



# Premier Insurance Management Services Portfolio Overview and Resources

Updated September 2017

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## Overview of Premier Insurance Management Services, Inc. (PIMS)

Premier Insurance Management Services (PIMS) is a trusted independent advisor focused on reducing the cost of risk through the power of collaboration and the Premier alliance. PIMS is a licensed broker/agent for property and casualty, employee benefits, and provides captive insurance company management services.

For more than 25 years, PIMS has provided innovative insurance solutions and customized products and services to Premier members. We have a proven track record of achieving financial savings and loss reduction through collaborative best practice sharing, benchmarking and data-driven analytics. In addition, we manage a large risk retention group providing professional liability coverage to non-profit health systems and have returned 33% of premiums written back to the members since inception in 1990.

### ➔ Our mission

Our work in the areas of cost, quality and efficiency provides value to Premier members through program discounts and coverage enhancements, benchmarking best practices and sharing data-driven risk management solutions, and by providing actionable tools and resources to improve outcomes and improve risk profiles.

### ➔ Our vision

Our people are dedicated to making healthcare better and more affordable for healthcare providers and their patients. We are passionate about what we do, show the utmost integrity in our work and seek out innovative ideas.

### ➔ How do we do it?

By connecting our people, our data and industry experts with healthcare organizations across the country, PIMS' team of highly experienced professionals have expertise in risk financing, claims management, patient safety, loss prevention, clinical quality and risk management.

Incorporated in 1987, PIMS is an Illinois for-profit corporation and subsidiary of Premier. PIMS also provides contracted management services for American Excess Insurance Exchange, Risk Retention Group (AEIX).



**PREMIER INSURANCE**  
MANAGEMENT SERVICES, INC.

## Property & Casualty



### Programs available

Programs are available to acute care members and their affiliates.

- Breach Response (cyber liability)
- Directors & Officers Liability
- Excess Workers' Compensation
- Fidelity & Fiduciary Liability
- Hospital Professional Liability
- Physician Professional Liability
- Property
  - Auto
  - Environmental Site Liability

### Key value and terms

Exclusive discounts and enhanced coverages designed to provide cost savings and corporate risk management.

- ➔ Premier member discounts
  - 5% percent risk management premium credit for **Directors & Officers Liability** and **Fiduciary Liability\***
  - Up to 5 percent return of premium (no claims bonus) for **Breach Response** (cyber)
  - Up to 20 percent of premium is eligible for profit sharing distribution for **Excess Workers' Compensation**
  - 5% percent underwriting rate credit and 10% percent risk engineering credit for property coverage with **Zurich**
  - Appraisal subsidy for property coverage with **Chubb**

\*Allied World only

Endorsed Insurance Carriers		
Carrier	Name	Product
	<b>*Allied World</b>	Directors & Officers, Fidelity & Fiduciary, Property
	<b>Beazley</b>	Breach Reponse (cyber), Directors & Officers, Fidelity & Fiduciary
	<b>Chubb</b>	Property
	<b>Safety National</b>	Excess Workers' Compensation
	<b>Zurich</b>	Property



## Premier Insurance Management Services (PIMS)

### ➔ Breach Response Coverage

Network security and data privacy liability coverage provided by Beazley. The Beazley Breach Response Policy is a complete privacy breach response management and information security insurance solution that includes forensic and legal assistance, notification of up to 5 million affected individuals and optional three-bureau credit monitoring services or identity monitoring services for notified individuals. It also includes loss prevention services and identity theft-related fraud resolution services. Premier members can receive up to 5 percent return of premium if no loss is incurred during a policy period.

### ➔ Directors & Officers/Employment Practices Liability

Exceptional coverage for hospitals through two top commercial carriers, Beazley and Allied World. Both offer exclusive coverage enhancements depending on your coverage needs.

### ➔ Excess Workers' Compensation

A combination of exclusive coverage enhancements, profit sharing up to 20 percent of premium, and comprehensive risk management services through Safety National.

### ➔ Fidelity & Fiduciary Liability

Protecting your group retirement and investments against losses incurred as a result of alleged errors, omissions or breach of fiduciary responsibility. PIMS' endorsed carriers, Beazley and Allied World, also provide complimentary risk control tools and resources. Allied World provides a five percent premium risk management credit on fiduciary liability.

