

STRATEGIC HEALTH PLAN RELATIONSHIPS REPORT | METRO EDITION

SAMPLE METRO

1ST QUARTER 2017



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Here is why you're staring at this Report.

Because you are a pharmaceutical, biopharmaceutical, or medical device brand executive; a regional or national account manager; or a hospital/health system marketing executive. And because self-funded employer health plan design strategy is typically a team sport – and team members are often drawn from rosters of multiple organizations. Employer executives generally lead decisionmaking teams of associates in combination with account representatives from their insurers, their advisers (consultants and/or brokers), their administrative service providers (lawyers, actuaries, HRIS managers), and subject matter specialists in areas like behavioral health and specialty prescription drugs.

You've acquired this report because you and your organization want to support health benefits decision leaders and their strategy teams devise successful health benefits designs. Everyone wins when that happens.

But how do you identify teams where you can make effective contributions?

One important clue is information on what kind of teams are already in place: who is working with who, and how strong are the relationships among employers, advisers, insurers and service providers that exist now.

Knowing for example that a particular employer's advisers, insurers, or other service providers have deep relationships with that employer, or that a particular adviser, insurer, or service provider has had success building deep relationships with the "right" employers, enables YOU to identify those situations where YOU may have the best opportunity to make a valuable contribution. Conversely, the LACK of strong relationships may ALSO indicate situations presenting you with prime opportunities.

Each of our regional Health Plan Relationships reports sizes up "relationship strength" for employers of 100+ employees in a specific US metro area that report information on their benefit plans. Strength of relationship is determined by a combination of information on employer workforce size and the extent of business connections – "lines of business" that advisers and/or insurers have established with employers. For example, an adviser that is associated with a handful of lines of business with an employer – connections to their medical plan, their prescription drug plan, their dental plan, their vision coverage, and so on - has a stronger relationship with the employer than an adviser who is only associated with the employer's dental coverage.

Why is information on relationship strength important to you?

Several reasons. Here are three examples:

- It can alert you that forging relationships with team members other than an employer's benefits director can increase your chances of success. Advisers with existing strong relationships may help you access greater "attention share" with an employer's decisionmakers; an adviser with limited current relationship strength may be eager to collaborate on solutions that amplify their own – and your – engagement with a client employer.
- It can help you identify situations where you may leverage existing relationships with advisers, insurers, and other service providers.
- It can help you uncover and act on "special" situations that may be disruptive of established relationships (examples: an insurer's acquisition strategy runs into roadblocks; a service provider fumbles a product rollout)

Our strength ratings can signal opportunity ahead, or warn of unanticipated challenges. We find our clients are the best source of new and effective ways to apply them. We're looking forward to supporting your application of the intelligence you find within.

Each page of our report lists employers who sponsor health benefits for their employees. For each employer, we provide location and contact information, a brief industry description, a workforce count, and listed advisers (consultants and/or brokers) and insurers the employer works with. We report information supplied by sponsoring employers themselves – where there is no adviser or insurer information displayed, no information was reported by the listed employer.

Where a listed adviser or insurer's name is preceded by a plus sign (+), the adviser or insurer has a stronger than average relationship with the employer, based on the numbers of people covered, the numbers of lines of product/service the adviser or insurer has with the employer, and other factors.

CONTACT US WITH ANY QUESTIONS: 203-377-0460 metrointel@biginsights.com

STRATEGIC HEALTH PLAN RELATIONSHIPS REPORT

Sample Metro Area*

Bcd Travel Usa Llc

Six Concourse Parkway, Suite 2400, Atlanta GA, 30328
(678)441-5200
Yvette Bryant

Employees: 5,147
Other Transit and Ground Passenger Transportation

Insurers

Cigna Health And Life Insurance Company

Combined Insurance Company Of America

Continental American Insurance Company

Federal Insurance Company

Hyatt Legal Plans

Life Insurance Company Of North America

+ Unum Life Insurance Company Of America

Cellofoam North America, Inc.

1917 Rockdale Industrial Blvd Nw, Conyers GA, 30012
(770)929-3688
Amy Johnson

Employees: 614
Other Miscellaneous Manufacturing

Insurers

Aetna Life Insurance Co.

Coventry Health And Life

Coventry Health Care Of Georgia

Quantech Services, Inc.

