

NEWS FROM SIIA MEMBERS



2020 JULY 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. 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 at jivy@siia.org.

DIAMOND MEMBERS

QBE ANNOUNCES PROMOTIONS: STEVE GRANSBURY, HEAD OF SPECIALTY INSURANCE AND TARA KRAUSS, HEAD OF ACCIDENT & HEALTH

STEVE GRANSBURY TO RUN NEW SPECIALTY DIVISION

Gransbury will be leading a newly created Specialty business pillar within QBE North America, consisting of the Accident & Health, Aviation, Trade Credit and Surety practices. These established, specialized businesses present tremendous opportunities for growth for the company.

“QBE Accident & Health has enjoyed tremendous success over the last several years. Much of that is due to Steve’s hard work and his commitment to his team and his customers. Aligning our Specialty businesses within a single unit furthers our dedication to being an integrated specialist insurer and Steve was the clear choice to lead the newly formed group,” said Tom Fitzgerald, President of QBE Specialty & Commercial.

“The creation of the Specialty business unit further formalizes QBE’s long-standing commitment to the Specialty market. We’ve seen tremendous growth over last several years throughout our Specialty lines of business, and it’s been an honor to lead Accident & Health,” stated Gransbury. “We have a tremendous team that I could not be prouder of. I’m looking forward to being a part of A&H’s continued success, while

we introduce new ways to integrate and streamline all our Specialty businesses.”

Gransbury joined QBE in 2009 when the company acquired SLG Benefits & Insurance, LLC, a program management company co-founded by Gransbury.

With over 25 years of experience in the insurance, reinsurance and captive industry, Gransbury is a member of the QBE North American Underwriting Committee, National Leadership Team and a past North American representative to the QBE Global Underwriting and Distribution Forum.

He began his insurance career as an independent employee benefits consultant. In 1996, he joined LDG Insurance Underwriters which was later acquired by HCC Insurance Holdings. He holds a Bachelor of Arts in Economics from Hartwick College.

TARA KRAUSS TO LEAD ACCIDENT & HEALTH

As Gransbury takes on an expanded role in the company, Tara Krauss has been promoted to replace Gransbury as the leader of QBE’s Accident & Health business. Krauss will report directly to Gransbury as she develops and executes strategic plans that accelerate profitable growth for the Accident & Health business. The company pointed out that Krauss has already been leading many of these growth and technical initiatives for several years.

“Tara has a long track record of significant successes within QBE,” said Gransbury. “That’s included implementing underwriting guidelines that allow our team to solve customers’ challenges quickly and effectively, as well as mentoring teammates to help them reach their professional aspirations. Whatever she does, she’s always been totally focused on achieving solid results, and we’re all confident that she’ll bring the same passion and resolve to her new role.”

Krauss is a seasoned insurance executive with 24 years of experience. According to Gransbury, "Her promotion is a recognition of her skills and the integral leadership role she plays in Accident & Health's continued growth." Krauss joined QBE in 2009 and has led many of the company's transformation initiatives centered on their people, customers and portfolio. She has held several leadership roles with increasing responsibilities, over the past five years serving as SVP of Underwriting Operations for A&H, accountable for several core elements of the business.

Prior to joining QBE, Krauss held various underwriting positions with HCC Insurance (formerly LDG) and SLG Benefits & Insurance, LLC. She holds a Bachelor of Science degree in Finance from Merrimack College, where she graduated Magna Cum Laude.

"I'm excited about the opportunity to lead QBE's Accident & Health business unit, and eager to continue executing on our strategy, while capitalizing on the many opportunities we see ahead of us," said Krauss. "Customers will remain at the very center of everything we do. I'm proud to take the helm of such a talented, engaged and committed team of experts. Working together, we have great plans to help our customers succeed, while we take our business to the next level," she 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 2019 of \$4.6 billion. QBE Insurance Group's 2019 results can be found at qbe.com. Headquartered in Sydney, Australia, QBE operates out of 27 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. Visit qbe.com/us and follow QBE North America on Twitter.

