

# STRATEGIC HEALTHCARE SOLUTIONS

SUMMIT REINSURANCE  
SERVICES, INC.

## WHO WE ARE

Summit Re is a managing general underwriter (MGU) and reinsurance advisor working with health insurers and managed care organizations to analyze, manage, and transfer risk to protect their financial stability. As consultants and advisors, we also help companies formulate and implement new risk strategies and products to enable them to accomplish their objectives.

## FOUNDING PRINCIPLES

- Practice consistent and fair underwriting, which will produce balance sheet stability for our customers and a profit for our reinsurer.
- Deliver benchmark customer service at efficient expense levels.
- Offer value-added managed care programs to complement those of our customers, particularly in high-cost areas such as organ transplantation, severe trauma, cancer, and complex neonates.
- Provide products and services to assist managed care customers desiring to expand into other fully-insured PPO/point-of-service/out-of-area programs, employer stop loss markets and group ancillary products.

## WHAT WE DO

Summit Re was founded in 1999 when Lincoln National Reinsurance Company exited the medical excess business. While our initial focus was on HMO reinsurance, our business has grown to include employer stop loss and provider excess loss coverage, as well as other risk-mitigating solutions. Our portfolio of products gives us a presence in every market

related to excess-of-loss medical risk and allows us to address the entire catastrophic health insurance market.

On behalf of our reinsurers, Summit Re provides prospecting, pricing and underwriting, proposal and treaty preparation and issuance, and premium and claim administration services. Summit ReSources, our array of managed care programs, provides cost savings to our clients through care management focused on clinical outcomes.

Current customers range from small not-for-profit health plans to large integrated delivery systems, as well as the consumer oriented and operated plans that were formed as a result of the Accountable Care Act. Our business covers all plan types: commercial, Medicare, and Medicaid.

Summit Re is endorsed by the Health Plan Alliance and the Association of Community Affiliated Plans. In addition, we are a supporting member of the Society of Professional Benefit Administrators and the Self-Insurance Association of America, Inc.

Since December 2009, Summit Re has been an independently operated subsidiary of Companion Capital Management, Inc., an affiliate of Companion Life.



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