

# HM Insurance Group's Managed Care Reinsurance History

## Investing in a Complementary Product Line

Recognized nationally as a leading Stop Loss carrier, HM Insurance Group (HM) has been in the Managed Care Reinsurance business for nearly 15 years. The effort began in 2006 when the company purchased Risk Based Solutions (RBS Re), a Miami-based company that had a well-established, decade-long presence in the market. This acquisition enabled HM to diversify its portfolio with a reinsurance venture that would accompany an already successful Employer Stop Loss product line and position the company further as a leader in the excess loss market.

## Integrating the Business

Following the purchase, RBS Re functioned as a subsidiary of HM with business running through its Miami home office. HM had retained the RBS Re staff, and key RBS Re leaders, who already had long-standing business across the country, continued marketing the products and managing those relationships. HM's leadership team provided oversight of the core business functions in the years that followed the acquisition. By 2019, however, full responsibility for the product line was brought under the leadership team in HM's Pittsburgh home office, and the products were rebranded as HM Insurance Group's Managed Care Reinsurance.

## Managing Risk with Solutions Backed by Data

Through both the Managed Care Reinsurance and Employer Stop Loss product lines, HM has one overarching goal – to help manage catastrophic risk for customers across the country. While these products protect different types of clients, the risk exposure each party faces is driven by similar issues. With that in mind, thoughtful decisions often can be made through the assistance of shared data. In fact, HM's nearly four decades in the Stop Loss market have been instrumental in delivering data that helps to inform the company's approach to crafting protection that meets the needs of health plans and provider organizations as well. Significant advantages to determining the right protection at the right price can be found in this large, shared pool of data.

## Transitioning Distribution

For many years, Managed Care Reinsurance, which includes Health Plan Reinsurance and Provider Excess Loss insurance, was primarily marketed directly to clients, though some broker relationships did exist. Now, however, HM has moved to an exclusively broker-centric distribution model and is working to build strong producer relationships nationally. This mirrors the approach to market for the company's Stop Loss product line, which has grown substantially over the years through a commitment to delivering excellence via collaboration with brokers, consultants and third party administrators.

## Building an Expert Team

The Managed Care Reinsurance product line is overseen by a seasoned team of experts within HM that continues to expand. This group is dedicated to providing smart, innovative solutions throughout the cycle of business – from sales to underwriting, claims, cost containment and more – so brokers and clients can have confidence in HM's commitment to guarding financial health.

To learn more, contact your HM Insurance Group sales representative or visit [hmig.com](http://hmig.com)



Guarding Financial Health  
800.328.5433 | [hmig.com](http://hmig.com)

Stop Loss coverage is underwritten by HM Life Insurance Company, Pittsburgh, PA, in all states except New York under policy form series HMP-SL (11/16) or HMP-SL (08/19) 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 (11/16) or HMP-SL (08/19) or similar. In all states except New York, Managed Care Reinsurance coverage is underwritten or reinsured 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 (08/19), HML 1105 ELR, HMC 1105 ELR, HM 1005-ELR or similar. In New York, Managed Care Reinsurance coverage is underwritten under policy form series HMNY PEL 1105, HMP PEL (08/19) or similar or 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.