



# Financial Protection for Self-Funded Groups

As a leading national Stop Loss company, HM Insurance Group (HM) uses risk management expertise and years of industry experience to design Stop Loss programs that work to guard the financial health of our policyholders. For employers that self-fund their health plans, HM's Stop Loss coverage helps to protect against the financial risks associated with catastrophic claims.

## Experienced Risk Management

Our underwriting experts work to deliver coverage that can help to satisfy each group's level of risk tolerance, using a balanced approach to risk management that comes from decades of experience in the Stop Loss market. With a range of deductibles and contract periods available, plans can be structured to help address specialized needs and mitigate potential claim risks for self-funded employers seeking financial stability.

## A Solid Contract for Better Protection

The HM Stop Loss contract strives to provide clarity, financial protection and choice. Clear language and an easy-to-follow structure help to ensure that clients understand their policy details. To help eliminate potential gaps in coverage, the HM policy has provisions that allow the Stop Loss coverage to largely mirror the underlying health plan. Clients can select from a range of features and options to create customized solutions that best meet their needs.

## Operational Excellence

With an excellent reputation as a carrier that pays claims, HM has incorporated operational efficiencies using new technologies that enable the company to handle more claims in less time without sacrificing accuracy. In fact, HM pays 99.98% of clean claims within six business days and 100% of clean claims within 10 business days. In the past five years, HM has processed more than 180,000 claim submissions and paid more than \$3.2 billion in Stop Loss claims. Our excellence in technical and financial accuracy — exceeding 99% in both categories — gives clients confidence that their claims will be paid correctly too.

## Mindful Cost Containment Programs

HM matches its claims payment capabilities with equally accomplished clinical expertise and cost management practices. Through our HMConnects™ cost containment program, our medical professionals review claimant notices for savings opportunities, pursue potential third-party recovery situations and add competitive out-of-network discounts and Centers of Excellence programs to maximize cost savings on catastrophic claims. In the past five years, HM has generated savings of more than \$58 million through cost containment efforts.

## PRODUCT DETAILS

### Standard Target

- Self-funded employers with 50 to 5,000 lives

### Distribution

- National presence with in-market, regional expertise
- Channels: Brokers, Consultants, Third-Party Administrators and Partners

### Types of Coverage

- Traditional — Specific & Aggregate Coverages
- Small Group/Level Funded Solutions
- Consortium/Block Stop Loss Solutions

### Standard Contract Periods

- 12/12, 12/15, 12/18, 12/24, 15/12, 18/12, 24/12

### Deductible Levels

- Specific — \$25,000 and greater
- Unlimited Specific coverage maximum
- Aggregate coverage maximum up to \$2,000,000

### Renewal Ease

- Generally no new lasers or increases to existing lasers at renewal
- No signed disclosure form required at renewal

### Data & Technology

- Electronic claim submission, claim status and notices
- Predictive analytics in risk assessment
- Smart claim ingestion tools for efficiency

**Lasting Relationships**

Keenly focused on creating solutions that can help build connections for the long term, our national Sales team has a strong presence in markets coast to coast, demonstrating regional expertise that helps to determine the right coverage for specific client situations. Working to provide self-funded groups with the financial protection they need in a changing and challenging health benefits market, HM is committed to cultivating strong relationships with brokers, partners and clients, giving them confidence in our ability to deliver smarter solutions, better performance and unparalleled support.

**Features & Options****Aggregating Specific Feature**

With this option, Specific billed premium is reduced in exchange for the policyholder assuming liability for a set dollar amount (Aggregating Specific Loss Fund) of Specific claims in excess of the deductible. Claim reimbursement begins after the Aggregating Specific Loss Fund has been satisfied.

**Bridge Renewal**

This feature is available for Specific Stop Loss coverage only, helping to fill the gaps that may occur for groups when paid claims fall outside of their run-out period. When the group renews a 12/15 or 12/18 Specific Stop Loss contract, HM retroactively adjusts the expiring contract to a 12/24 contract. The group must renew to receive the Bridge feature.

**Monthly Aggregate Accommodation**

With this feature, claims that exceed the monthly Aggregate deductible during the contract period are reimbursed monthly — monthly aggregate factors determine the Aggregate deductible. This allows for partial payments to Aggregate coverage during the policy year versus waiting until the end of the policy year for claim reimbursement. There is then a year-end reconciliation.

**Specific Advance Funding**

In situations where extremely high-dollar claims occur, Specific Advance Funding enables group customers to pre-fund claim payments to assist with cash flow challenges. This option, which often is referred to as “coordinated reimbursement,” can be selected at the point of sale or at renewal.

**Specific and Aggregate Terminal Liability**

Employers can extend Specific and/or Aggregate Stop Loss insurance for an additional three or six months following termination of the policy to help reduce the risk of uncovered claims when a Stop Loss policy ends.

**About HM Insurance Group**

HM Insurance Group (HM) works to protect businesses from the financial risk associated with health care costs. A recognized leader in Employer Stop Loss, the company delivers protection for a range of group sizes. HM also offers assumed Accident and Health reinsurance solutions and Provider Excess insurance through HM Specialty.

HM Life Insurance Company, HM Life Insurance Company of New York and Highmark Casualty Insurance Company are all rated “A” (Excellent) by AM Best Company.\* Through its insurance companies, HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country.

For more information, contact your HM sales representative or visit [hmig.com](https://www.hmig.com).

Company statistics gathered through HM Insurance Group January 2024 Line of Business Report, Claims reporting through December 2023, and other HM Insurance Group internal analysis.

\*AM Best Company, September 2023

Stop Loss coverage is underwritten by HM Life Insurance Company, Pittsburgh, PA, in all states except New York, under policy form series HMP-SL (08/19) or HMP-SL (06/20) or similar. In New York, Stop Loss coverage is underwritten by HM Life Insurance Company of New York, New York, NY, under policy form series HMP-SL (06/20) or similar. In all states except New York, Provider Excess Insurance is underwritten by HM Life Insurance Company, Pittsburgh, PA, or Highmark Casualty Insurance Company, Pittsburgh, PA, under policy form series HM PEL 1105, HC PEL 1105, HMP PEL (09/20) or similar. In New York, Provider Excess Insurance is underwritten under policy form series HMNY PEL 1105 or similar. In all states except New York, Assumed Accident and Health Reinsurance is underwritten or reinsured by HM Life Insurance Company, Pittsburgh, PA, or Highmark Casualty Insurance Company, Pittsburgh, PA, under form HM1005-ELR or similar. In New York, Assumed Accident and Health Reinsurance is reinsured by HM Life Insurance Company of New York, New York, NY. The coverage or service requested may not be available in all states and is subject to individual state approval. Reinsurance agreements only reflect a form number when required by applicable state law.



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