



OUR BUSINESS IS KNOWING YOUR BUSINESS..



STRATIS RISK
SOLUTIONS

Insurance Services, LLC

Managed Care Capabilities



WHAT WE DO FOR YOU

About Stratis

Stratis Risk Solutions Insurance Services was established to support the diverse needs of the healthcare community.

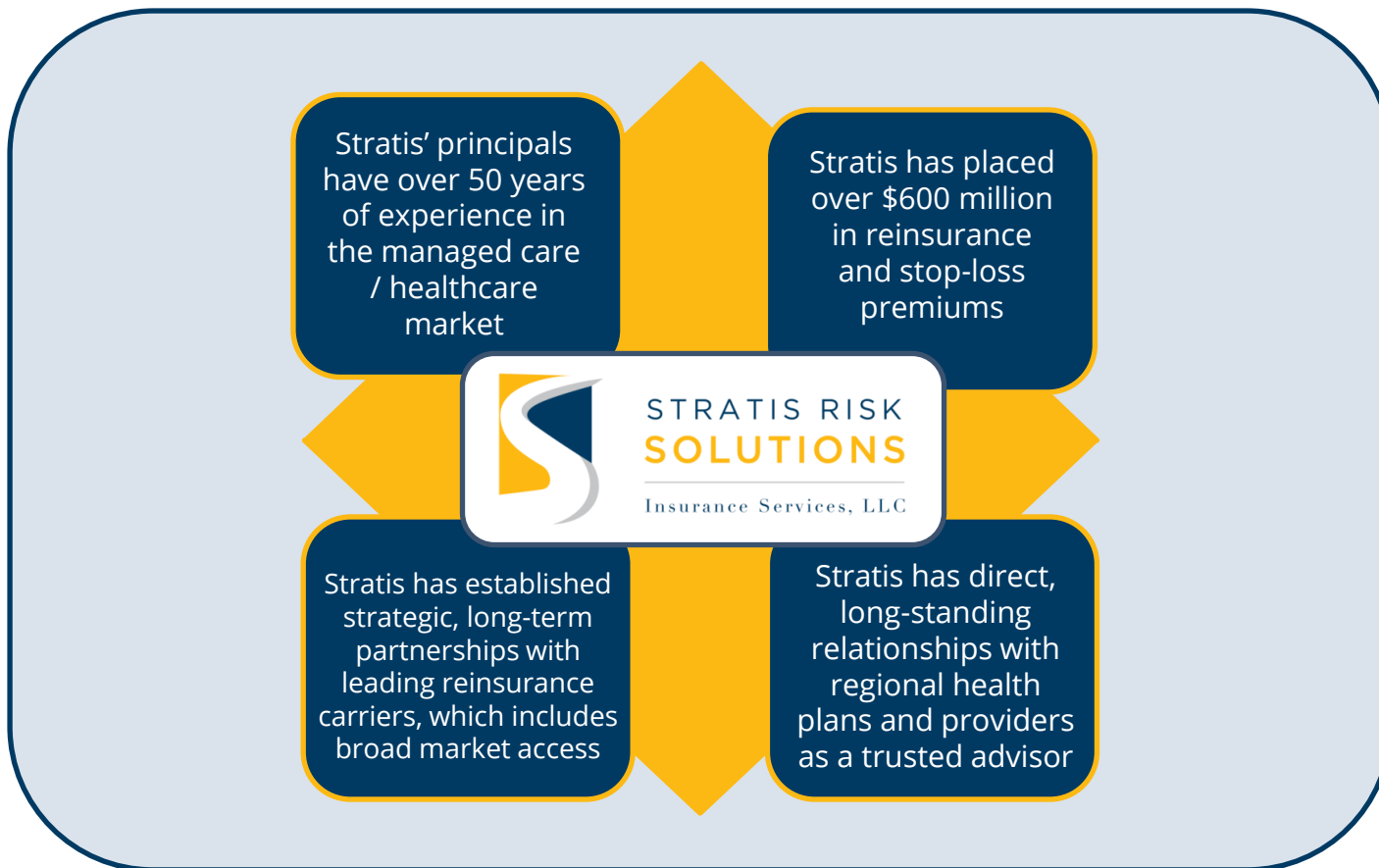
Our process includes:

- Individually assessing our clients' risk and risk appetite
- Anticipating changes and trends in a rapidly evolving healthcare market
- Collaborating with our clients to better understand their business model and core objectives
- Designing tailor-made insurance and reinsurance programs that support the unique needs of each client

This analytical technique allows us to provide our clients with a platform for optimal results.