### ➔ Property Insurance

Broad all-risk coverage with enhanced benefits such as mobile devices, superior loss control services and up to \$1.5 billion in limit capacity. Premier members benefit from risk engineering discount, appraisal subsidy and the strong financial stability of Chubb and Zurich. Their expertise and knowledge of the healthcare sector provide unparalleled loss prevention and claims services.

## Owner Controlled Insurance Program (OCIP)

- Save one to three percent of construction value (CV) by taking control of construction project insurance costs. An OCIP, often called wrap-up insurance, is a comprehensive insurance policy covering you, your contractors, and all other parties involved for workers' compensation, general liability and other building-related insurance. Generally most effective when total CV exceeds \$150M, this insurance provides significant cost savings over traditional insurance purchased by each contractor or subcontractor.

## Premier Insurance Management Services (PIMS)

### Owner Controlled Insurance Program (OCIP)

You have direct control over a single, comprehensive policy instead of numerous insurers. Additional advantages are uniform coverage, high limits and improved loss control, thus reducing potential losses.

### Rolling Owner Controlled Insurance Program (ROCIP)

- Multiple building projects that span several years can also be managed under the program. The ROCIP is ideal for capital improvement projects with a total CV of \$200M or more. ROCIPs provide the same advantages and potential savings as OCIPs. With adequate coverage in place, you can focus on critical safety initiatives, loss control programs and project management.

### ➔ Environmental Site Liability Insurance

Coverage that specifically addresses business interruption expenses and liability for exposures arising from known or unknown pollution incidents.

### ➔ Automobile Liability (patient and non-patient transport)

Coverage for bodily injury, liability and damages.

### How to access endorsed insurance programs and services

Connect your insurance broker or consultant with us to receive special terms and conditions, pricing discounts and profit sharing opportunities on select programs.



[insurance@premierinc.com](mailto:insurance@premierinc.com)



877.777.1552

Morehead City, NC hospital realizes significant savings, increased limits on property and business interruption coverage.

[Read more here](#)

Bethlehem, PA hospital identifies significant opportunities to proactively address issues through fire-smoke barrier audit.

[Read more here](#)

## Claims, Clinical Risk and Captive Management Services



### Services available

Collaborate with advocates who understand hospital model complexities and critical drivers of profitability. Your success is achieved through our client-centered approach to optimizing efficiency and effectiveness.

- Claims management, process design, audits and benchmarking.
- Clinical risk management services to improve quality and patient safety while reducing risk through claims analysis, risk reduction strategies, on site assessments and benchmarking.
- Captive management services including regulatory compliance, statutory reporting, financial accounting, governance and quality improvement.

### Key features

Our staff of attorneys, claims professionals and clinical risk management consultants have advanced degrees, professional designations, and are experienced in the healthcare setting.

- Full outsourcing capabilities to manage your captive.
- Management of hospital captive insurance companies in the areas of accounting, underwriting, claims management, risk management, governance and regulatory compliance services.
- Expertise in patient safety collaborative design, implementation, and management.
- Analyze and benchmark how the quality, risk management and patient safety programs collaborate across the healthcare system, and within particular facilities from the system.
- Comprehensive on-site risk assessments for multiple specialties, including Perinatal, Physician Office, Emergency Department, and Surgical Services.
- Design and construction of internal professional and general liability claims management processes for the system or its captive.
- Hands-on management of the system's professional and general liability claims as a third party administrator.
- Comprehensive audits of claims processes and outcomes using a scoring methodology allowing the results to be benchmarked against other hospital systems.
- Analysis of claim and risk metrics allowing comparison to similar hospitals.



### ➔ Captive Management Services

Achieve strategic goals with powerful resources and expertise in regulatory compliance, financial accounting, underwriting, governance, claims management and quality improvement. Lower your cost of risk and tackle the issues healthcare organizations face with a team of claims managers, attorneys and clinicians who understand healthcare's changing landscape.

### ➔ Claim Management Services

Optimize, manage or build effective claim management processes to effectively and efficiently manage claims, reserve exposures, and avoid unexpected results. Using an objective scoring methodology, we will measure your capability and compare them to industry best practices, identifying opportunities and metrics to help you evaluate effectiveness.

