



2023 FEBRUARY 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.

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DIAMOND MEMBERS

NARESH PARMAR JOINS TALON AS SENIOR VICE PRESIDENT, PRODUCT

Portsmouth, NH – TALON, an industry leader in providing groundbreaking healthcare technology solutions, announced that Naresh Parmar has joined its growing team as Senior Vice President, Product.

With three decades of experience in product and portfolio management, global delivery execution, client services, and the development and implementation of robust, data-driven technology solutions across verticals, Parmar comes to TALON from Data Axle, where he served as Senior VP of Digital Technology.

While there, he led digital marketing technology solutions, including cloud technologies and data analytics, for local and global clients in the healthcare, finance, retail, automotive, travel, and hospitality industries. Before that, he spent seven years as Vice President, Solutions Architecture and Delivery at Epsilon.

“Naresh is a phenomenal addition to the TALON team. His reputation and proven successes in creating value for end-users and stakeholders by leveraging technology speak true to his exceptional capabilities,” said TALON Co-Founder, President, and CEO Mark Galvin. “As the healthcare ecosystem rapidly

evolves in the age of total pricing transparency, and TALON continues to seamlessly meet the needs of that advancing ecosystem with innovative, scalable technology solutions, Naresh’s expertise will be paramount.”

“The healthcare industry has entered a new reality—a participant-driven marketplace. TALON is at the forefront of providing the technology and tools necessary to be successful in this new era,” Parmar said in a statement.

“I’m very excited to join such a talented and dynamic team.”

SEAN SIGMORE JOINS GROWING TALON TEAM AS VICE PRESIDENT OF TRAINING AND CERTIFICATION

Portsmouth, NH – TALON, a leader in providing innovative technology solutions for the swiftly evolving healthcare industry, announced that Sean Signore has joined its growing team as Vice President of Training and Certification.

Signore is a skilled learning strategist with more than 16 years of experience in learning and development (L&D) program management. His proven track record of leading teams and functions across regional, divisional, and international operations includes expertise in overhauling L&D strategies to bolster organizational efficacy, employee development, and workflow coordination; aligning organization direction with content strategies and staff training; as well as a deep proficiency with process consultant coaching models.

Signore comes to TALON from Teknova, where he served as Training and Development Manager and was responsible for conducting needs analyses for strategic learning infrastructure from a risk-based perspective, as well as designing and facilitating in-person learning interventions to engage leadership and improve manufacturing goals.

“TALON has a stellar reputation in the healthcare technology space, and I’m thrilled to join their rapidly expanding team,” Signore said in statement. “I’m eager to dig in and, together with my exceptionally talented colleagues, continue to push the envelope and supply the

groundbreaking technology solutions that the modern healthcare industry demands.”

About TALON

TALON's mission is to educate, empower, and incentivize the American healthcare consumer to meaningfully reduce costs and create a healthier ecosystem. We've built the ultimate suite of software services designed to fulfill the requirements of the Transparency in Coverage Rule and No Surprises Act. Simply put, TALON protects healthcare stakeholders from overpaying for

care while enabling seamless integration into the Payer's existing architecture, all without disruption or distraction. Our tools create free-market dynamics, starting with our ability to ensure full compliance with all mandates and extending through our consumer-driven MyMedicalShopper platform. Learn more at www.talonhealthtech.com.

SILVER MEMBERS

BLACKWELL CAPTIVE SOLUTIONS PARTNERS WITH BRELLA

Chicago, IL – According to a Kaiser Family Foundation poll, approximately 50 million adults – roughly 1 in 5 – are paying off bills for their own care or a family member's care through an installment plan with a hospital or other provider and beset by a health care system that is systematically pushing patients into debt on a mass scale.



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To ease some of the financial burden of out-of-pocket medical bills for members, Blackwell Captive Solutions has strategically partnered with Brella to help clients supercharge their health benefit strategies.

Blackwell clients now have access to Brella's supplemental health insurance product to ease the financial impact of unexpected medical expenses. One Brella plan covers over 13,000 separate conditions.

Brella provides employers with 100% paperless, same-day plan implementation, and enables members to file claims in minutes and get paid in just 72 hours after approval. Their state-of-the-art mobile app and member portal make the claim filing and payment processes simpler and faster, and Brella plans are guaranteed issue with no medical underwriting ever.