CaptiveOne
ADVISORS®

CAPTIVE FORMATION
AND MANAGEMENT

THIRD-PARTY ACTUARIES

US-DOMESTIC CAPTIVES

FOR MORE INFORMATION VISIT CAPTIVEONE.COM

HM INSURANCE GROUP ANNOUNCES DERRICK RODNEY AS NEW DIRECTOR OF CINCINNATI REGIONAL SALES

PITTSBURGH – Derrick Rodney recently joined HM Insurance Group (HM) as director, Cincinnati Regional Sales. In this role, he will work to grow and maintain the HM Stop Loss book of business in the company's Cincinnati territory, which serves Ohio, Kentucky, southern Indiana and Michigan.

Rodney comes to HM from TMS Re, Inc., where he served as vice president of regional sales and was responsible for the marketing and sales of stop loss products and contract options to self-funded clients through brokers and third party administrators across a 15-state territory. He also previously worked as a sales director for Munich Re and as a stop loss sales executive at OptumHealth. Additionally, Rodney has significant underwriting and sales experience at the Hartford Life Insurance Company.

With more than 35 years of insurance sales and underwriting experience, Rodney brings extensive stop loss product knowledge to HM. He has a Bachelor of Science degree in Business Administration from Georgetown University and is a member of the Ohio Group Underwriters Association.

HM INSURANCE GROUP HIRES LAURA DAY AS NEW DIRECTOR OF SEATTLE AND SAN FRANCISCO REGIONAL SALES

PITTSBURGH – Laura Day has joined HM Insurance Group (HM) as director, Seattle and San Francisco Regional

Sales. In this role, she 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.

Day comes to HM from Accolade, Inc., where she served as a regional sales executive and implemented advocacy solutions for employers. Over the course of her career, she's worked on both the carrier and brokerage sides of the health insurance business, which has enabled her to acquire a deep understanding of the needs of both brokerage firms and their clients.

An experienced sales executive in the insurance industry, Day has a bachelor's degree in Mathematics as well as Master of Business Administration from the University of Washington.

About HM Insurance Group

HM Insurance Group (HM) works to protect businesses from the potential financial risk associated with catastrophic health care costs. The company provides reinsurance solutions that address risk situations confronting employers, providers and payers. A recognized leader in employer stop loss, HM also offers managed care reinsurance nationally. Through its insurance companies, HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country. Contact Jennifer Mahan, Marketing & Communications Consultant, at jennifer.mahan@hminsurancegroup.com and visit hmig.com.



BERKLEY ACCIDENT AND HEALTH APPOINTS THERESA GALIZIA AS CHIEF UNDERWRITING OFFICER

Hamilton Square, NJ – Berkley Accident and Health, a Berkley Company, has appointed Theresa Galizia as Chief Underwriting Officer. In this role, Theresa is responsible for the leadership and underwriting strategy for the company's Employer Stop Loss, Group Captive, and Managed Care segments. She will drive all aspects of underwriting process and analytics and contribute to the continued success for Berkley Accident and Health and its clients.

Theresa comes to Berkley Accident and Health from a large property and casualty insurer, where she managed a block of Employer Stop Loss, HMO Reinsurance, and Provider Excess Insurance. She received an MBA from the University of Hartford and has extensive expertise, having held underwriting and business leadership roles with a focus on strategy, product development, and data analytics.

“Theresa joining our company strengthens an already outstanding leadership team,” said Brad Nieland, President and CEO of Berkley Accident and Health. “She brings a depth of technical and leadership skills that will be invaluable in leading our talented underwriting organization, and her innovative mindset will help us to better serve our clients now and in the future. I am thrilled to have Theresa join our team.”

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 Captives, 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. Visit www.BerkleyAH.com or connect with us at Contact@BerkleyAH.com.

LEARN | PLAN | SAVE | PROTECT

RECOVERY DOLLARS
MULTIPLIED



THE PHIA GROUP

EMPOWERING PLANS

FIDUCIARY DUTY
SHIFTED

PLAN DOCUMENTS
PERFECTED

LEGAL EXPERTISE
SECURED

www.phiagroup.com | 781-535-5600 | info@phiagroup.com

GOLD MEMBERS

**BERKSHIRE HATHAWAY
SPECIALTY INSURANCE NAMES
PHIL GARDHAM TO HEAD
MEDICAL STOP LOSS DIVISION**

BOSTON & IRVINE, CA -- Berkshire Hathaway Specialty Insurance (BHSI) announced the appointment of Phil Gardham as SVP, Accident & Health - U.S. and Head of Medical Stop Loss. Phil takes the reins of BHSI's Medical Stop Loss division from John Snyder, who is retiring after a distinguished industry career spanning more than four decades.

