



NEWS FROM SIIA MEMBERS

2021 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 membernews@siaa.org.

All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at www.siaa.org.

If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jennifer Ivy at jivy@siaa.org.



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DIAMOND MEMBERS

HM INSURANCE GROUP ANNOUNCES CLINT LIPTAC AS NEW SALES DIRECTOR FOR SEATTLE AND SAN FRANCISCO REGIONS

Clint Liptac has joined HM Insurance Group (HM) as director, Seattle and San Francisco Regional Sales. In this role, he will work to grow and maintain the HM Stop Loss book of business in the company's Seattle Regional Sales territory, which serves Washington, Oregon, Idaho, Montana and Alaska, as well as its San Francisco Regional Sales territory, which serves northern California and Hawaii.

Liptac most recently served as a regional sales manager in Berkley Accident and Health's Captive Division. Prior to that, he was a director of sales for Shasta Administrative Services, a third-party administrator in Oregon. Additionally, he has gained significant sales and underwriting experience at USI, The Guardian Life Insurance Company and others in the industry.

About HM Insurance Group

HM Insurance Group is a national company that works to protect employers and health care entities from the financial risks associated with health care costs. With 35 years in the market, HM Insurance Group (HM) is among the top carriers nationally for Stop Loss insurance, protecting self-funded clients from financial loss associated with unexpected large or catastrophic claims. Visit hmig.com.

RENALOGIC LAUNCHES ADVISORY BOARD

PHOENIX, AZ (October 28, 2021) – Renalogic, an industry leader in chronic kidney disease risk management and cost containment, today announced the formation of the company's Advisory Board.

Tasked with helping the company advance its mission to manage the human and financial costs of chronic kidney disease, the Advisory Board includes leading figures from multiple segments of healthcare including employee benefit management, insurance, healthcare providers and academic research.





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“When it was founded in 2002, Renalogic was the first company to focus on supporting employers whose employees were affected by chronic kidney diseases,” said Renalogic CEO Kevin Weinstein. “Now, as the company continues to accelerate and break new ground in the fight against kidney disease, we are excited to launch our Advisory Board which will help Renalogic better serve existing and prospective clients, develop new products, and help influence meaningful policy changes.”

Initial members of the Renalogic Advisory Board include (in alphabetical order):

Jeb Dunkelberger started his career as a healthcare economist and then transitioned to leading innovation initiatives at McKesson and Highmark. Jeb applied his healthcare expertise for smaller companies before taking over as CEO at Sutter Health | Aetna.

Richard Jones has been a strategic advisor to hundreds of clients in the area of employee benefits for the better part of two decades. Earlier in his career, Richard

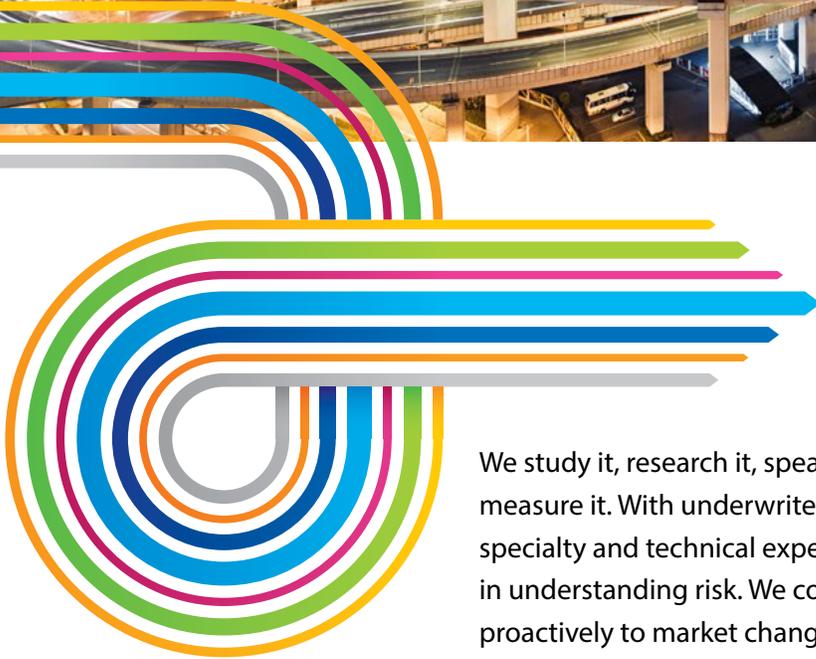
was a management consultant with Accenture, and was part of the staff that produced the 1996 Olympics in Atlanta.

Rose Maljanian is currently CEO of HealthCAWS, a privately held health care services company focused on strategic advisory, M&A and platform tools that impact behaviors and outcomes. Earlier in her career Rose held leadership roles with leading provider and payer institutions such as Hartford Hospital, Magellan Health Services, and Humana.

Ryan McDevitt is an economics professor associated with both Duke University and the University

of Chicago. Ryan is the leading academic doing research into the market dynamics of dialysis. His work has been featured in numerous economic journals and publications and has been mentioned in leading popular press outlets such as NPR, The Daily Show, and the LA Times.

“With the additional expertise and insights provided by the advisory board, Renalogic is now even better positioned to support our clients and partners,” Weinstein said.



We Know... Risk

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NATIONAL SURVEY OF HEALTH PLAN BROKERS REVEALS GROWTH FOR REFERENCED BASED PRICING

PHOENIX, AZ and CHICAGO, IL –November 9, 2021 – Renalogic, the industry leader in dialysis risk management and cost containment sponsored market research with the country's top benefits consultants to gauge frontline perspective on the evolution of reference-based pricing (RBP) programs.

