



SIIA ENDEAVORS



Self-Insurance Institute of America, Inc. (SIIA) will hold its Annual International Conference for May 14-16, 2019 at the JW Marriott Miami in Miami, Florida. The mission of the SIIA International Committee is to promote global networking, the exchange of self-insurance and alternative risk strategies market knowledge, as well as effective emerging global health management trends.

This unique industry event is designed to help attendees understand self-insurance/captive insurance business opportunities and strategies with a multinational perspective.

Delaware

Advantage

- Delaware takes captive insurance company licensing to a new level that Speeds to Market the licensing process.
- Delaware is the first in the nation to electronically offer a conditional certificate of authority as part of the general application.
- Delaware's conditional certificate of authority means receiving a license to conduct insurance business the same day of submitting the application to do business.



STEVE KINION, DIRECTOR
*Bureau of Captive &
Financial Products*
Department of Insurance



Trinidad Navarro
Insurance Commissioner



BUREAU OF CAPTIVE & FINANCIAL INSURANCE PRODUCTS

Delaware Department of Insurance
1007 Orange Street, Suite 1010
Wilmington, DE 19801
302-577-5280 | captive.delaware.gov
Trinidad Navarro, Insurance Commissioner

The educational program features top industry experts who will share their unique expertise on market opportunities outside of the United States, as well as how U.S.-based self-insured employers are providing benefits for workers stationed in foreign countries. This useful content will be complemented by multiple networking events where it is highly likely that attendees will make new contacts that they would never meet anywhere else.

The educational program begins the morning of Wednesday, May 15th. Session highlights include:

- **Global Disability Trends**

A 35-year-old has a 50% chance of becoming disabled for more than a 90-day period before age 65 - and yet disability protection is much less prevalent than say life or health insurance. Disability providers in the US and internationally offer an array of fully insured and self-funded solutions with a variety of absence management and claims support services designed to streamline the process and get employees back to work as soon as reasonably possible. The disability provider's data also reflects the effects of an aging workforce, medical advances, and the power of early intervention.

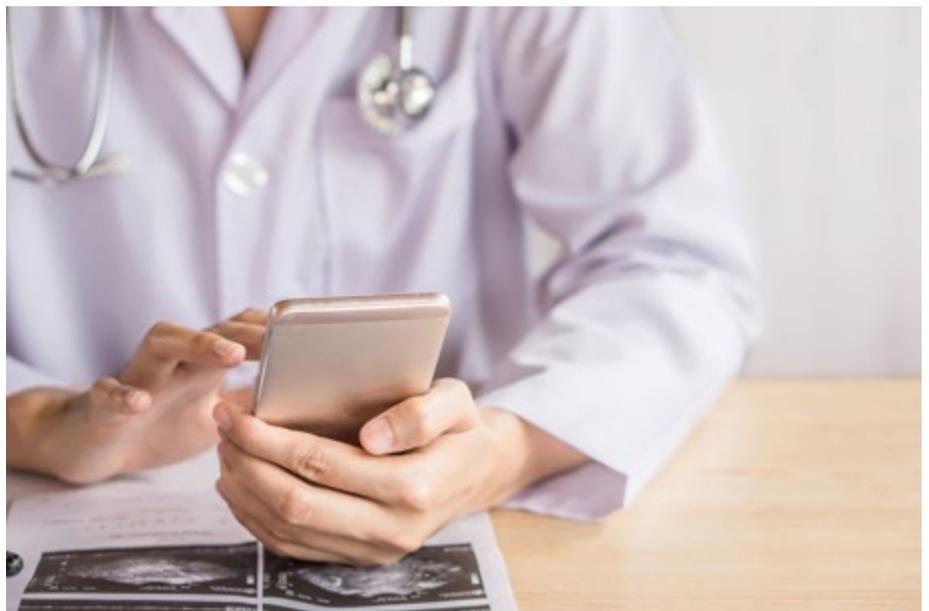
In this session Jonathan Callund, Representante Cono Sur for WorldCare and Jennifer Fleck, FSA, MAAA, Consulting Actuary of Milliman will provide an overview of market 'best practices' in the US and key countries in Europe and LatAm where privately insured disability solutions are prevalent and evolving - and increasingly in demand by Employers and Employees alike.