91 Hartwell Avenue, Lexington MA, 02421
(781)457-0360
Maryanne Cromwell

Employees: **673**
All Other Professional, Scientific, And Technical Service

Advisors



+ Lockton Companies, Llc Lockton Companies, Llc

Insurers

Blue Cross Blue Shield Of Massachusetts, Inc.

United Of Omaha Life Insurance Company

Vision Service Plan

Microdynamics Corporation

1400 Shore Road, Naperville IL, 60563
(630)527-8400
Rick Schaltegger

Employees: **263**
Printing and Related Support Activities

Insurers

Blue Cross Blue Shield Of Illinois

The Lincoln National Life Insurance Company

Old World Industries, Llc

4065 Commercial Avenue, Northbrook IL, 60062
(847)559-2000
Greg Pietras

Employees: **294**

Insurers

Prudential Insurance Company Of America

The Lincoln National Life Insurance Company

Unum Life Insurance Company Of America

Personal Finance Company Llc

19065 Hickory Creek Dr Ste 300, Mokena IL, 60448-8599
(708)747-4888
Melissa Sheehy

Employees: **578**
Consumer Lending

Riverside Foundation

14588 W Highway 22, Lincolnshire IL, 60069
(847)634-3973
Deborah Rogers

Employees: **117**
Nursing and Residential Care Facilities

Advisors



+ Mid American Group Inc +Mid American Group

Insurers

Humana

Land Of Lincoln Health

 + Prudential Insurance Company Of America

Union Security Insurance Company

Trustees Of Iron Workers' Tri-State Welfare Plan

18861 90th Avenue, Suite A, Mokena IL, 60448
(630)960-3322
Brian Diskin

Employees: **1,398**
Other Heavy And Civil Engineering Construction

Insurers

Fidelity Security Life Insurance Company

Iron Workers Ua Enhanced Part D Rx Prescription Drug Plan

+ Metropolitan Life Insurance Company

United American Insurance Company Retiree Medical

Vision Service Plan Of Illinois

Credit Union Of Texas

Po Box 517028, Dallas TX, 75251
(972)301-1811
Deleonard Fincher

Employees: **278**
Credit Unions

Advisors



+ Lockton Companies, Llc

Insurers



+ Aetna Life Insurance Company

Hm Life Insurance Company

Liberty Life Assurance Company Of Boston

Ogle School Management, Llc

2208 West Park Row Drive, Arlington TX, 76013
(817)804-6710
Jeff Long

Employees: **204**
Beauty Salons

Advisors



+ Higginbotham Insurance Agency Inc +Equity Risk Partners Inc

Insurers



+ Sun Life Assurance Company Of Canada



+ The Guardian Life Insurance Company Of America

Unitedhealthcare Insurance Company

Preferred Imaging Payroll Co., Llc

5601 Granite Parkway, Plano TX, 75024
(972)234-0004
Karen Moore

Employees: **574**
Medical and Diagnostic Laboratories

Insurers

United Of Omaha Life Insurance Company

Unitehealthcare Insurance Company

United States Bowling Congress

621 Six Flags Drive, Arlington TX, 76011-6305
(817)385-8300
Chad Murphy

Employees: **258**

Religious Grantmaking Civic Professional and Similiar Organizations (including condominium and homeowners associations)

Advisors



+ Associated Agencies Inc.

Insurers

Blue Cross And Blue Shield Of Texas, Inc.

Delta Dental Insurance Company

Express Scripts, Inc.

Hartford Life And Accident Insurance Company

Metropolitan Life Insurance

 + Metropolitan Life Insurance Company

Vision Service Plan

Masterpiece Machine & Manufacturing Co.

10245 West Airport Blvd., Stafford TX, 77477
(713)952-3350
Ginger Falgoust

Employees: **87**

Other Computer Related Services

Insurers

Cigna Health & Life Insurance Company

Westlake Management Services, Inc.

2801 Post Oak Blvd, Suite 600, Houston TX, 77056
(713)960-9111
Jesse Stephan

Employees: **2,641**

Basic Chemical Mfg

Insurers

Aetna Behavioral Health, LLC

Hartford Life And Accident

Health And Human Resource Center, Inc.

Vision Service Plan

Aecom Global li, Llc

300 South Grand Ave, Los Angeles CA, 90071
(208)386-5000
Bernie Knobbbe

Employees: **36,625**
Engineering Services

Insurers

Aetna Life Insurance Co.

Cigna Health And Life Insurance Company

Hmsa Blue Cross And Blue Shield Of Hawaii

Kaiser Foundation Health Plan Inc.

