

NEWS FROM SIIA MEMBERS



2021 MARCH 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.

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

VÄLENZ APPOINTS ED ZWICKER AS CHIEF INFORMATION OFFICER

PHOENIX, AZ – Valenz™ is pleased to announce the appointment of Ed Zwicker, MBA, as Chief Information Officer.

Zwicker joined Valenz in April 2020, bringing 35 years of experience in the design, development, and implementation of highly robust data systems and business intelligence applications. He carries out innovative IT initiatives that add value to the company's primary business, creating and executing data strategies that align with business goals.

"Ed is an integral member of the senior leadership team, he provides the vision for our technology teams and fosters partnerships between IT and business," said Rob Gelb, Chief Executive Officer of Valenz, a leading innovator for data-driven solutions that reduce medical claim costs and promote quality healthcare. A mentor and trusted leader who proactively drives projects and programs, he held IT leadership roles at Integress, Inc., Philadelphia Insurance Companies, Cigna and Penn Mutual before joining Valenz.

VÄLENZ® CAPTIV: MEDICAL STOP LOSS GROUP CAPTIVE SOLUTIONS TO REDUCE RISK, GAIN MORE CONTROL OF YOUR HEALTH PLAN SPEND

PHOENIX, Ariz. – As health care costs rise exponentially, self-insured employers are facing greater risks of high-dollar claims. Recognizing the significant

risk-reduction advantages and cost-effectiveness of combining employer plans in a medical stop loss (MSL) group captive program, Valenz® has launched CaptiV to solve the challenges market volatility can pose for small to medium-sized employers.

Valenz CaptiV goes beyond risk sharing to provide a fully integrated, data-driven model for cost and risk reduction. By bringing together employers that are committed to managing their medical costs while improving health outcomes – and equipping them to engage early and often via its end-to-end analytics platform – Valenz CaptiV represents the next generation of MSL group captives.

"We operate at the center of the MSL group captive, actively engaging the group of employers and their employees in our proprietary ecosystem of data and service solutions," said Rob Gelb, Chief Executive Officer of Valenz. "Our analytic and predictive capabilities uncover new strategies to drive savings of 20-30 percent by targeting the high-dollar claims that drive the majority of health plan spending. We continually integrate those learnings among Valenz CaptiV members to reduce the potential for catastrophic claims and create value for everyone."



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297

On average, aequum resolves claims within 297 days of placement

97.2%

aequum has generated a savings of 97.2% off disputed charges for self-funded plans

50

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No Guarantee of Results – Outcomes depend upon many factors and no attorney can guarantee a particular outcome or similar positive result in any particular case.

For self-insured employers with fewer than 1,000 employees, Valenz CaptiV leverages a larger and more diverse population to reduce plan level and catastrophic risk, while delivering exceptional cost-reduction strategies, increased underwriting credibility, and long-term rate stability.

“For captive members, our ecosystem offers unparalleled data-driven collaboration. From pre-claim loss to post-claim resolution,” said Gelb, explaining, “Valenz solutions build on one another, providing actionable information at each step in the life cycle of a claim.”

To accelerate its captive offerings, Valenz partnered with MSL Captive Solutions, the industry’s only platform dedicated to the development and delivery of comprehensive services exclusively for MSL captives.

MSL Captive Solutions works with top insurance carriers and claims administrators to deliver market-leading results for Valenz CaptiV members.

“Properly structured group captives have proved to reduce costs and increase plan stability by effectively managing, diversifying and broadly diffusing risk,” said Phil Giles, Managing Director of MSL Captive Solutions. “By taking a discerning approach to membership and enabling more active, data-driven risk management, Valenz CaptiV promises superior performance.”

Together, the firms offer more strategic, proactive risk control and cost-reduction decision-making. And, as costs are contained, Valenz CaptiV members share in the profitability of the program.

For more information on Valenz CaptiV, call (866) 762-4455.