"Whether a team is remote, onsite or hybrid is less important than enhancing the employee experience and shifting the focus to a diverse and heightened benefit portfolio, customized to each employee and unconfined, to be noticeable from competition. Thus, we are excited to partner with Brella and squarely deliver on lessening the

financial burden of our health care system for our clients and their members," said Kari L. Niblack, President, Blackwell Captive Solutions. "Together, we move! Let's see what Brella and Blackwell can do for you and your employees."

About Blackwell

Headquartered in Chicago, Blackwell Captive Solutions is a medical stop loss captive that differentiates by delivering essential stability with desired flexibility via access to cutting-edge health and well-being solutions for our clients. We've proven

Imagine the possibilities with Markel® and Nevaeh

Markel has developed a strategic collaboration with Nevaeh to provide new product solutions for employer accident and health coverage.

Nevaeh products have distinct advantages, but working together provides a leveraging effect that's called the Nevaeh advantage which includes:

- Employer stop loss insurance
- Supplemental medical and accident insurance
- Outpatient, PBM carve-out plans

For more information, visit nevaehinsurance.com

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that combining employers' buying power with tailoring freedom maximizes the impact of self-insurance and reduces market volatility associated with the ultimate cost of healthcare benefit delivery to employees.

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MARPAI INTRODUCES CHRONIC CONDITION MANAGEMENT TO IMPROVE OUTCOMES FOR EMPLOYER HEALTH PLAN MEMBERS

NEW YORK -- Marpai, Inc., an AI-technology company transforming self-funded employer health plans, introduces Marpai Chronic Condition Management to improve the care journey of members with chronic conditions like heart disease, respiratory disease, diabetes, kidney disease and mental health.

This is the latest addition to Marpai's Clinical Services Ecosystem – proven, clinical care solutions, backed by outcome and quality data, delivering specialized strategies and support to manage costly conditions.

Leveraging the most advanced artificial intelligence, Marpai's proprietary clinical matchmaking platform identifies at-risk health plan members where a clinical intervention can make a meaningful difference and connects them to an appropriate solution in the Clinical Services Ecosystem. By addressing costly conditions early and appropriately, Marpai aims to create healthier lives and reduce health

plan costs for employers.

According to the Centers for Disease Control and Prevention (CDC), in 2018 51.8% (129 million) of U.S. adults have been diagnosed with at least 1 of 10 selected chronic conditions: 24.6% (61 million) with one chronic condition and 27.2% (68 million) with two or more chronic conditions.

It is estimated that 86% of healthcare costs are attributable to chronic disease which makes it a formidable challenge for employer health plans, especially self-funded health plans.

"Chronic conditions are highly prevalent across our member populations and are extremely costly. We are delighted to introduce this service to address





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these issues. Our team of medical experts use evidence-based tools to help members take the best care journey. Their efforts have proven to reduce ER visits, hospital stays and medication costs which significantly helps reduce plan costs for employers," says Marpai's Chief Executive Officer, Edmundo Gonzalez.

Marpai Chronic Condition Management is part of the Marpai Cares offering which is available to all health plan members under Marpai's administration. Marpai's AI-powered clinical matchmaking system proactively identifies at-risk members where a clinical intervention could make a meaningful difference within 24 months, and matches them to a clinical solution in its Clinical Services Ecosystem.

The Ecosystem consists of clinical solutions rigorously vetted by Marpai data scientists and clinicians, and supported by valid outcome and quality data. Marpai aims to add 15 more Clinical Health Partners by the end of 2023.

About Marpai, Inc.

Marpai is a technology company bringing AI-powered health plan administration and services to employers that directly pay for employee

health benefits (self-funded employer health plans). Primarily competing in the \$22 billion TPA (Third Party Administrator) sector representing over \$1 trillion in annual claims, Marpai is committed to delivering the healthiest member population with the greatest cost efficiency within the health plan budget. Marpai leverages AI and big data to proactively implement early clinical interventions to improve near-term outcomes, fill gaps in annual care, and guide members to high-value in-network providers and pharmacy solutions. Operating nationwide, Marpai offers access to provider networks including Aetna and Cigna and delivers all standard TPA services. Visit www.marpaihealth.com. ■



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Your Clients Are
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Ensures FULL transparency compliance

Improves employee productivity and retention

Seamlessly integrates with existing architectures

Introduces free market dynamics

LEARN MORE Contact: sales@TALONhealthtech.com

