

**IRONHEALTH**[®]

HMO Reinsurance



As the healthcare market continues to evolve, Health Maintenance Organizations (HMOs) are assuming more financial risk in connection with the cost of care for their members. In addition, the reform environment introduces new types of managed care organizations like Consumer Operated and Orient Plans (CO-OPs) and demonstration programs sponsored by the Centers for Medicare and Medicaid Services (CMS). These emerging risks will require innovative solutions to help protect against catastrophic claims that could severely impair operations during the critical start up years and beyond.

There are standard HMO reinsurance products currently available that attempt to address the financial risk assumed by HMOs and other managed care organizations. But these products are often overly complicated and unpredictable and can present significant gaps in coverage. Many of these products include significant underlying limitations such as “average daily maximums” and percent of billed charge provisions, which can make it extremely difficult for buyers to estimate how much reimbursement they may be due under their HMO Reinsurance contracts. At IronHealth, we knew there had to be a better way.

In response to increasing exposure, evolving business models, and limited coverage options available in the market, IronHealth developed an HMO Reinsurance product that is both simple and enormously effective. Our new HMO Reinsurance product eliminates underlying limitations and enables the buyer to select from a menu of services to be included for coverage. We then reimburse the paid amounts for the covered services subject only to the policy retention, coinsurance, and annual maximum per member. The end result is that the client can easily estimate what amounts will be reimbursed and there are no surprises when claims are adjudicated.

IRONHEALTH'S HMO REINSURANCE PRODUCT HIGHLIGHTS INCLUDE:

- Commercial, Medicare, and Medicaid membership classes
- Special expertise in start-up HMOs
- Specific retentions per member ranging from \$75,000 up to \$1,500,000
- “Unlimited” Maximum Benefit Covered per Member option available
- Eligible service menu including any combination of Inpatient Hospital, Outpatient Hospital, Sub-Acute, Professional, Ancillary and Pharmaceutical services
- Unlimited claim valuations with “amount paid” language available for eligible risks
- Up to \$10,000,000 Continuation of Benefit coverage
- Flexible claim reporting and submitting deadlines

- Minimum premiums as low as \$50,000
- Alternative risk transfer financing options including experience refunds, retained corridors, inner aggregates, and aggregating specific deductibles
- Captive reinsurance options
- Access to IronHealth's IronCARES program. IronCARES works with select, preferred vendors offering the leading experts in catastrophic claim management and clinical consulting services. In many cases, fees associated with these services will be considered eligible expenses under your HMO Reinsurance contract for Members that pierce the Reinsured Retention.



CONTACT

TERESA GALIZIA

Vice President & Product Manager IronHealth
 HMO Reinsurance and Provider Excess of Loss Insurance
 (860) 408-7912
 theresa.galizia@ironshore.com

When considering a long-term insurance partner for your business, please call 1-877-IRON411, visit www.ironshore.com or email: info@ironshore.com



Ironshore, a Liberty Mutual Company, provides broker-sourced specialty property and casualty insurance coverages for varying risks located throughout the world. Select specialty coverages are underwritten at Lloyd's through Ironshore's Pembroke Syndicate 4000. The Ironshore group of companies is rated A (Excellent) by A.M. Best with a Financial Size Category of Class XIV and A (Stable) by Standard & Poor's. Pembroke Syndicate 4000 operates within Lloyd's where the market rating is A (Excellent) by A.M. Best, AA- (Very Strong) by Fitch, and A+ (Strong) by Standard & Poor's. For more information, please visit: www.ironshore.com.

The information contained herein is for general informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any product or service. Any description set forth herein does not include all policy terms, conditions and exclusions. Bound insurance policies, rather than summaries thereof, govern. Not all insurance coverages or products are available in all states or regions and policy terms may vary based on individual state or region requirements. Some policies may be placed with a surplus lines insurer. Surplus lines insurers generally do not participate in state guaranty funds and coverage may only be obtained through duly licensed surplus lines brokers.