Life Insurance Company Of North America

Magellan Behavioral Health

Triple S Salud, Inc.

Vision Service Plan

Demand Media, Inc.

1655 26th Street, Santa Monica CA, 90404
(310)319-6826
Jill Angel

Employees: **1,177**

Advisors



+ Hub International Ins. Svces., Inc. Daniel E. Ellis

Insurers



+ Blue Cross Of California

Continental American Insurance Company

Union Security Insurance Company

Money Mailer, Llc

12131 Western Avenue, Garden Grove CA, 92843
(714)265-8270
Stephen Lee

Employees: **253**
Advertising and Related Services

Insurers

Aflac

+ California Physicians Service

Premier Access Insurance Company

Union Security Insurance Company

Orora North America

6600 Valley View Street, Buena Park CA, 90620
(714)562-6000
Colleen M. Bentley

Employees: **1,749**

Insurers

Ceridian Corporation

Cigna Health And Life Insurance Company

Dentegra Insurance Company

+ Eyemed Vision Care

Kaiser Foundation Health Plan Inc

Life Insurance Company Of North America

Metropolitan Life Insurance Company

Prudential Insurance Company Of America

Bobs Barricades, Inc.

921 Shotgun Road, Sunrise FL, 33326-1983
(954)423-2627
Marvin Davidson

Employees: **114**
Other Support Activities For Road Transportation

Insurers

Blue Cross Blue Shield Of Florida

Cigna Health And Life Insurance Company And Affiliates

Fidelity Security Life Insurance Company

Health Options

Bullet Line, Llc

15959 Nw 15th Avenue, Miami FL, 33169-5607
(305)623-9223
Vivian Sidi

Employees: **528**

Printing and Related Support Activities

Insurers

Anthem Health Plans Of Kentucky, Inc.

Coventry Health And Life

+ Coventry Health Care Of Florida, Inc.

Metropolitan Life Insurance Company

Safeguard Health Plans, Inc., A Florida Corporation

The Lincoln National Life Insurance Company

Frl Automotive, Llc

444 Nw 165th Street Rd, Miami FL, 33169
(305)652-5252
Kim Howarth

Employees: **239**

New Car Dealers

Insurers

Aetna Health, Inc.

Compbenefits

+ The Lincoln National Life Insurance Company

Interval Leisure Group

6262 Sunset Drive, Miami FL, 33143
(305)925-7108
Mary Cheddie

Employees: **5,831**

All Other Traveler Accommodation

Insurers

Aetna

Arag Insurance Company

Cigna Health And Life Insurance Company

Hawaii Dental Service

Hmsa Blue Cross Blue Shield Of Hawaii

Mcs Life Insurance Company

The Lincoln National Life Insurance Company

Vision Service Plan

Acadia Realty Trust

411 Theodore Fremd Avenue, Rye NY, 10580
(914)288-8131
John Gottfried

Employees: **114**

Other Activities Related To Real Estate

Insurers

+ Empire Healthchoice Assurance, Inc

+ Lincoln Life & Annuity Company Of New York

Aguila, Inc.

665 Cauldwell Avenue, Bronx NY, 10455
(718)402-8979
Eddy Alburquerque

Employees: **102**

Individual and Family Services

Insurers

+ First Reliance Standard Life Insurance Company

Oxford Health Insurance, Inc.

The Guardian Life Insurance Company Of America

United Healthcare Insurance Company

American Technical Ceramics Corp

One Norden Lane, Huntington Station NY, 11746
(631)622-4700
Kathleen M Kelly

Employees: **349**

Semiconductor and Other Electronic Component Mfg

Bd Hotels

440 West 57th Street, New York NY, 10019
(212)581-8100
Dzevat John Paljevic

Employees: **906**

Hotels (Except Casino Hotels) And Motels

Advisors

Marion A Macaro Marion Macaro

Insurers

Aetna Life Insurance Co.

Excess Reinsurance

Unitedhealthcare Insurance Company

Coleman Research Group

120 West 45th Street, New York NY, 10036
(646)695-3286
Jeffrey S Geisenheimer

Employees: **251**

All Other Professional, Scientific, And Technical Servic

Advisors

Alliant Insurance Services, Inc. Alliant Insurance Services, Inc.