"We wish John all the best in his retirement and are grateful for his contributions founding our Medical Stop Loss operation and building a stellar team and infrastructure."

"Phil is a top-caliber industry leader and we are pleased to have him onboard to drive the continued growth of our Medical Stop Loss operation and the expansion of our A&H footprint in the U.S.," said Sanjay Godhwani, Executive Vice President, BHSI. "We wish John all the best in his retirement and are grateful for his contributions founding our Medical Stop Loss operation and building a stellar team and infrastructure."

Phil comes to BHSI with more than 30 years of industry experience. He spent 13 years at Companion Life Insurance

Company in various roles, including President. Prior to that he was with Munich Re in Princeton, NJ. He began his career at Mercantile & General Reinsurance Company in Toronto, Canada.

BHSI provides Medical Stop Loss coverage across the U.S. Coverage is backed by exceptional underwriting experience, financial strength and BHSI's commitment to providing excellent claims service that expedites payments to optimize customer cash flows.

Phil starts with BHSI on June 29th.

About Berkshire Hathaway Specialty Insurance

Berkshire Hathaway Specialty Insurance provides commercial property, casualty, healthcare professional liability, executive and professional lines, surety, travel, programs, accident and health, medical stop loss, and homeowners insurance. The actual and final terms of coverage for all product lines may vary. It underwrites on the paper of Berkshire Hathaway's National Indemnity group of insurance companies, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's. Based in Boston, Berkshire Hathaway Specialty Insurance has offices in Atlanta, Boston, Chicago, Houston, Indianapolis, Irvine, Los Angeles, New York, San Francisco, San Ramon, Seattle, Stevens Point, Adelaide, Auckland, Brisbane, Cologne, Dubai, Dublin, Hong Kong, Kuala Lumpur, London, Macau, Madrid, Melbourne, Munich, Paris, Perth, Singapore, Sydney and Toronto. Visit www.bhspecialty.com.



ARTEX LAUNCHING NEW TRANSPORTATION RENT-A-CAPTIVE

Rolling Meadows, IL- Artex is launching a new alternative risk program designed for the transportation industry.

TOPIC (Transportation Owners Protection Insurance Cell) is a rent-a-captive solution offering many of the advantages of captive ownership with the simplicity of renting. Advantages include potential return of underwriting profit, as well as unbundled claims handling, loss control and claims advocacy services. Coverages include workers compensation, commercial auto and general liability, with a minimum annual premium of \$250,000 for all lines.

"The transportation industry is facing a number of challenges, ranging from restricted insurer capacity, expanded

regulations and driver shortages, to name just a few," explained Martin Hughes, Executive VP-Underwriting at Artex. "Our clients are looking for expanded alternative risk options to service their insurance needs. TOPIC provides for the addition of a rent-a-captive solution, which combined with other Artex products, further rounds out the range of solutions available to the Transportation industry."

This Artex-owned facility is an excellent fit for best-in-class companies with a desire to move from guaranteed cost to an alternative risk program. Dry van, refrigerated goods, grain and agricultural products, flatbed operations, and sand and gravel exposures are excellent candidates for TOPIC. Employee drivers are preferred.

To learn more, contact Artex at 630.694.5050.

About Artex

Artex provides a full range of alternative risk management solutions, customized for our clients' individual challenges and opportunities. Powered by independent thought and an innovative approach, we empower our clients and partners to make educated risk management decisions with confidence. Licensed in 32 jurisdictions around the globe, we are critically resourced to supply any alternative risk need. Artex is a solutions company, and we invite you to learn more about our breadth of services and depth of talent at www.artexrisk.com.

INTRODUCING HPGPS

MOBILE APP AND WEBSITE FOR H.H.C. GROUP RBP PLANS

User friendly Health Plan GPS (HPGPS) is designed to increase member engagement and satisfaction while reducing plan and member healthcare costs for **H.H.C Group** Reference Based Pricing Plans.

HPGPS is ideal for secure member engagement, communications, steerage to safe harbor providers, balance bill appeal support, e-payments to providers and much more...