INVESTING IN CLIENT RELATIONSHIPS

Our Experience



CUSTOMIZED PROGRAMS FOR AN EVOLVING MARKETPLACE

Leadership Team

Mark Angard
President



Has nearly 30 years of leadership experience in healthcare, such as running a national managed care practice for a large national consulting firm (Willis Towers Watson) for over 18 years. As Stratis' president for six years, he has grown the business significantly, expanded the company's product offerings, and has continued to focus his leadership efforts on providing excellent service to Stratis' clients and markets.

Rick Rock
Chief Administrative Officer



Has more than 22 years of health system, health plan and provider experience building strong and successful companies, brands and products. As Stratis' chief administrative officer, Rick is directly involved in working with reinsurers and clients (HMOs, health systems, physician groups) nationwide to analyze and structure insurance/reinsurance programs, including program placement and negotiation.



CUSTOMIZED PROGRAMS FOR AN EVOLVING MARKETPLACE

Why is Stratis Unique?

- Stratis focuses *exclusively* on managed care organizations
 - *Our business is understanding your business and applying our industry expertise to achieve “best-in-class” risk solutions.*
- Stratis incorporates the client's short and long-term strategic goals in developing customized programs.
 - *We take great pride in providing dedicated, unbiased advise.*
- Stratis utilizes a consultative approach to program placement through:
 - *Strategic marketplace insight*
 - *Extensive knowledge of reinsurance markets and products*
 - *Comprehensive analysis*
 - *Leveraging the integrated value of the health plan or provider's clinical, financial and operational platforms*

CUSTOMIZED PROGRAMS FOR AN EVOLVING MARKETPLACE

Comprehensive Integrated Solutions

Stratis provides intermediary services and consulting expertise that focus on the creative blending of traditional and nontraditional risk transfer vehicles.

- We help our clients with:
 - Reinsurance strategy and program design including;

HMO Reinsurance

Medical Excess

Captive Insurance

Specialty Excess

Provider Excess

Property and Casualty Reinsurance

Carve-Out Solutions

Quota Share Reinsurance

Managed Care Liability Coverage

Employer Stop Loss

- Claims management and program administration
- Catastrophic exposure management
- Contract negotiation and placement
- Market security issues
- Pharmaceutical consulting through

EXCELSIOR
SOLUTIONS
POWERED BY LOCKTON

INVESTING IN CLIENT RELATIONSHIPS

Investing in Client Relationships

Core Services

- Program design and placement
- Claim/actuarial analysis
- Exposure analysis
- Coverage analysis
- Financial modeling
- Claims management
- Investments in technology
 - Customized client websites
 - Decision support tools
- Medical management resources

Market Access

- Innovative coverage terms
- Long-term relationships with leading reinsurers
- Competitive pricing
- Placement with best security available