Insurers

■ + Aetna Life Insurance Company

The Guardian Life Insurance Company Of America

D. E. Shaw & Co., L.P.

1166 Avenue Of The Americas, New York NY, 10036
(212)478-0000
Karen Purtell-Freitas

Employees: 1,086

Other Financial Investment Activities (including portfolio management and investment advice)

Insurers

Cigna Health And Life Insurance Company And Affiliates

+ Cigna Life Insurance Company Of New York

Fidelity Security Life Insurance Company Of New York

National Union Fire Ins. Co. Of Pittsburgh, Pa

Garden City Group, Llc

1985 Marcus Avenue, Lake Success NY, 11042
(631)470-5000
Jennifer Pristera

Employees: 1,038

Other Legal Services

Advisors



+ Mercer Health And Benefits, Llc

Insurers



+ Aetna Life Insurance Co.

Oxford Health Insurance, Inc

Unitedhealthcare Insurance Company

Great Neck Saw Manufacturing, Inc.

165 E. 2nd Street, Mineola NY, 11501
(516)746-5352
Daniel Jacoff

Employees: 399

Cutlery and Handtool Mfg

Insurers

Aetna

Allstate Workplace Division

Emblem Health

Fallon Health

First Reliance Standard

Guardian

Harry N. Abrams, Inc.

115 West 18th Street, New York NY, 10011
(212)229-8852
Thomas E. Moloney

Employees: **161**
Book Publishers

Insurers

Cigna Health And Life Insurance Company

+ Cigna Life Insurance Co. Of New York

Nippon Life Insurance Company Of America

Standard Security Life Insurance Company Of New York

Vision Service Plan

J. M. Huber Corporation

499 Thornall Street, Edison NJ, 08837
(732)549-8600
Ann Anton

Employees: **342**
Other Chemical Product and Preparation Mfg

Insurers

Communitycare Hmo

Delta Dental

Prudential Insurance Company Of America

Vision Service Plan

Sandvik, Inc.

17-02 Nevins Rd, Fair Lawn NJ, 07410-2803
(201)794-5000
Annette Maskal

Employees: **6,402**
Other Miscellaneous Manufacturing

Advisors



+ Mercer Health & Benefits Barry Spitzer & Associates

Insurers

Libert Life Assurance Company Of Boston

Liberty Life Assuracne Of Boston

Liberty Life Assurance Company Of Boston

Vision Service Plan

The Briad Restaurant Group, Llc

78 Okner Parkway, Livingston NJ, 07039-1604
(973)597-6433
Joann Coutts

Employees: 4,857

Insurers

Cigna Health And Life Insurance Company And Affiliates

Eyemed

Life Insurance Company Of North America

The Chapin School Ltd.

Business Office, New York NY, 10028-7403
(212)744-2335
Jay Mathews

Employees: 542
Educational Services (including schools colleges and universities)

Insurers

First Unum Life Insurance Company

Yeshiva University

500 West 185th Street, New York NY, 10033
(718)430-2547
Jane Gonzalez

Employees: 6,887
Educational Services (including schools colleges and universities)

Advisors



+ Locker Saul +Nfp Insurance Services Inc

Insurers

Cigna Health And Life Insurance Company

Empire Healthchoice Assurance, Inc

Genworth Life Insurance Company

John Hancock

Sun Life And Health Insurance Company

Sun Life And Health Insurance Company (U.S.)

Acts Retirement Life Communities, Inc.

P.O. Box 90, West Point PA, 19486

(215)661-8335

Karen Christiansen, Cfo

Employees: 5,278

Nursing and Residential Care Facilities

Insurers

Aetna Life Insurance Co.

Cigna Health And Life Insurance Company

Federal Insurance Company

The Lincoln National Life Insurance Company

Vision Service Plan

Cheetah Chassis Corporation

225 Lincoln Hwy, Fairless Hills PA, 19030-1103

(215)949-4741

Maureen Arnoldy

Employees: 133

Motor Vehicle Body and Trailer Mfg

Insurers

American United Life Insurance Company

Delta Dental Of Pennsylvania

Hill International, Inc.

2005 Market Street, 17th Floor, Philadelphia PA, 19103

(215)309-7700

Catherine H. Emma

Employees: 1,191

Management Scientific and Technical Consulting Services

Insurers

Delta Dental Of Nj, Inc.

Four Ever Life Ins Co.

Hawaii Medical Service Association

Horizon Healthcare Services, Inc.

