

# NEWS

## FROM SIIA MEMBERS



## 2020 JUNE 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). For immediate assistance, please contact Jennifer Ivy at [jivy@siia.org](mailto: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](mailto:jivy@siia.org).*

DIAMOND MEMBERS

**ELMC RISK SOLUTIONS TO MERGE RXREINS, LLC WITH IOA RE, LLC BRINGING PRESCRIPTION DRUG STOP LOSS EXPERTISE TO IOA RE**

East Norriton, PA -- ELMC Risk Solutions, LLC, ("ELMC") is pleased to announce that Rx Reins, LLC will merge with IOA Re, LLC ("IOA"), and become a division of IOA, expanding IOA's portfolio of risk management and stop loss solutions.

Crystal Williams will continue to lead the sales and marketing effort for Prescription Drug solutions. Crystal and her staff will work closely with IOA's team of veteran underwriters. Ms. Williams

brings her expertise as an industry leader and extensive experience in working with state and municipal governments, school districts, and commercial clients to IOA.

RxReins offers Prescription Drug Aggregate stand-alone coverage as well as Guaranteed Cost Coverage. The Aggregate program is popular among state and municipal agencies as well as school districts. The Guarantee Cost Coverage is available to middle market and level-funded clients working to manage claim funding spikes. Both products are designed to help employers grapple with the rising cost of specialty drugs.

Richard J. Fleder, CEO of ELMC, believes this is a logical step in strengthen IOA's position as a leader among brokers and Third Party Administrators. With the increased impact of prescription drug costs on self-funded plans, it is a natural progression to leverage the market leading positions of IOA and RxReins to offer the expertise developed by the RxReins team to IOA's partners.

"The world of prescriptions drugs, and particularly specialty drugs, has changed drastically over the past five years. Understanding the risks and helping clients navigate the challenges for this coverage requires the kind of expertise that Crystal brings to self-funding."

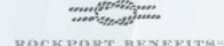
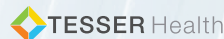
Thank you

Thank you to our clients and producers who have given us the privilege of working with them over the years. Please be assured that we are here for you in 2020 and beyond.

To our friends in the MGU community, we are growing, and our family is growing. To learn more about joining our family of companies, please contact us.

*Richard J. Fleder*

**Richard Fleder, President**  
rfleder@elmgroup.com



ELMC Risk Solutions has assembled some of the most innovative minds in stop-loss reinsurance and prescription drug consulting businesses.

elmgroup.com

“We are excited about joining forces with the industry leading underwriters at IOA”, says Williams. “Our risk strategies and creative solution will to help IOA’s producers better manage the rising cost of prescription drugs.”

John O. Parker, President of IOA agrees, “We bring an outstanding roster of underwriters to our self-funded clients and producers. Being able to add dedicated prescription drug solutions to our portfolio is a true benefit to our producers. This is going to be a strong fit for the IOA team.”

For more information on IOA's prescription drug solutions, please contact Crystal Williams at [cwilliams@rxreins.com](mailto:cwilliams@rxreins.com) or Jim Haggerty at [jhaggerty@ioare.com](mailto:jhaggerty@ioare.com)

**About ELMC**

ELMC owns, manages and seeks to acquire premier MGUs across the nation that specialize in underwriting stop loss insurance for self-funded health plans as well as reinsurance for providers and managed care companies. ELMC provides a best-in-class platform for delivering solutions to brokers, carriers and clients. Visit [www.elmcgroup.com](http://www.elmcgroup.com).

**About IOA**

IOA Re has operated in the insurance/ reinsurance marketplace for more than 40 years and provided Medical Stop Loss services for more than 35 years. IOA Re is recognized as leader in the Medical Stop Loss industry for its creative, innovative, and profitable underwriting and the caliber of the services provided to clients. Visit [www.ioare.com](http://www.ioare.com).



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## BERKLEY ACCIDENT AND HEALTH APPOINTS MATT ROBB AS HEAD OF IT AND DATA INFRASTRUCTURE

Hamilton Square, NJ – Berkley Accident and Health, a Berkley Company, has appointed Matt Robb as Head of IT and Data Infrastructure. In this role, Matt is responsible for driving all aspects and components of data management, and for developing and executing the strategy and vision for client technology solutions.

“The Head of IT and Data Infrastructure is an essential role to drive and support our client’s ever-changing technology and data needs, and I’m thrilled to have Matt joining us as a key leader in our organization,” said Brad Nieland, President and CEO of Berkley Accident and Health.

Matt brings a tremendous background and expertise in IT and data management with 20+ years of experience. He is joining the team from his most recent role as Senior Business Operations and IT Communications Lead at a health sciences company in Pennsylvania.

Throughout his career, Matt has held various IT roles of increasing responsibility, and brings a strong track record of collaborating with business partners to deliver successful technology solutions.

Matt is a graduate of Rider University and is located in Hamilton Square, New Jersey.

