



A Webinar Series

**Why All Captives Are
Not Created Equal**



Mike Schroeder
Founder and President,
Roundstone



Rob Hamilton
Executive V.P. of Sales,
Roundstone



Jasmine Bibb
V.P. of Customer Success,
Roundstone

Meet Roundstone

Quality, Affordable Healthcare and a Better Life for All

Launched 1st Group Medical Captive in 2005

90+% Retention Rate

Total healthcare spend covered
\$1,500,000,000

Average distribution
to captive participants

10.4%*

*Based on last 5 years

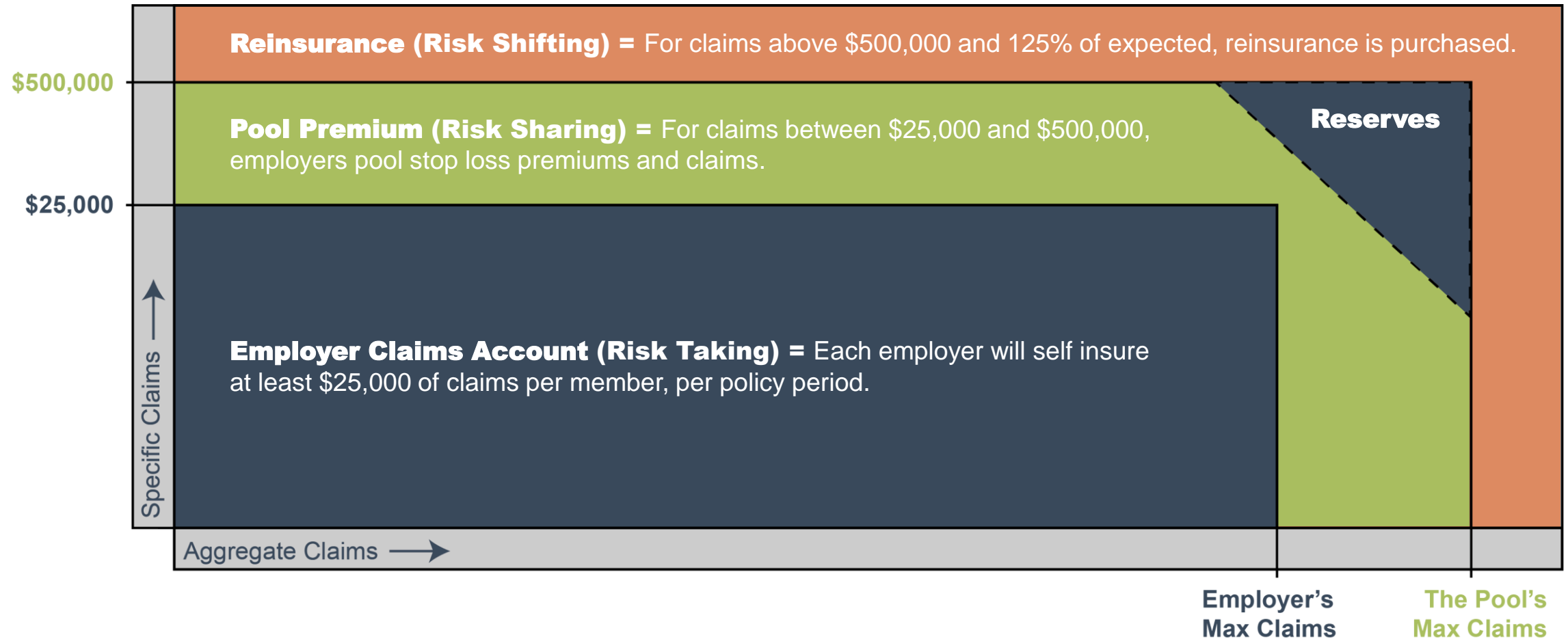
1000+ Number of
employers

Number of lives covered
170,000+



160+ employees dedicated to YOU!

How the Captive Works



What is Collateral?

The price of admission into a captive

- Typically a percentage of the stop-loss premium
- Used to help cover any costs that exceed the amount the captive has received as premium
- Likelihood of using collateral is low for large, well-established captives



What is a Captive Distribution?

The Captive Loss Fund (Return Fund) is the pool of funds accumulated from the stop-loss premiums paid by the employers participating in the captive

- Claims within the captive layer are paid out of this fund
- When the total premium dollars reinsured to the captive exceeds the sum of all claims and operational expenses, this surplus can be distributed back to employers in the form of a cash distribution

What is Cost Containment?



Plan Design



**Services, Solutions,
Programs**



**Choosing the
right partners**

Vetted Partnerships - Criteria

TPA

- Claim Quality
- Network Availability
- Program Pricing
- Ops and Sales Responsiveness/Collaboration
- CSI Integration
- Cost Containment
- Stop Loss Ratio
- Renewal/Win Rate
- Onboarding Experience

Network

- Pricing
- Network Footprint / Wrap Network
- Network Stability
- Appropriateness by State
- Minimum Lives Requirements
- Group Size Limitations
- Investments
- Tech Integration

PBM

- Competitive Net Costs (Ingredient, Rebates, Administrative Costs)
- Member Focused Cost Containment
- Good Partnership Metrics
- Onboarding Experience
- Administrative Fee Structure
- Competitive/Business Landscape

High Performance Captive Health Plan



How Is Our Cost Containment Different?

**High-Quality,
Affordable Healthcare.**



With a Smarter Approach
to Healthcare, Our Cost
Containment Solutions Do
Not Sacrifice Quality of Care.

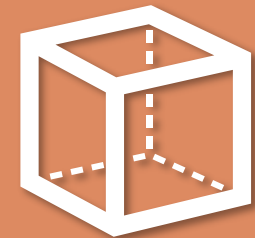
**Total Control Over
Your Benefits Plan.**



Our Guided Approach
Prioritizes Flexibility Through
Suggested Solutions.

You're Never Forced to
Do Anything.

**Complete
Transparency.**



Our Recommendations are
Always Pass-through — We
Never Take Commission.

Captive Characteristics

- Collateral
- Size of return fund
- Underwriter of captive?
- Are cost containment strategies mandatory?
- Does the captive manager earn money from vendors?
- Does the captive return cash distributions?
- When does the captive issue returns?
- Does the captive guarantee renewals?
- Does the captive guarantee you'll save money?
- Captive performance reporting
- Timely document delivery
- Reinsurance



Our Guarantee to You

By participating in our group medical captive, with its focus on cost containment and control, we guarantee that you will save money in the first five years or we'll make up the difference.





Thank you.



Contact us.

15422 Detroit Avenue, Lakewood, OH 44107



440.617.0333



info@roundstoneinsurance.com



RoundstoneInsurance.com

