

# Stop Loss Marketing Overview

## Current Program Terms:

Effective Date:	1/1/25
Stop Loss Carrier / TPA / Network / PBM:	Vista Underwriting / UHC / UHC Choice Plus / CVS
Specific Coverage Provisions:	Med & Rx; 24/12 contract basis; \$300,000 specific deductible; No New Laser; 45% Rate Cap
Aggregate Coverage Provisions:	None
# Employees	1,044

Stop Loss Market / Carrier	Status	Additional Information / Comments
HM Insurance	Quoted	Uncompetitive at +82%. Carrier was not asked to firm.
QBE	Declined	Uncompetitive Rates
Sun Life Financial	Declined	Uncompetitive Rates
SWISS RE	Declined	Underwriting Guidelines/Under Lives
SYMETRA	Declined	Uncompetitive Rates
TMHCC	Quoted	Firm - uncompetitive at +43% to current.
Vista Underwriting	Quoted - Illustrative	<b>FIRM - negotiated renewal - recommended.</b>
Voya	Declined	Uncompetitive Rates

# Specific Stop Loss Market Summary

	Current	Renewal Illustrative	Negotiated Renewal Firm through 10/4/24
	Vista Underwriting	Vista Underwriting	Vista Underwriting
Benefits Included	Med & Rx	Med & Rx	Med & Rx
Contract Basis	24/12	24/12	PAID (i.e. 36/12)
Deductible	\$300,000	\$300,000	\$300,000
Aggregating Specific	N/A	N/A	N/A
Annual Specific Premium	\$875,227	\$1,072,737	\$980,214
Change from Current (\$)	N/A	\$197,511	\$104,987
Change from Current (%)	N/A	22.6%	12.0%
Commission	0.0%	0.0%	0.0%
Laser #1	\$375,000	\$375,000	\$375,000

Notes:  
Assumes 1,044 employees. Any fluctuation in actual enrollment will impact total projection costs.  
Marketing results exclude non-stop loss premium plan administration expenses such as TPA carveout fees and offsets/rx rebates.  
Any potential savings from experience refund rider are excluded (if applicable).  
Rates and factors are subject to qualifications, contingencies & plan document assumptions - see carrier quotes for full details.  
Lasers are listed independently of each other based on each market's quote. As a result, numbered lasers will not always represent the same member.

	2023 January - December	2024 January - December	2025 January - December
2024 Policy	24 / 12	Incurring Time Period Paid Time Period	
2025 Policy	PAID, or 36/12	Incurring Time Period Paid Time Period	
		Incurring: Date services are rendered Paid: Date the payment for "services rendered" is issued	



# Specific Stop Loss – Additional Details

City of Racine - STOP LOSS & TOTAL COST SUMMARY

Proposed Effective Date: 01-01-2025

## STOP LOSS

*Illustrative*

*Firm through 10/4/24*

	Current	Renewal	Negotiated Renewal
<b>Stop Loss Market / Carrier</b>	<b>Vista Underwriting</b>	<b>Vista Underwriting</b>	<b>Vista Underwriting</b>
<b>TPA / Claims Administrator</b>	UHC	UHC	UHC
<b>PPO Network</b>	UHC Choice Plus	UHC Choice Plus	UHC Choice Plus
<b>Rx Benefit Manager</b>	CVS	CVS	CVS

Specific	Current	Renewal	Negotiated Renewal
Benefits Included	Medical, Rx Card	Medical, Rx Card	Medical, Rx Card
Deductible	\$300,000	\$300,000	\$300,000
Aggregating Specific	-	-	-
Contract Basis	24/12	24/12	PAID: 36/12
Run-In/Out Limit	None	None	None
Maximum Coverage Limit	Unlimited	Unlimited	Unlimited
Terminal Liability Provision	Not Included	Not Included	Not Included
No New Laser provision included	Yes	Yes	Yes
Renewal Rate Cap included	Yes, 45.00%	Yes, 45.00%	Yes, 45.00%
Plan Mirroring Coordination	Included	Included	Included
Simultaneous (Advance) Reimbursement	Included	Included	Included
Experience Rated Refund Provision included	No	No	No

