



SIIA ENDEAVORS



SIIA held its annual International Conference May 14-16, 2019 at the JW Marriott Miami in Miami, Florida. This unique industry event is designed to help attendees understand self-insurance/captive insurance business opportunities and strategies with a multinational perspective. The international conference brings attendees together in a more personal setting and provides attendees a unique experience to make invaluable connections.

“The SIIA international conferences always offer synergetic networking opportunities and educational sessions. I felt that this year’s conference in Miami approached healthcare from a worldly point of view including expert panelists and partnership opportunities from Central America to Europe to the United States” said Daniél C. Kimlinger, PhD, MHA, SPHR, SHRM-SCP, Chief Executive Officer of MINES and Associates.

The mission of the SIIA International Committee is to promote global networking, while exchanging market knowledge of self-insurance and alternative risk management strategies, as well as effective emerging global health management trends.

Liz Mariner-Ford, Senior Vice President for Risk Strategies Health Care Practice and Chairwoman of the SIIA International Committee said, "Some of the trends highlighted this year were the growth in utilization of telemedicine, digital health and insurtech, here in the US and worldwide. This is bringing new cost controls to health care delivery, while creating better outcomes and employee/patient experience".

Insurance. "Many attendees noted the high quality of the presentation material. From telemedicine to net promoter scores for customer healthcare experience, the sessions were forward-thinking and very relevant."

"The meeting was quite informative and attended by very senior presenters. They took great strides to draw distinctions between the US environment and especially that of our southern neighbors. Johns Hopkins looks forward to the SIIA's growth into other world regions including the EU and Pacific Rim," affirmed Mark Creveling, Business Development Advisor at Johns Hopkins Occupational Medicine.

The educational program featured top industry experts who shared 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.

"The SIIA International conference branched out from just focusing on the Latin America region. Presentations were made about trends at Lloyd's of London as well as the Continental European insurance market. While LATAM remains an important area of opportunity, SIIA got back to a broader, global mission with these topics," stated Michael Feighan, SVP – US Head of Accident & Health of Aspen



Pascal Orliac

SESSION HIGHLIGHTS INCLUDED:

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.

Jonathan Callund, Representante Cono Sur for WorldCare and Jennifer Fleck, FSA, MAAA, Consulting Actuary of Milliman provided 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 of this two-part session explored 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



Attendees at one of the networking receptions

support, and proactive employee communications.

Mario Anglada, CEO of Hoy Health, Neil Gordon, CEO of Intervet and Michael King, Chief Growth Officer of Teladoc connected the dots to help structure a telemedicine program in a way that is most likely to deliver positive results for employees and the bottom line.

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 shared first hand stories from start-up companies that focus on healthcare services.

Carmen Efron, Founder & President of C F Efron Company, a 20-year consultant with insuretech advisory expertise, discussed 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 discussed Employer Stop loss, Captives and related Services that are currently available.

Europe Market Update – London and Beyond

This panel featured two people directly involved in the European insurance and healthcare market.

Daniel Revilla, Regional Head of LatAm at Lloyds of London, discussed current developments at Lloyd's, and provided insight into “the world's insurance marketplace” at this seminal moment of Brexit.



Pascal Orliac, Co-founder of Care2care discussed the changing health insurance models in Continental Europe, including opportunities for access to lower cost medical and prescription drugs afforded to American consumers.

Past and Future Perspectives of Self-Funding in Mexico

Carlos Chávez, Administrative Director of NOVA clinic and Jorge Rodríguez Healthcare Risk Management Director, LATAM at Global Excel discussed personal experiences of self-funding in Mexico from an employer and provider perspective.

While there is no substitute for being there, you can check out some of these session on Canoe, SIIA's online platform for live conference session recordings, educational videos, interviews, commentary and industry updates.

If you have not already done so, check out this great membership benefit now at www.siiacanoe.org. Please also keep in mind that all employees of SIIA member companies have free access to Canoe upon setting up their own unique passwords to go along with your company's member ID. In this regard, please spread the word within your organization so that others can access this great content, including Live Conference Session Recordings, Webinars, Studio Videos, Interviews and SIIA News & Views. ■



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