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CONTACT US TODAY

John Adler jadler@elmgroup.com | 262.707.1076

Mary Ann Carlisle mcarlisle@elmgroup.com | 484.433.1412

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About Valenz

Through a complete health administrative ecosystem, Valenz connects cost and quality data on a single-source, end-to-end analytics platform for smarter, better, faster healthcare. Valenz solutions integrate data from comprehensive care management services (Valenz Care), high-value provider networks (Valenz Access), claim flow management (Valenz Claim) and solutions for payment integrity, revenue cycle management and eligibility compliance (Valenz Assurance) into the ecosystem. More information is available at valenzhealth.com. Valenz is backed by Great Point Partners.

About Great Point Partners

Great Point Partners (“GPP”), founded in 2003 and based in Greenwich, CT, is a leading healthcare investment firm, currently with approximately \$1.8 billion of equity capital under management and 28 professionals, investing in the United States, Canada and Western Europe. Learn more at www.gppfunds.com.

About MSL Captive Solutions, Inc.

MSL Captive Solutions is the industry’s only platform devoted exclusively to the development of comprehensive (re)insurance solutions for group and single-parent medical stop loss captives. MSL Captive Solutions provides consultative underwriting support to some of the industry’s leading stop loss carriers and operates independently to work with all qualified brokers, consultants, and captive managers. For more information visit www.mslicaptives.com.

BERKLEY ACCIDENT AND HEALTH APPOINTS BOB HOSLER AS REGIONAL SALES MANAGER

Hamilton Square, NJ – Berkley Accident and Health, a Berkley Company, has appointed Bob Hosler as Regional Sales Manager for its EmCap® Group Captive division. In this role, Bob will be developing captive business in key parts of our eastern region as well as supporting programs opportunities in various markets across the country based on his established relationships.

“Bob strengthens our growing team of EmCap Sales professionals,” said Brad Nieland, President and CEO of Berkley Accident and Health. “His industry knowledge and deep expertise in stop loss and group captives will be an asset to our clients.”

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Bob joins Berkley Accident and Health as an industry veteran with over 30 years of experience in the Stop Loss industry. Bob earned a B.S. in Business Administration from the Ohio State University and resides in Granville, Ohio.

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.