Value-Added Services

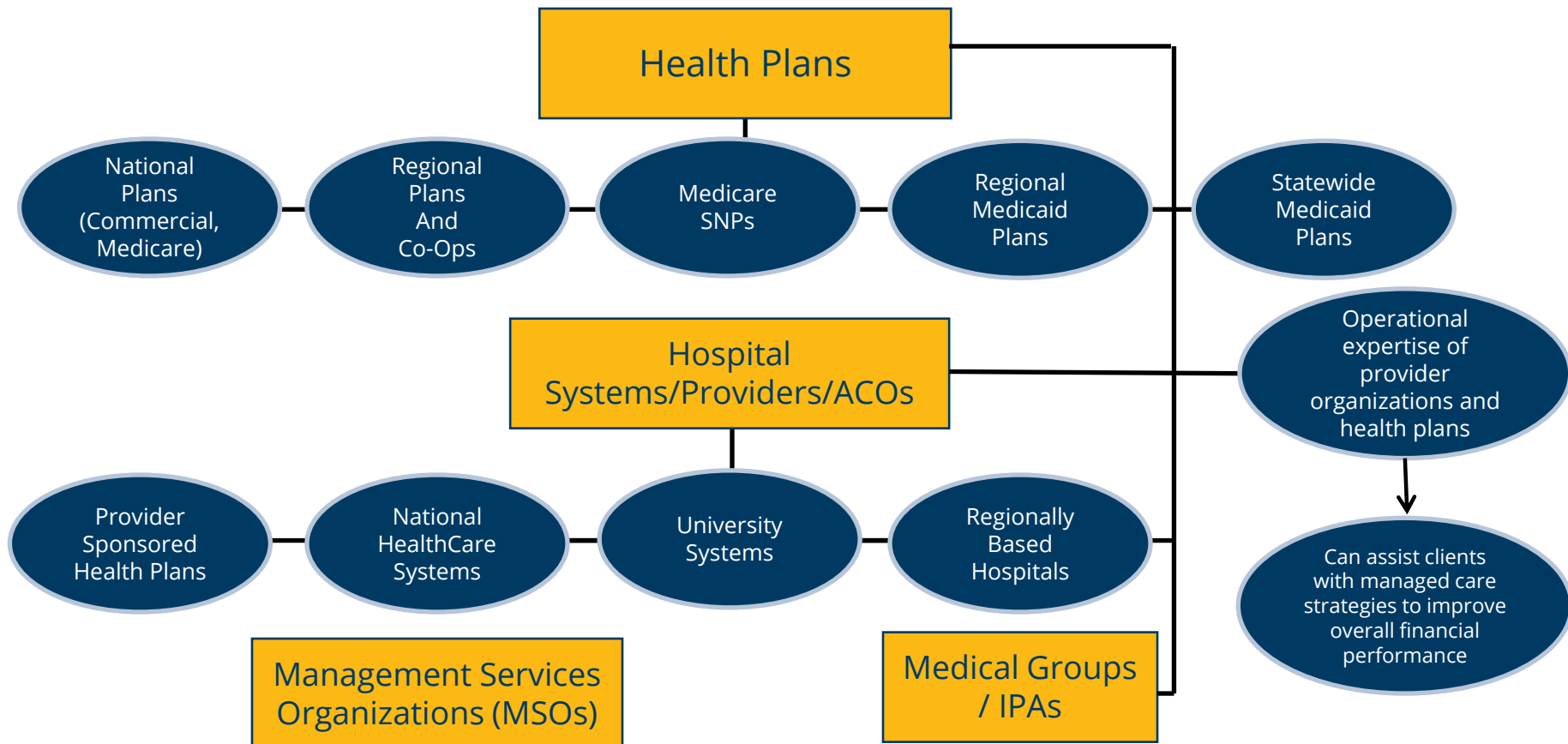
- Intellectual capital
- Diversified product portfolio
 - E&O/D&O
 - Specialty carve-outs (i.e., transplant, neonatal)
- Employer stop-loss solutions
- Pharmaceutical risk solutions
- High dollar claim review

Results for Clients



CUSTOMIZED PROGRAMS FOR AN EVOLVING MARKETPLACE

Client Based Network





WHAT WE DO FOR YOU

Access to Medical Management Resources

- Stratis has secured access to leading medical management resources to enhance our client medical management/cost management capabilities

Transplant
networks in
the United
States

National PPO
networks

Contract review
and
recommendations

Subrogation
services

Catastrophic
claims
management

Neonatal care
management

National
pharmaceutical
network

Technical
support/
resources for
auditing and
negotiating
large dollar
claims

WHAT WE DO FOR YOU

Investment in Technology

Each of our clients has access to a customized web portal to further enhance the overall program administration and performance

[Home](#) [About Stratis Risk](#) [Contacts](#) [Change Password](#) [Logout](#)

- » Coverage Highlights
- » Claims Management
- » Transplant Resources
- » Care Management Resources
- » Premium Accounting
- » Membership
- » Reinsurer
- » User Agreement

Managed Care Online Service Center

In a continued effort to enhance the support and services offered to our clients, Stratis Risk Solutions Insurance Services, LLC (Stratis) has continued to invest in Web based technologies that we believe will assist in making the administration of your insurance/reinsurance program most efficient.