- **Global Telemedicine - The Past, Present and Future - Part A: Making Telemedicine Work with International Plan Participants**

Part A will explore the cultural, linguistic and logistical challenges faced by employers who wish to provide telemedicine options for their local and international plan participants. Richard Heinzl, Global Medical Director of WorldCare, Elliot Mondrow, CEO of Equatel Health, Robb Suchecki, VP, International Healthcare for Pan-American Life Insurance Group and Dr. Jonathan Wiesen, MD, CEO and CMO of MySpecialistMD will give practical advice will be provided on how to overcome these challenges in order to make quality health care more accessible for employees based both within and outside of the United States.

- **Global Telemedicine- The Past, Present and Future - Part B: Connecting the Dots to Maximize Telemedicine ROI**

Telemedicine is most effective when it is offered in concert with multiple complementary strategies involving data analytics, wellness implementation teams, corporate HR and Finance support, and proactive employee communications. In Part B, Mario Anglada, CEO of Hoy Health, Neil Gordon, CEO of Intervet and Michael King, Chief Growth Officer of Teladoc will connect these and other dots to help your organization structure a telemedicine program in a way that is most likely to deliver positive results for your employees and your bottom line.



Outweighing the antiquity of network plans, Reference-Based Pricing stacks higher in plan, cost and care advantages.

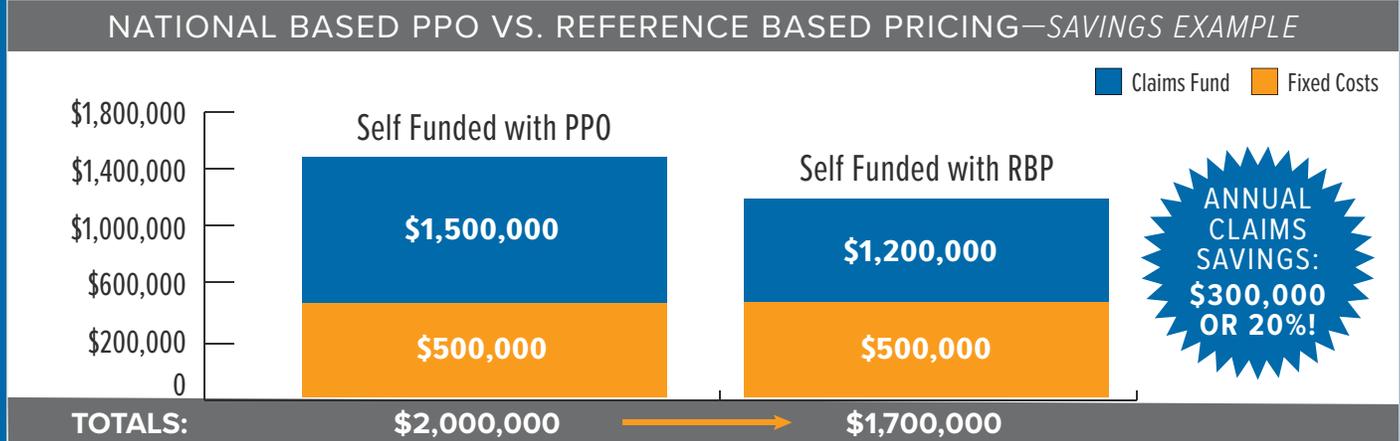


Reference Based Pricing (RBP) is one of the more revolutionary health care cost-containment efforts. This option for self-funded employers seeks to limit costs by providing a fixed amount for certain healthcare services.

GBS works with best in class RBP vendors to ensure a streamlined, cost effective program strategy for our brokers and their clients. Our partners help your clients and their members successfully navigate the reality of RBP through:

Our partners help your clients & their members successfully navigate the reality of RBP through:

- Accurate Claim Processing
- Proactive Provider Outreach
- Trusted Patient Advocacy
- Comprehensive Care Management
- Dilligent Balance Billing Avoidance
- Customer Support



- **Health Insuretech**

The health-tech industry is booming. Investments have taken off with venture capitalists pouring billions into start-ups, many of which are having a disruptive - and yet really positive - effect on insurance. New technologies in the wellness economy are expanding as consumers seek products and experiences that promote health and well-being - with significant impact on improving the cost effectiveness of self-insurance solutions for healthcare. Brij Sharma, Managing Partner of Naples Technology Ventures, a leading expert with a 30-year background as a successful entrepreneur will share first hand stories from start-up companies that focus on healthcare services. Carmen Effron, Founder & President of C F Effron Company, a 20-year consultant with insuretech advisory expertise, will discuss the customer experience implications of these changes.