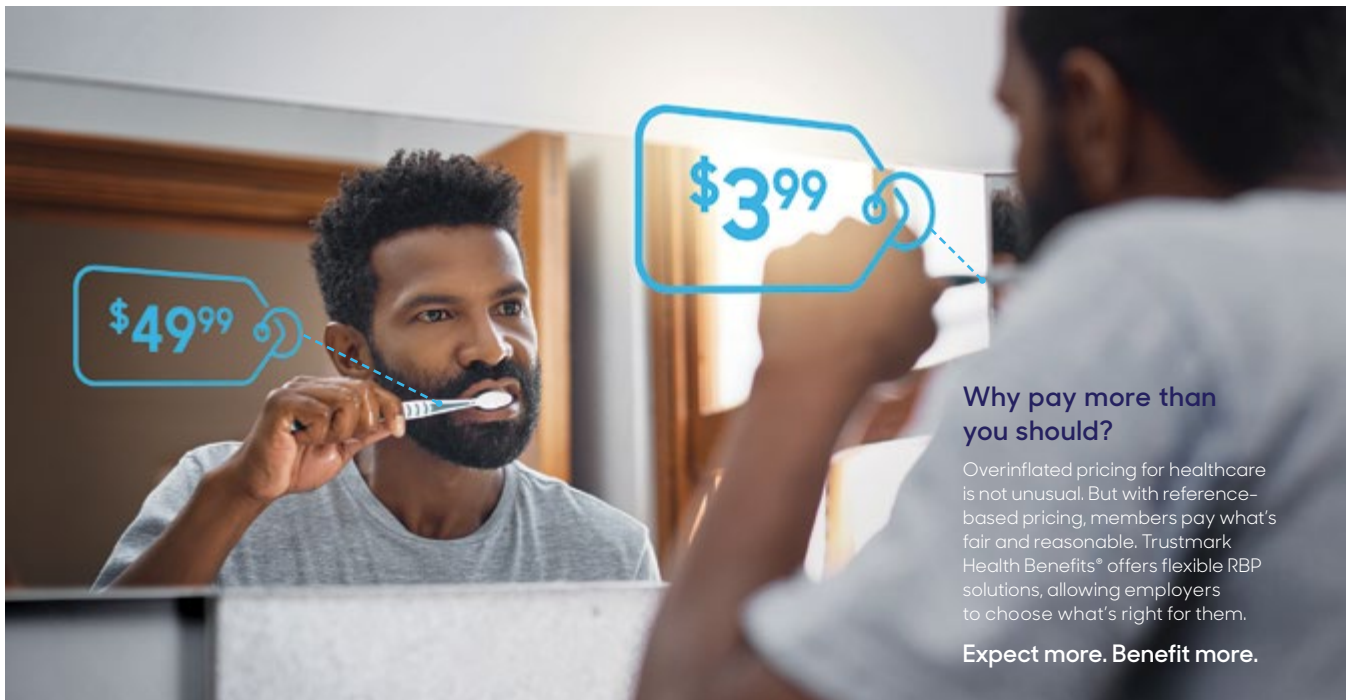
THE PHIA GROUP IS WINNER OF THE 2021 TOP WORKPLACES USA AWARD

Canton, MA – The Phia Group announced that it has earned a 2021 Top Workplaces USA award, issued by Energage. Energage, an organization that develops solutions to build and brand a vast array of companies, leveraged their 14-year history of surveying

more than 20 million employees across 54 markets, to award this prize during what is the prestigious honor's inaugural year.

Earning this accolade was no small task. Several thousand organizations from across the country were invited to participate, and winners of the Top Workplaces USA were chosen based solely on employee feedback gathered through an employee engagement survey, issued by Energage.

These results were then calculated by comparing the survey's research-based statements, including 15 Culture Drivers that are proven to predict high performance against industry benchmarks.



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\$3⁹⁹

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“The Phia Group’s mission is to reduce medical costs and improve the quality of health care. That mission starts and ends with our people. Our job is to help other employers secure the best benefits for their employees and families; it behooves us to do the same for our own team,” The Phia Group’s CEO, Adam Russo, remarked.

“This award is proof that our focus on benefits, opportunities, and general employee satisfaction is not misguided. While employee satisfaction is valuable in and of itself, it is equally important as a crucial element of improving our company’s overall value. If our team doesn’t share our passion or buy into our principles, that reflects in the work product. Employer success is therefore built upon a foundation of employee success. By emphasizing an atmosphere of employee satisfaction, we generate better outcomes, satisfied clients and success for all.”

About The Phia Group

The Phia Group, LLC, headquartered in Canton, Massachusetts, is an experienced provider of health care cost containment techniques offering comprehensive claims recovery, plan document and consulting services designed to control health care costs and protect plan assets. By providing industry leading consultation, plan drafting, subrogation and other cost containment solutions, Contact Garrick Hunt at ghunt@phiagroup.com, 781-535-5644 and visit www.PhiaGroup.com.

SILVER MEMBERS

6 DEGREES HEALTH WELCOMES STACI BRANHAM AS VICE PRESIDENT OF BUSINESS DEVELOPMENT

Hillsboro, OR -- 6 Degrees Health is pleased to announce that Staci Branham has joined the company as VP of Business Development.

Staci is a healthcare veteran with 27+ years of experience. She has served in many roles throughout her healthcare career including, 10 years as Director of Health Services at a large Medicare, Medicaid, HMO and Alabama-based TPA.

In her tenure, Staci was instrumental in growing new business, designing a case management system, launching the Medicare Part D drug program, and creating programs and processes to streamline business practices and improve the overall health of the company.

Staci moved into the PBM space in 2013, where she served as Director of Clinical Management/Health Services for RxBenefits, and Regional Director of Sales for Southern Scripts. She has served on various committees, including Pharmacy & Therapeutics and Quality Assurance. In addition to many successful years as a sales executive, Staci has held leadership roles in Operations and Health Services.

Staci can be reached at stacibrhanham@6degreeshealth.com.

“We are very excited to welcome Staci to the 6 Degrees Team. Her background brings multiple perspectives and clinical understanding to the healthcare landscape. This experience will be a significant value to her channel partners and clients as they seek to implement Reference Based and Cost Containment solutions.” -Heath Potter, Chief Growth 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.

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JANUARY 2021

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