### **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. Contact Linda King, Director, Marketing, at [lking@BerkleyAH.com](mailto:lking@BerkleyAH.com) and visit [www.BerkleyAH.com](http://www.BerkleyAH.com) and [www.Berkley.com](http://www.Berkley.com).*

## SYMETRA PROMOTES HARRY MONTI TO LEAD BENEFITS DIVISION

BELLEVUE, WA – Symetra Life Insurance Company announced the promotion of Harry Monti, who will lead the Benefits Division. Monti will join the Symetra Leadership Team reporting to Margaret Meister, president and chief executive officer, Symetra Financial Corporation.

“One of Symetra’s longtime strengths is the breadth of talented leaders on our team. I am pleased to recognize the significant contributions of Harry to our Benefits business lines,” said Meister. “Our Symetra Empowers strategic vision remains focused on helping our customers, partners, employees and communities thrive in the changing world we live in. Harry will play a key part in executing that long-term vision, prioritizing our initiatives and successfully navigating this unprecedented business environment.”

Harry Monti joined Symetra in June 2014 as vice president, Life and Disability (LAD), bringing 25 years of group benefits experience spanning financial, operations and strategy roles. Named senior vice president, Life and Disability (LAD) and Select Benefits, in April 2018.

Mr. Monti played an integral role in the evolution of those business lines and in the development of Symetra’s new voluntary benefits practice. His operational leadership and strategic oversight has seen customer service evolve into a key differentiator for Symetra in the benefits marketplace.

Prior to Symetra, Mr. Monti was director, Insurance Advisory Services with PricewaterhouseCoopers (PwC) in Hartford, Connecticut. He had previously spent 13 years in senior level operational and claims roles at The Hartford.

### **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 agents and advisors. Visit [www.symetra.com](http://www.symetra.com).*

## GOLD MEMBERS

## ECHO HEALTH, INC. ANNOUNCES ISSUANCE OF US PATENT FOR MEDICAL CLAM PAYMENT PROCESS

Westlake, OH -- ECHO Health, Inc. (ECHO), a leading provider of electronic healthcare payment solutions, has added a new patent to their portfolio of proprietary health insurance payment processing technology.

The company, which develops and provides payment processing services and solutions to healthcare payers of all sizes, today announced that the United States Patent and Trademark Office granted US Patent 10,599,813 to ECHO.

This patent covers health insurance payment methods and systems, including the generation and delivery of a consolidated payment and related translated explanation of benefits (EOBs) to a medical service provider.

ECHO's innovative systems consolidate individual medical provider and vendor payments, including an aggregation of health insurance payments covering multiple claims into a single ERISA and HIPAA compliant format, remits electronic payments and provides an explanation of payment details to providers.

"The granting of this patent further validates our mission to develop innovative technology that drives business improvement for our clients and their groups," said William Davis, Chairman and Chief Executive Officer of ECHO. "With the issuance of this patent, ECHO and its trading partners remain the only healthcare payment processors that can generate and deliver a consolidated payment and translated EOB to a medical service provider. This key functionality, combined with other unique capabilities, offers a substantial competitive advantage to our channel partners and customers enabling them to deliver the most efficient, cost-effective provider payments."

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MTG-3258 (2/20)

**About ECHO Health, Inc.**

*ECHO Health, Inc. is the leading provider of electronic healthcare payment solutions. ECHO processes more than 200 million claims and pays more than \$40 billion annually to providers and members from industry-leading payers. Founded in 1997, ECHO is a privately held company located in Westlake, Ohio. Visit [www.echohealthinc.com](http://www.echohealthinc.com) and call 440.835.3511, ext. 118.*

**SILVER MEMBERS****MEDLIMINAL'S NEW ADVOCACY PROGRAM REVOLUTIONIZES MEDICAL BILL REVIEW**

Manassas, VA – Medliminal, LLC announced the launch of its trailblazing Employee Medical Bill Champion (EMBC) program. EMBC is a medical bill compliance solution designed to protect employees from overpaying on medical bills.

In normal conditions, over 90% of medical bills contain errors, with the current COVID-19 crisis projected to cause greater pressures on the medical industry. EMBC (pronounced “embassy”) leverages powerful artificial intelligence to verify employees only pay what is actually owed. Employers who already have a medical bill review service also benefit: EMBC finds an average 17-49% in savings beyond its competition.

EMBC's innovative technological approach starts with Medliminal's award-winning RPA system, H-CAT™, reviewing submitted bills. Medliminal nurses and medical coders then provide a hands-on line-by-line compliance review, identifying errors and overcharges before the employee pays the bill.

“With EMBC, employers and their employees finally have a tool that helps them fight back against exorbitant medical costs,” said Jim Napoli, CEO of Medliminal. “The program revolutionizes the process by identifying billing errors on medical bills. Workers finally have a champion in their corner.”

EMBC is a continuation of the pioneering “Health Savings Program” pilot, with the name changed to avoid confusion in the marketplace around HSA (health savings account) products and to emphasize the program's mission of championing accurate and transparent medical billing.

To learn more about EMBC, please contact Alliyauna Collins at [alliyaunaw@medliminal.com](mailto:alliyaunaw@medliminal.com) and visit [www.medliminal.com](http://www.medliminal.com).