National Union Fire Insurance Company Of Pittsburgh, Pa

Provident Life And Accident Insurance Company

Unum Life Insurance Company Of America

Vision Benefits Of America

Equinix, Inc.

One Lagoon Drive, 4th Floor, Redwood City CA, 94065
(650)513-7000
Lisa Hazlewood

Employees: **2,182**
Other Computer Related Services

Advisors



+ Abd Ins. And Financial Svcs., Inc.

Insurers

Cigna Healthcare Of California

Compsych Corporation

Federal Insurance Company

Kaiser Foundation Health Plan Inc

Minnesota Life Insurance Company

Reliance Standard Life Insurance Company

G680 Group, Inc. DbA The Grove-Yerba Buena

690 Mission St, San Francisco CA, 94105
(415)404-8865
Barry Maas

Employees: **42**

Good Eggs

901 Rankin Street, San Francisco CA, 94124
(415)483-7344
Melanie Vongdeuane

Employees: **234**
Local Messengers And Local Delivery

Advisors

Abd Ins. And Financial Svces., Inc. Abd Ins. And Financial Svcs., Inc.

Insurers

Kaiser Foundation Health Plan Inc

 + Metropolitan Life Insurance Company

Island Finance Puerto Rico, Inc.

333 Market St, Mac A0109-008, San Francisco CA, 94105
(415)894-2911
Liza M. Silva Esterrich

Employees: **198**
Consumer Lending

Insurers

Multinational Life Insurance Company

Stripe, Inc.

3180 18th Street, San Francisco CA, 94110
(818)919-4750
Ellen Meza

Employees: **296**
Activities Related to Credit Intermediation (including loan brokers)

Insurers

The Guardian Life Insurance Company Of America

Command Security Corporation

512 Herndon Parkway Suite A, Herndon VA, 20170
(703)464-4735
Rich Klein

Employees: **4,973**
Investigation and Security Services

Insurers

Delta Dental Of Virginia

Federal Insurance Company

Hm Life Insurance Company

Kaiser Foundation Health Plan Inc

Kaiser Foundation Health Plan Of The Mid-Atlantic

Kaiser Foundation Health Plan Of The Northwest

Pan-American Life Insurance Company

Transamerica

Finra

1735 K Street, Nw, Washington DC, 20006
(301)590-6500
Tracy Johnson

Employees: **4,896**

Religious Grantmaking Civic Professional and Similiar Organizations (including condominium and homeowners associations)

Insurers

Aetna Life Insurance Co.

Federal Insurance Company

Genworth Life Insurance Company

Guideone Specialty Mutual Insurance Company

Hcc Life Insurance Company

Health Advocate, Inc.

Kaiser Foundation Health Plan Inc

Kaiser Foundation Health Plan Of Colorado

Kaiser Foundation Health Plan Of The Mid-Atlantic

Prudential Insurance Company Of America

Sun Life Assurance Company Of Canada

Graduate Management Admission Council

11921 Freedom Drive, Reston VA, 20190-5670
(703)668-9600
Sherri Sampson

Employees: **182**

Educational Services (including schools colleges and universities)

Insurers

Cigna Health And Life Insurance Company And Affiliates

Metropolitan Life Insurance Company

The Lincoln National Life Insurance Company

Vision Service Plan

Jon Peterson, Janice Algie & James Vecchiarelli Adm Committee

12500 Fair Lakes Circle, 400, Fairfax VA, 22033
(703)227-2000
James J. Vecchiarelli

Employees: **167**
Real Estate Property Managers

Insurers

Hartford Life And Accident

Legal Resources

Vision Service Plan

Metropolitan Regional Information Systems, Inc.

9707 Key West Avenue, Suite 200, Rockville MD, 20850
(301)838-7153
Monica J Goodwyn

Employees: **132**
All Other Professional, Scientific, And Technical Servic

Insurers

+ Delta Dental Of Pennsylvania

+ Ghmsi

United Of Omaha Life Insurance Company

The Hsc Pediatric Center

1731 Bunker Hill Road, Washington DC, 20017
(202)635-6162
Lynne Hostetter

Employees: **932**
Nursing and Residential Care Facilities

Advisors



+ C. T. Hellmuth & Associates, Inc.

Insurers

Aetna Health, Inc.

Business Health Services

Delta Dental Of District Of Columbia

Kaiser Foundation Health Plan Of Midatlantic States Inc.

Life Insurance Company Of North America