With survey respondents expecting 4-7x growth in utilization of RBP by their clients over the next three years, savvy brokers are adopting RBP for massive plan savings.

"The survey was completed by about 200 health plan brokers across the U.S.," Scott Vold, Chief Commercial Officer at Renalogic said. "The respondents confirmed that the need for referenced based pricing and cost containment is growing. Brokers are adopting cost-saving measures available to plans."

The research survey clearly suggests that Dialysis may be a specific situation where RBP can be adopted aggressively. Because dialysis is a relatively low incidence, high-cost situation, employee abrasion fears are largely mitigated, if not wholly eliminated.

It is much easier for an employer and vendor to support, work with and explain RBP to just a few dialysis patients on a health plan,

than 40-50% of members that might use a hospital-based service that is impacted by a general RBP plan.

The industry survey was conducted September 15 through October 10, 2021. Here are some more key findings:

Traction is growing particularly for high-cost patient management with specific diseases

The survey asked how likely brokers are to recommend a RBP program to manage costs for: dialysis, diabetes, transplant, orthopedic, oncology, pharmacy, long-term acute care (hospital), surgery, cardiac, behavioral health and acute/inpatient claims. Responses show a healthy interest in presenting the RBP option "some of the time" for all categories. Additionally, diabetes, dialysis and transplant showed on average close to 20 percent of brokers willing to recommend RBP for those conditions "all the time." Employers are laser-focused on disease prevention, management, and cost avoidance as a top priority.

Kidney disease is the most preferred disease category for RBP

While brokers believe that a minority of their clients are using RBP for dialysis claims today, brokers rank dialysis as the leading category that they are willing to recommend for RBP. Interestingly, the related categories of transplant and diabetes were next highest. Medical claims data can identify members at all stages





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of diagnosed chronic kidney disease and kidney impairment, but typical large case management models do not have a program that focuses on the issue of kidney disease, end-to-end renal care, or renal cost management solutions.

Benefits consultants still learning about vendor partners

When presented with a list of leading RBP vendors, 40-50 of brokers could provide a clear perception of any of the individual companies. While the survey sponsor, Renalogic, was the highest ranked in terms of perception, the overall lack of familiarity with vendors suggests that brokers would benefit from additional education around the performance and pros and cons of RBP vendors.

About Renalogic

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 are revolutionizing 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. Nearly every chronic condition leading to End Stage Renal Disease is manageable and even preventable when identified early. For more information, please visit <https://renalogic.com/>.

ELMCRX SOLUTIONS ANNOUNCES ADDITION BOB EISENDRATH AS MANAGING DIRECTOR

E. Norriton, PA - We are pleased to announce that Robert (Bob) Eisendrath has joined ELMCRx Solutions as Managing Director of the Pharmacy Consulting division. Bob joins ELMCRx from EPIC where he helped shape and grow the PBM services group as National Pharmacy Practice Leader. Prior to EPIC, Bob served as Area Vice President for CVS's Employer Coalitions Business Unit.

With more than twenty-five years as a leader at both CVS Caremark and Blue Cross Blue Shield Association, Bob brings a wealth of experience in PBM and prescription drug consulting to ELMCRx Solutions. Bob's relationship management, quantitative skills and industry knowledge will enable ELMCRx to reach to grow successfully.



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According to Richard Fleder, CEO of ELMCRx Solutions and President of ELMC Risk Solutions, "The addition of Bob to our practice allow us to build on the strong foundation created under John Adler. Bob's wide-ranging experience, knowledge and success in the PBM business will tremendously benefit our clients."

Bob will serve clients from his Chicago area office.

About ELMCRx Solutions

Since its inception, ELMCRx Solutions has assisted employers, consulting firms, reinsurers, healthcare coalitions, health plans, insurance captives, TPAs and Taft Hartley Trust Funds in negotiating contracts, managing the risk associated with and helping contain the cost of pharmacy benefit plans. ELMCRx Solutions focuses solely on assisting plans sponsors in managing Prescription Drug Benefits programs. Contact Mary Ann Carlisle at mcarlisle@elmgroup.com and visit elmgroup.com/elmcrxsolutions.

About Symetra

Symetra Life Insurance Company is a subsidiary of Symetra Financial Corporation, a diversified financial services company based in Bellevue, Washington. In business since 1957, Symetra provides employee benefits, annuities and life insurance through a national network of benefit consultants, financial institutions, and independent financial professionals and insurance producers. For more information, visit www.symetra.com. ■

SYMETRA APPOINTS MELISSA PEARCE, M.D., STOP LOSS MEDICAL DIRECTOR

Bellevue, WA –Symetra Life Insurance Company, a leading medical stop loss carrier for more than 45 years, announced the appointment of Melissa Pearce, M.D., as stop loss medical director.

In this new role, Dr. Pearce will provide clinical expertise across Symetra's group benefits product lines, with emphasis on stop loss, where she will work closely with the team of registered nurses who support underwriting with the review of complex cases.

Dr. Pearce most recently served as medical director in utilization management for CareSource, a nonprofit, multi-state health plan recognized as a national leader in managed care. She was previously medical director with AmeriHealth Caritas, a Medicaid managed care and health solutions carrier.

Prior to that role, Dr. Pearce spent eight years in private practice and as a hospitalist in South Carolina, specializing in obstetrics and gynecology.

Dr. Pearce received her medical degree from University of Florida College of Medicine and completed her residency at Medical University of South Carolina.

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