Creating Effective Reinsurance Programs

The Importance of Optimizing Clinical and Financial Outcomes

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Providing innovative, quality products and services since 1994
• Who is Presidio?
Safeguarding Your Financial Risks
Overview

• Founded in 1994
• Leading International Accident & Health Reinsurance Group
• Offices in San Francisco, Minneapolis, London, Kansas City
• Broad portfolio of A&H products and services
• Reinsurer with two wholly-owned underwriting managers
  – Presidio Excess Insurance Services, Inc. - U.S., Caribbean
  – Presidio Reinsurance Management Limited – Latin America and all other International markets
• GWP exceeded $215M in 2010
• Committed to exceptional customer service, long-term partnerships and client-specific solutions
Products and Services

- Managed Care
  - HMO Reinsurance
  - Provider Excess Loss Insurance
- Medical Reinsurance
  - Excess
  - Quota Share
- International Medical
- Employer Stop Loss
- Presidio PULSE™ Program
- Captive Reinsurance
- Personal Accident
- Life Catastrophe
- Carve Out Programs: Transplant, Neonate, Cardio., et al
Comprehensive Support Services

- International Underwriting Management Services
  - Underwriting and pricing
  - Consultative client focused approach
  - Actuarial services
  - Program design and limits to fit client needs
- Presidio PULSE™ Program
  - Medical Management consulting
  - Technology, education and other supportive services
- Efficient and timely claims administration
  - Automated, accurate and prompt processing
  - Integration with Presidio PULSE™ program
- Proprietary reinsurance administration systems
Why Purchase Reinsurance?

- Reduce Exposure to Loss
- Income Smoothing
- Surplus Relief
- Allow for Expanded Benefits and Maximums
- Reinsurer’s Expertise
  - Plan design- risk analysis
  - Risk structure and program to match goals and risk tolerance
  - Network selection, evaluation and negotiation
  - Medical management strategies
  - Access to specialty providers and partners at preferred terms
  - Pricing and actuarial expertise
  - Optimize financial and clinical outcomes
Specialty Care Management-Presidio PULSERTM

- Organ and Tissue Transplants Contract Analysis
- Complex Clinical Case Assessment And Oversight
- Independent Medical Reviews
- Hospital and Physician Claim Audits
- Network Contracting and Consulting
- Specialty Pharmacy
- Expert Physician Care Management
- Alternative Payor Advocacy
- Global Emergency and Medical Tourism
The Value of Specialty Care Management

- Specialty Pharmacy ($3 Per Script)
- Organ and Tissue Transplant Contract Analysis (40%)
- Alternative Payor Advocacy ($2,500 Per Case Monthly)
- Hospital and Physician Claim Audits (24%)
- Network Contracting and Consulting (22% - 35%)
- Expert Physician Care Management (15% LOS)
Market Dynamics

• Wide diversity of markets
  – Regulatory
  – Funding
  – Availability
  – Quality
  – Demand
• Growing workforce and demand for access to private healthcare
  – Brazil- 40M of 200M population in private systems
• Increasing competition among insurers
  – Pressure on benefits and pricing
• Escalation of costs with new risks and greater volatility
• Focus on managing plan costs and infrastructure
  – Administration and Claims Systems
  – Management Reporting
  – Referral patterns and management
  – Partner relationships and performance
Optimize Your Reinsurance Program

- Reinsurer can be a key partner in achieving your goals
- Determine risk tolerance and reinsurance strategy
- Design program specifically for your situation
- Provide accurate and complete data for the best price and program design
  - Large claim history with diagnosis and prognosis
  - Enrollment and demographic history
  - Plan or provider network changes
  - Provider and hospital network referral patterns and contractual arrangements
  - Out of Country TPA and network
  - Claims and Case Management integration- early identification
- IT Capabilities- Key focus for effectiveness and integration
  - Claim system and procedures
  - Management reporting- identification of trends
- Review of medical management strategies
  - Vendors, TPAs, Networks, In country and out of country care
Key Reinsurance Questions

- Is Reinsurance part of your ERM solutions?
- Have you evaluated your current reinsurance program recently for effectiveness and cost management strategies?
- Are you retaining an appropriate amount of risk?
- Is your reinsurer financially strong?
- Does your reinsurer understand your market and have the breadth and depth of products and services to meet your needs?
- Is your reinsurer proactively discussing strategies to maximize financial and clinical outcomes through network and TPA relationships?
- How can you leverage your reinsurance relationship to grow market share and profits?
Leverage Your Reinsurance Partnership

• Presidio values long-term relationships

• If you are looking for reinsurance or want to discuss your program, ideas for growth and strategies to manage outcomes, please contact me:

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  – For more information: www.PresidioRe.com