Contact Stella Chung for a HPGPS demo | schung@hhcgroup.com, 301-963-0762 ext. 130



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



Unparalleled care for unprecedented times

To meet the health care needs in this unprecedented era, Paradigm has created a first-of-its-kind solution to give injured workers with COVID-19—and their families—the very best chance at an optimal outcome.

Our new Pandemic Clinical Management Program brings Paradigm's outcome-focused approach to injured workers regardless of the severity of the injury and whether COVID-19 is a primary diagnosis or a complicating factor.

Reduced duration.
Reduced volatility.
Reduced psychosocial risks.

Call us. We can help. **(877) 875-9479**

Learn more at:
www.paradigmcorp.com



SILVER MEMBERS

H.H.C. GROUP LAUNCHES HEALTH PLAN GPS

H.H.C. Group announced the launch of Health Plan GPS (HPGPS) powered by Medxoom, a user-friendly member mobile app and web site. HPGPS is the latest addition to the Company's Reference Based Pricing (RBP) suite of services. HPGPS gives H.H.C. Group's RBP clients a powerful, modular tool for increasing member engagement and satisfaction while reducing Plan and member healthcare costs.

Using HPGPS, members will be able to receive messages from their Plan, track the status of their benefits, review plan information, pay providers and notify their group administrator in case they get balance billed. HPGPS options also include API integration with HSAs and PBMs, as well as links to call centers and telemedicine providers. Plans choose the HPGPS features they want to offer to their members.

The app utilizes HIPAA and PCI compliant technology and is available on the App Store and Google Play.

“Health Plan GPS is like a digital wallet for the member while providing HHC’s RBP clients a highly effective and cost-efficient tool for secure member messaging, engagement and communication”, said H.H.C.Group President and CEO, Dr. Bruce Roffé.





*accredited
Independent
Review
Organization
for Internal
and External
Reviews.*

*For additional
information
about H.H.C.
Group and our
services, visit
www.hhcgroup.com
or contact
Bob Serber
at [rserber@
hhcgroup.com](mailto:rserber@hhcgroup.com)
or 301-963-
0762 ext. 163.*

“Anyone who would like a demo should contact Stella Chung, our Executive Vice President of Sales, at 301-963-0762 ext. 130 or via email at schung@hhcgroup.com”.

About H.H.C. Group

H.H.C. Group provides containment solutions for Insurers, Third Party Administrators, Self-Insured Employee Health Plans, Health Maintenance Organizations (HMOs), ERISA and Government Health Plans. H.H.C. Group utilizes a combination of highly skilled professionals and advanced information technology tools to consistently deliver targeted solutions, significant savings and exceptional client service.

H.H.C. Group's services include Claim Negotiation, Claim Repricing, Reference Based Pricing (RBP), DRG Validation, Medical Bill Review (Audit), Claims Editing, Medical Peer Reviews/Independent Reviews, Independent Medical Examinations (IME), and Pharmacy Consulting. H.H.C. Group is an URAC

SPECIALTY CARE MANAGEMENT HIRES EXECUTIVE-LEVEL DIRECTOR OF BUSINESS DEVELOPMENT

Doylestown, PA – Specialty Care Management (SCM) is pleased to announce and welcome Kimberlee Langford as the company's Director of Business Development.

In this capacity, Langford will further SCM's marketing and sales efforts, contribute to service/product development, oversee customer relations, and, ultimately, drive revenue. She brings to the company 20 years of sales and marketing experience, with the past seven years specializing in the realm of

cost-savings and improving outcomes in CKD-ERSD (chronic kidney disease-end stage renal disease), the main aspect of SCM's business.

Craig Clemente, SCM's COO, said Langford is “a key addition who will complement our team as she facilitates an important aspect of our company's efforts. She brings us a singular background highlighting notable experience in our core competencies.”

Langford, who is also a registered nurse, has a 20-year background in healthcare sales and marketing. Further, significant experience in acute and critical chronic care, and case management, enhances her proficiencies.

SCM Founder and Chairman Robert Clemente says of Langford, “Kimberlee's passion to help and empower others fuels her energetic drive for excellence in her work, which has brought her to the SCM team.” With Langford in place, SCM expects to expand in the marketplace utilizing her proven skills, capabilities, clinical knowledge, and relationships with people and entities within SCM's area of expertise.

