

SIIA Endeavors

Self-Insurance Institute of America's (SIIA) upcoming National Conference & Expo is scheduled for September 25th-27th at the JW Marriott Austin in Austin, TX. This is the world's largest event focused exclusively on the self-insurance/alternative risk transfer marketplace and typically attracts more than 1,700 attendees from around the United States, and from a growing number of countries around the world.

The National Conference & Expo will feature more than 40 educational sessions focusing on self-insured group health plans, captive insurance, self-insured workers' compensation programs and international self-insurance/ART trends.

Workers' Comp sessions include:

Through the Looking Glass – Making the Unseen Visible with Predictive Analytics

"If you don't know where you are going, any road will get you there." – Cheshire Cat. You may have access to more data (numbers, charts, statistics, facts, etc.) than you know what to do with, but still have no idea where it is leading you or what it is trying to tell you. In this session, Freda Bacon, Administrator, Alabama Self-Insured Worker's Compensation Fund and Kimble Coaker, CEO, AL Trucking Association Fund will attempt to cut through the numbers and examine how an organization can not only find the road it's on, but identify where it is going, where it wants to go and select the road to get there through the use of predictive analytics. They will examine case studies involving both the underwriting and claims side of operations.



Collateral Challenges

One of the challenges faced by employers who retain risk is managing the collateral associated with that risk. Both self-insured collateral held by states and deductible collateral held by carriers require careful monitoring. Mark Walls, Vice President Communications & Strategic Analysis, Safety National will moderate a discussion between Joseph Braun, Assistant Vice President – Credit Risk, Safety National, Pamela Ferrandino, EVP and Senior Principal, National Casualty, Willis Towers Watson



Catastrophic medical claims aren't just a probability – they're a reality.

As a Captive Director, Risk Manager, VP of HR or CFO, QBE's Medical Stop Loss Reinsurance and Insurance can help you manage those benefit costs. With our pioneering approach to risk and underwriting, we make self-insuring and alternative risk structures possible.

Individual Self-Insurers, Single-Parent and Group Captives

For more information, contact:

Phillip C. Giles, CEBS
910.420.8104
phillip.giles@us.qbe.com

Made possible by



and Matt Cohen, VP Client Services, Sedgwick Claims Management Services, Inc., on the different options for collateral and strategies to minimize the amount of collateral being held.

What Does the Medicare Secondary Payer Act Mean for You?

With Medicare in financial distress, the Centers for Medicare and Medicaid Services (CMS) is stepping up its enforcement of the Medicare Secondary Payer Act (MSP), resulting in several amendments to protect Medicare's interests. Learn what the MSP Act and resulting amendments mean for you as Rafael Gonzalez, Vice President, Strategic Solutions for Optum discusses the latest updates, the information to be reported, the steps to resolve liens, and how a set-aside allocation comes together, including the factors to consider when deciding whether to submit.

Managing an Increasingly Impaired Workforce

With legalized medicinal and recreational marijuana rapidly becoming a reality and use of other drugs like opioids and heroin reaching near-epidemic levels, employment practices are becoming progressively challenged. Not only does this create issues from a human resources standpoint, but it also creates the need for a major overhaul of traditional loss prevention and claims management practices. In this session Mark Pew, Senior Vice President, PRIUM and Mark Walls, Vice President Communications & Strategic Analysis for Safety National will investigate the changing demands that these trends are putting on organizations and how they are responding to them.

Medication Trends Shaping Workers' Compensation

Ensuring the right decision is made so that the injured worker receives the right medication at the right time, and is cost effective, has its challenges. Understanding the medication trends that influence cost and utilization can help ensure optimal outcomes clinically and financially. During the presentation, Tron Emptage, Chief Clinical Officer, Helios and Paul Peak, PharmD, Director Clinical Pharmacy, Complex Pharmacy Management, Sedgwick Claims Management Services, Inc. will examine medication costs and utilization trends, and discuss the importance of collaboration to help achieve better outcomes for payers and workers alike.

Don't let **risk** take your Health Plan out.

Find out how Renalogic's CKD Management program can **significantly** reduce medical spend and halt members' progression to dialysis. For those members in dialysis, Renalogic can save up to 78% off of full-billed dialysis charges, inclusive of fees. Stop by **Booth #214** at SIIA's 36th Annual National Educational Conference & Expo!



One-Time & Monthly Data Analysis



Chronic Kidney Disease Management & Education



Dialysis Cost Containment



For a **FREE** Health Plan risk assessment, e-mail solutions@renalogic.com or call (866) 265-1719.

renalogic



The Enemy Within: Dealing with Fraud in Your Pool

No one wants to hear that even though you believe you are doing everything "right" - rigorous annual clean audits, regular external reviews by reinsurance partners, an active internal audit function, and rigorous policies regularly reviewed through the AGRIP Recognition Standards - things can still go wrong. In this case, we will hear about one pool's very personal experience - recently concluded with the criminal sentencing of a long-time employee - and the lessons learned. From discovering the fraud - which involved embezzlement of over \$1 million over a 10 year period - to working with the authorities, managing the public relations, and dealing with employee morale. By sharing this experience, it may prevent it from happening in other pools / funds. Dubravka Romano, Associate Executive Director for Risk Management Services for Texas Assoc. of School Boards will present.