**About Medliminal, LLC**

*At Medliminal, we specialize in medical cost containment by bringing world-class resources and exceptional service to each and every one of our clients. Through our award-winning Robotic Process Automation (RPA) technology known as H-CAT™ coupled with our highly trained medical staff, we identify non-compliant charges for all payers on a national level. Our proprietary technology empowers us to act as a medical bill advocate for our clients. Visit [www.medliminal.com](http://www.medliminal.com).*

**TMS RE WELCOMES PETER PARENT AS EXECUTIVE VICE PRESIDENT**

Andover, MA - TMS Re is extremely pleased to announce that Peter Parent joined the Company on May 4, 2020 as Executive Vice President and a member of our leadership team. Most recently, Peter served as the President of a long-standing MGU located in the Northeast.

Peter's main responsibilities will be to drive revenue growth through the development of client relationships and support the underwriting and claims operations. Peter will also contribute to TMS Re's strategic and financial planning. Peter will report to Travis Micucci, President and COO, and work out of Portland, ME.

“We are excited to have someone with Peter's extensive experience and outstanding reputation join TMS Re” says Micucci. “We continue to explore opportunities to serve our producers and policyholders by hiring talented individuals and improving our processes. Peter built an organization with a very similar culture to TMS Re and will be an asset to our team”.

"I am very excited to be joining the team at TMS Re and helping grow the employer stop loss business," said Peter. "TMS Re is a highly respected organization with very talented personnel. They are well positioned in the employer stop loss market and our values are very similar. I look forward to helping execute their strategic vision."

"We are thrilled to have someone of Peter's caliber join our team," states Mike Shevlin, CEO. "We are committed to recruiting and fostering the best people in our industry. I am confident that his knowledge, experience and leadership will further strengthen our position in the employer stop-loss market."

Peter can be contacted via email at [pparent@tmsreinc.com](mailto:pparent@tmsreinc.com) or by phone at 978-933-4037.

#### **About TMS Re, Inc.**

*TMS Re is one of the largest and most experienced medical stop loss MGUs in the market today. TMS is committed to delivering excellent service, unparalleled expertise, and creativity in our product and service solutions for our customers*

*TMS Re, Inc. provides comprehensive excess loss products and services tailored to the insurance needs of your employer and provider groups. Established as Cairnstone, Inc. in 1996, the Company was acquired by one of the world's largest reinsurers, and in July 2018 was purchased through management buyout. Our team of highly experienced underwriting, actuarial, claims, and medical management professionals work closely with you to understand your long-term objectives and design the optimal stop loss solution to minimize your risk. Contact: TMS Re, Inc. at (978) 933-4009, [Info@TMSReInc.com](mailto:Info@TMSReInc.com) and visit [www.TMSReInc.com](http://www.TMSReInc.com). ■*



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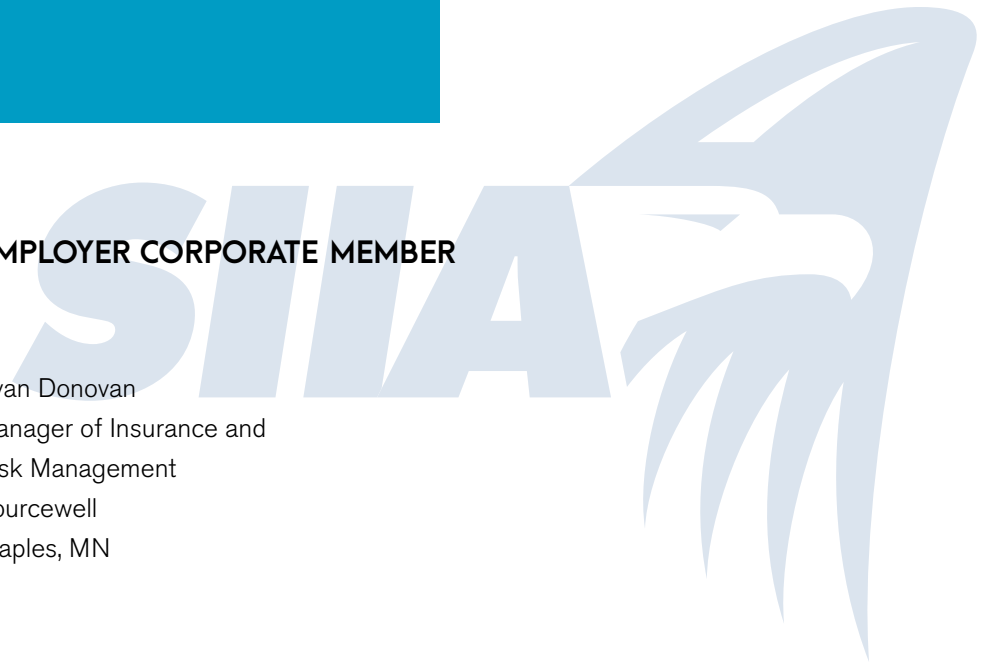
## JUNE 2020

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Markel  
Glenn Allen, VA

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