- **International Self-Insurance Strategies**

Employers now have self-funded options for benefit plans that cover International Benefit exposures. Philippe de Dreuz, Country Manager - USA of AXA Partners, Harvey Mitgang of MHS International and Les Boughner, Chairman of Advantage Insurance Management (USA) LLC will discuss Employer Stop loss, Captives and related Services that are currently available.

- **Europe Market Update – London and Beyond**

After several years of focusing primarily on Latin America, SIIA International is broadening our scope again. Our panel features two people directly involved in the European insurance and healthcare market. First, Daniel Revilla, Regional Head of LatAm at Lloyds of London, will discuss current developments at Lloyd's, and will provide insight into "the world's insurance marketplace" at this seminal moment that Brexit is underway. Then Pascal Orliac, Co-founder of Care2care will discuss the changing health insurance models in Continental Europe, including opportunities for access to lower cost medical



and prescription drugs afforded to American consumers. This session will provide an industry snapshot of the United States' largest trading partner at this historical juncture.

• **Past and Future Perspectives of Self-Funding in Mexico**

In this session Carlos Chávez, Administrative Director of NOVA clinic and Jorge Rodríguez

Healthcare Risk Management Director, LATAM at Global Excel will discuss personal experiences of self-funding in Mexico from an employer and provider perspective.

There are sponsorship opportunities who want to promote their corporate brands with the event. For immediate assistance, contact Justin Miller at jmiller@siia.org.

Detailed event information, including registration can be accessed on-line at www.siia.org, or by calling 800/851-7789. ■



INNOVATIVE SOLUTIONS
FOR PINNACLE SUCCESS

Where is your health plan headed?
Do you have the support you need with access to relevant technology and subject matter expertise?
Payer Compass is navigating a path to affordable, quality care by bridging the gap between payers and providers.

PAYER COMPASS OFFERS:

- Unrivaled reference-based pricing
- Accurate, intuitive contract management
- Deep data analytics
- Effective patient advocacy
- Proven balance billing strategies
- Compassionate care management

Our services span the market to self-funded employers, TPAs, Brokers, Stop-Loss Carriers and Health Plans to manage complex reimbursement and pricing strategies for Medicare, Medicaid and commercial claims.

Use our interactive price map
See how your plan compares to Medicare rates and actual payments

LET'S START THE CONVERSATION

PayerCompass.com
1.833.MYPAYER   

OTHER UPCOMING SIIA EVENTS

Self-Insured Workers' Compensation Executive Forum

May 7-9, 2019 • The Westin Nashville • Nashville, TN

SIIA's Annual Self-Insured Workers' Compensation Executive Forum is the country's premier association sponsored conference dedicated exclusively to self-insured Workers' Compensation. In addition to a strong educational program focusing on such topics as risk management strategies and innovative ways to prevent and manage loss, this event will offer tremendous networking opportunities that are specifically designed to help you strengthen your business relationships within the self-insured/alternative risk transfer industry.

SIIA DC Fly-In

May 22, 2019 • Washington, DC

SIIA's annual DC Fly-In provides a unique opportunity for SIIA members across the country to discuss important issues to the self-insurance and alternative risk industry with their elected representatives in Washington, D.C. This is a

chance to discuss with policymakers the issues facing the self-insurance industry, while allowing participants to make important connections. The more SIIA members we have in attendance, the more of an impact we can make. So join us, tell your story and talk about the issues you face.

39th Annual National Educational Conference & Expo

September 30 - October 2, 2019 • Marriott Marquis • San Francisco, CA

The SIIA National Conference & Expo is the world's largest event focused exclusively on the self-insurance/captive insurance marketplace and typically attracts more than 1,700 attendees from around the United States and from a growing number of countries around the world. Registrants will enjoy a cutting-edge educational program combined with unique networking opportunities, and a world-class tradeshow of industry product and service providers guaranteed to provide exceptional value in four fast-paced, activity-packed days. ■



Protecting Patients and
Plans Across the U.S.

Our team of attorneys and paralegals:

- Defends out-of-network and balance bills in all 50 states

- Utilizes a proprietary and fully relational database to manage claims and provide customizable reports

- Has a record of savings of up to 97.5% of disputed charges

1111 Superior Ave. E, Suite 2500
Cleveland, OH 44114

Office: (216) 538-9370
Fax: (216) 916-4369

www.koehler.law