Development Officer  
RiverStone  
Manchester, NH

Robert Barker  
Scott National Assurance Company  
Covington, KY

### SILVER MEMBERS

Brigitte Dayton Berry  
Employer Relations  
Cancer Treatment Centers of America  
Goodyear, AZ

Josh Sweeney  
Treasurer  
Jake Sweeney Automotive  
Cincinnati, OH

Charlynn Harless  
President & CEO  
Legacy Enterprises Benefits Consulting,  
Inc.  
Stockton, CA

# SIIA NEW MEMBERS

## MAY 2021

### EMPLOYER CORPORATE MEMBERS

David Haeussler, Sr., DVM  
CEO  
Animal Care Centers of Cincinnati  
Lebanon, OH

Scott Flannery  
CFO  
Blue Grass Stockyards  
Lexington, KY

Kimberly Trapp  
President  
Bobcat Enterprises, Inc.  
Hamilton, OH

Matt Kramer  
Vice President - Finance & Accounting  
Brandicorp  
Bellevue, KY

Jason Manni  
CFO  
Cincinnati Commercial Contracting, LLC  
Cincinnati, OH

Scott Crader  
President  
Crader Distributing Company  
Marble Hill, MO

Dennis Kuna  
President  
DMK Industries, Inc.  
Middletown, OH

Bruce Medd  
Controller  
Fromm Family Foods  
Mequon, WI

Rachel Rorie  
President  
GroundSystems  
Cincinnati, OH

Bob Rack  
Holland Roofing  
Florence, KY

Paul Cluxton  
General Manager  
Kelsey Chevrolet  
Greendale, IN

Dewayne Vaught  
CFO  
Kenwood Dealer Group  
Mason, OH

John Rhodenbaugh  
Manager  
Kutol Products  
Sharonville, OH

Olu Oye  
President  
Maxmed Healthcare, Inc.  
San Antonio, TX

E. Richard Newman  
Newman Tractor, LLC  
Verona, KY

Jason Langhammer  
COO  
Quality Gold, Inc. & Affiliates  
Fairfield, OH

Michael Langhammer  
CFO  
Quality Gold, Inc. & Affiliates  
Fairfield, OH

# SIIA NEW MEMBERS

## MAY 2021

### EMPLOYER CORPORATE MEMBERS

Neil Hoynes  
Ripple Junction Design Company  
West Chester, OH

Jay McKim  
CFO  
Sovereign Healthcare  
Mission Viejo, CA

Carol Weinstein  
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TruStaff Management, Inc.  
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Scott Soutar  
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