Employee Health Management and Workers' Compensation

Review how comorbidity management programs can impact benefit utilization and claim frequency. Workers' compensation claims are often complicated because of employee health comorbidity that influences normal injury recovery. Brian Devlin, Senior Vice President, Risk Management Services, Insurance Program Managers Group (IPMG) and Kim Gaston, Clinical Field

Service Director Health and Risk Management Services, Insurance Program Managers Group (IPMG) will provide an overview of results and the impact of health management services that target employee health and comorbidity and the impact it has on frequency and severity for a public entity pool.

International Sessions include:

SIIA International Conferences Update

The SIIA International Committee is focused on developing opportunities in Latin America and the Caribbean. Joseph Antonelli, Consultant - Business Development, Equian and Robert J. Repke, President, Global Medical Conexions, Inc. and the Chairman of the SIIA International Committee will focus on the highlights of our 2016 meeting in Costa Rica and our upcoming 2017 meeting. Opportunities are abundant in Latin America. Please join them to hear more about business that might be a good fit for you.

Emerging Markets - Part I

Emerging Markets has been identified as one of the top three or four significant growth opportunities for insurance companies as they continue to be challenged overall by economic and regulatory headwinds, digital transformation and cyber security, and shrinking profit margins. Which are the most relevant, emerging insurance markets for growth? Where are the top US carriers investing to enter and/or expand their life, health and group benefits businesses overseas? Which products and customer buyer segments should be targeted? What are the critical success factors to win in this sector of the international insurance arena? A panel of proven industry experts from across the direct carrier, reinsurance intermediary and brokerage distribution areas will present and lead a discussion that addresses these questions and issues.



Would you navigate
uncharted waters
without a compass?

As a leader in Group Captives, Berkley Accident and Health can steer you in the right direction.



With EmCapSM, our innovative Group Captive solution, we can help guide midsize employers to greater stability, transparency, and control with their employee benefits.

With Berkley Accident and Health, protecting your self-funded plan can be smooth sailing.

Stop Loss | Group Captives | Managed Care | Specialty Accident

Insurance coverages are underwritten by Berkley Life and Health Insurance Company and/or StarNet Insurance Company, both member companies of W. R. Berkley Corporation and both rated A+ (Superior) by A. M. Best. Coverage and availability may vary by state.

©2015 Berkley Accident and Health, Hamilton Square, NJ 08690. All rights reserved.

BAH AD-2014-0141

www.BerkleyAH.com



BERKLEY
Accident and Health

a W. R. Berkley Company

Emerging Markets - Part 2

Emerging Markets has been identified as one of the top three or four significant growth opportunities for insurance companies as they continue to be challenged overall by economic and regulatory headwinds, digital transformation and cyber security, and shrinking profit margins. Which are the most relevant, emerging insurance markets for growth? Where are the top US carriers investing to enter and/or expand their life, health and group benefits businesses overseas? Which products and customer buyer segments should be targeted? What are the critical success factors to win in this sector of the international insurance arena? A panel of proven industry experts from across the direct carrier, reinsurance intermediary and brokerage distribution areas will present and lead a discussion that addresses these questions and issues.

Panelists for both Emerging Markets sessions include Greg Arms, Senior Advisor, E4 Health, Inc., Michael Feighan, Curtis Olson, Consultant, Curtis W. Olson Consulting and Alex Rizo, Vice President, Pan American Life Insurance Group.

Detailed conference information, including registration forms, can be accessed on-line at www.siaa.org/national, or by calling 800/851-7789. ■

We look forward to seeing you in Austin this September!

mrm-mgu.com'."/>

STOP-LOSS SOLUTIONS

If you're an INSURANCE COMPANY – We can provide a turnkey solution.
If you're a PPO NETWORK – We can help you compete and grow.
If you're a BROKER – We can provide competitive National Network quotes.

MRM

In business since 1984, Medical Risk Managers, Inc. is the largest MGU in the country. We underwrite over \$200 Million of annualized Stop Loss premium and have a 28% compound annual growth rate over the last decade. Our block has generated several hundreds of million in profits for our clients. Our superior service, seasoned staff, and our commitment to provide our clients with first-class creative options are only a few contributors to our success.

TOP WORK PLACES 2013
TOP WORK PLACES 2014
TOP WORK PLACES 2015

Hartford Courant FOXES

Contact us at (800) 732-3248 or visit our website at: mrm-mgu.com