Langford, a mother of three, resides with her husband in Idaho. She is a veteran of the US Coast Guard who is a Ham Radio Operator, a Reiki Master,

and community volunteer. She earned her RN, BSN, degree from Lewis-Clark State College.

About Specialty Care Management

Based in Doylestown, PA, SCM is a national company which pioneers value-added strategies for the self-insured industry. A leader in managing and significantly reducing high cost healthcare claims, the company specializes in minimizing the extraordinary costs and managing risk of renal dialysis. With some of its key executives working together in this healthcare niche since 2002, SCM was created in 2006. ■



SIIA 2020

BOARD OF DIRECTORS & COMMITTEE CHAIR ROSTER

CHAIRMAN OF THE BOARD*

David Wilson
President
Windsor Strategy Partners, LLC
Princeton, NJ

PRESIDENT/CEO

Mike Ferguson
SIIA
Simpsonville, SC

CHAIRMAN ELECT*

Robert Tierney
President
StarLine
Osterville, MA

TREASURER AND CORPORATE SECRETARY*

Gerald Gates
President
Stop Loss Insurance Services -
AmWins
Worcester, MA

*Also serves as Director

SIEF BOARD OF DIRECTORS

Nigel Wallbank
Chairman

Heidi Leenay
President

Freda Bacon
Director

Les Boughner
Director

Alex Giordano
Director

DIRECTORS

Kari L. Niblack, JD, SPHR
CEO
ACS Benefit Services
Winston-Salem

Jeffrey K. Simpson
Attorney
Womble Bond & Dickinson (US) LLP
Wilmington, DE

Peter Robinson
Managing Principal
EPIC Reinsurance
San Francisco, CA

Thomas Belding
President
Professional Reinsurance Marketing
Services
Edmond, OK

Laura Hirsch
Co-CEO
Aither Health
Carrollton, TX

Lisa Moody
President & CEO
Renalogic
Phoenix, AZ

COMMITTEE CHAIRS

CAPTIVE INSURANCE COMMITTEE
John R. Capasso, CPA, CGMA, PFS
President & CEO
Captive Planning Associates, LLC
Medford, NJ

GOVERNMENT RELATIONS
COMMITTEE
Steven B. Suter
President & CEO
Healthcare Management Admtrs., Inc.
Bellevue, WA

CHAIR, INTERNATIONAL COMMITTEE
Liz D. Mariner Ford
Senior Vice President
Re-Solutions, a Risk Strategies Company
Minneapolis, MN

CHAIR, SIIA FUTURE LEADERS
COMMITTEE
Brady Bizarro
Director, Healthcare Attorney
The Phia Group, LLC

CHAIR, TPA BEST PRACTICES
TASK FORCE
Jerry Castelloe
Principal
Castelloe Partners, LLC

CHAIR, WORKERS' COMP
COMMITTEE
Shelly Brotzge
Regional Underwriter, Group
Self-Insurance
Midwest Employers Casualty

SIIA NEW MEMBERS

JULY 2020

REGULAR CORPORATE MEMBERS

Yvonne Daugherty
Chief Marketing Officer
FairRx
Amarillo, TX

Derek Spitzer
Director
HIG Captive Insurance Group, LLC
Arlington, TX

Eddie Maria
VP of Sales & Account Management,
West
TruHearing
Draper, UT



Stop Loss that does more than stop loss

Looking for an insurance carrier that does more than identify trends?

At Voya Employee Benefits, we take the next step, providing in-depth insights into what's driving costs. Our proprietary data and analytics tools reveal the solutions that help your self-funded clients manage risk better—and protect assets over time.

For Stop Loss insurance that does more, contact your local Voya Employee Benefits sales representative or to download our latest proprietary insights visit voyastoploss.com.

PLAN | INVEST | PROTECT

VOYA
FINANCIAL

Stop Loss Insurance is underwritten by ReliaStar Life Insurance Company (Minneapolis, MN) and ReliaStar Life Insurance Company of New York (Woodbury, NY). Within the State of New York, only ReliaStar Life Insurance Company of New York is admitted, and its products issued. Both are members of the Voya® family of companies. Voya Employee Benefits is a division of both companies. Product availability and specific provisions may vary by state.

©2020 Voya Services Company. All rights reserved. 1151065
205914 - 05012020