The online Service center has been customized for each of our clients and provides access to the following:

- Contract and Premium Information
- Membership History
- Claims Resources
- Streamlined Renewal Questionnaire
- Cost Management Resources
- E-Forms
- Decision Support Tools
- Market Security Information
- Various Publications and Relevant Healthcare Links

If we can offer assistance in providing any of this information directly or to answer any questions please do not hesitate to reach out directly to the Stratis team at **(800) 381-7849**.

Online Renewal Questionnaire

- The online renewal questionnaire will provide both the reinsurer(s) and Stratis Risk Solutions Insurance Services, LLC with the information needed to evaluate your current risk arrangements and to determine if any changes in coverage are necessary to achieve optimal results.

[VIEW AND COMPLETE RENEWAL QUESTIONNAIRE](#)

Press Room

[Stratis Risk Solutions Insurance Services, LLC](#)

Related Healthcare Links

- [Centers For Medicare & Medicaid Services \(CMS\)](#)
- [National Committee for Quality Assurance \(NCQA\)](#)
- [American Association of Health Plans](#)

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Testimonials

CFO, MANAGED MEDICAID HEALTH PLAN

"The Stratis team have been trusted advisors for many years. Stratis has designed and placed our HMO reinsurance program, which has supported our growth and changing risk profile. Stratis brings a wealth of knowledge in the managed healthcare industry, which has demonstrated value through the design of our program and in the underwriting process. Having that specialized focus and expertise has resulted in a successful program and a valued partner for our health plan."

DIRECTOR OF FINANCE, HEALTH SYSTEM PROVIDER NETWORK

"We were initially referred to Stratis Risk Solutions due to their extensive knowledge of the managed care industry and the evolving risk models. During our three-year relationship with Stratis Risk Solutions, the team has provided excellent analysis supporting our procurement decisions and has been extremely accessible and responsive to our many questions as we navigate our changing healthcare environment."

DIRECTOR OF FINANCE, MEDICAID HMO

"Stratis Risk Solutions is much more than a reinsurance broker – they are an advocate, trusted advisor and valued resource. To say they go "above and beyond" would be a gross understatement, because they do so much to make sure our challenges are solved, and that our organization has the best possible outcome."

CFO, PROVIDER ORGANIZATION

"We have been a client for 18 years and we have received incredible service during every single one of those years. They have saved us hundreds of thousands of dollars from our stop-loss agreements that they have handled so well. They are professional, extremely knowledgeable, experts in the field and very easy to work with. They fully understand the marketplace and how important their clients are. I have never considered moving the business to anyone else, because of the fantastic results we have had, but primarily because they are the best."

EXECUTIVE DIRECTOR, REGIONAL HEALTH PLAN

The Stratis team provides trusted expertise, business solutions and strategy exceeding other consultants. Currently, Stratis is assisting with a joint venture solution for an uninsured population that we never knew could be reinsured. The due diligence process alone will help frame up a better solution in benefits and management than was in place. Stratis is a partner that works from the data collection process through execution of the documents. Their knowledge and leadership provide incredible value not found in the larger consultant houses."

DIRECTOR OF UNDERWRITING, COMMERCIAL HEALTH PLAN

Stratis Risk Solutions has been supporting us on our reinsurance programs for three years now. From the renewal process to claim filings to resolving outstanding issues, the Stratis team is on top of each and every situation. They exhibit a high level of subject matter expertise that we have come to rely on.

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Summary





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Thank You