### ➔ Risk Management Services

Improve quality, patient safety and reduce risk with our client-centered risk management consulting services. Our experienced clinical consultants understand the hospital model both financially and operationally. On-site assessments, assistance with self-assessments, educational webinars, benchmarking, and claims analysis with follow-up risk reduction strategies, will help you reach your risk management goals and objectives.

### How to access consulting services

Reach strategic goals through risk reduction, improved clinical outcomes, open collaboration and knowledge sharing. PIMS' consulting services are designed to foster improved communication across your health facility.



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## Employee Benefits



### Programs

Programs are offered on a group or voluntary basis.

- Stop loss
- Benefits technology
- Dependent eligibility
- Life insurance
- Long term disability
- Short term disability
- Voluntary products
  - Accident
  - Business travel accident
  - Cancer
  - Critical illness
  - Dental
  - Enrollment technology
  - Group personal excess liability
  - Home/auto
  - Identity theft protection
  - Legal
  - TPA services
  - Vision

Endorsed Insurance Carriers (not an all inclusive list)	
Carrier	Name
	<b>Chubb</b>
	<b>Cigna</b>
	<b>Cyberscout</b>
	<b>Guard Well</b>
	<b>MetLife</b>
	<b>Prudential</b>
	<b>Hodges Mace</b>

### Services

Control costs of life, disability, dental and vision plans with financial transparency. Utilize the state-of-the-art analysis of your plan data or innovative benefits technology and communication, the goal is identification of areas for cost savings opportunities and coverage improvement

Key benefits include:

- Complimentary financial analysis of ancillary plans, no obligation or burden to you
- Savings identified average of 12% with full disclosure of all premium costs
- Financial analysis offered exclusively to facilities with 2,000 or more FTEs
- Discounted rates and services for facilities with 500 to 2,000 FTEs
- Benefits enrollment, education and communication



## Premier Insurance Management Services (PIMS)

### ➔ Financial Analysis of Employee Benefit Plans

*For organizations with over 2,000 full time employees:* We provide a complimentary in-depth financial analysis through a proprietary model to help organizations identify opportunities for savings, improve plan design, and enhance performance guarantees in your insurance plans. The analysis includes life, disability, dental and vision plans, and provides customers with a full transparent understanding of all costs.

### ➔ Exclusive Discounts on Life, Disability and Other Benefit Products

*For organizations with 500 – 2,000 full time employees:* Programs with highly rated, national insurance carriers provide exclusive discounts, extended rate guarantees and enhanced services for employer paid life, accident, disability, dental and vision insurance.

### ➔ Benefits Technology

Industry-leading service and technology to simplify benefits administration, management, communication and enrollment to simplify benefits for all stakeholders through proven solutions, best practices and precise tactics.

### ➔ Group Personal Excess Liability

Personal liability coverage for key personnel, managers and employees who want to ensure their personal assets are protected in the event of a lawsuit. Significant group discount, payroll deduction, and portability from a highly rated, national insurance carrier.

### ➔ Identity Theft Protection - Restoration, Resolution & Recovery

Comprehensive identity theft protection for employees and their families with exclusive discounted pricing that includes full resolution for employees and family members. Experienced professionals – not your employees – deal with the most frustrating and labor intensive part of identity theft.

**Now available through payroll deduction!** Built with the protection of personal health information for your employees and their dependents in mind, there are no files for you to transfer or information for you to gather.

### ➔ Voluntary Benefits

Enhance your overall employee benefits package with voluntary products such as dental, vision, auto, home, and legal. Benefits communication and enrollment solutions are matched to employer needs.

## ➔ Stop Loss

Protect your organization from unexpected and catastrophic claims if you self fund your health insurance. Bearing the risk provides cost savings, control of reserves and flexibility. It also comes with unanticipated and catastrophic claims which quickly affect capital and cash flow. Safeguard your organization with medical stop loss coverage and limit your financial risk.

### How to access endorsed insurance programs and services

Learn how our endorsed insurance programs have provided significant cost savings to hospitals and healthcare systems.



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877.777.1552

PIMS helps medical center save over \$640,000 on ancillary benefits.

[Read more here](#)

Akron, OH healthcare system saves more than \$1.1 million on life and disability benefits.

[Read more here](#)



*Premier Insurance Management Services, Inc., a subsidiary of Premier, does business as Premier IMS Insurance Services in California, Premier Insurance Management Services of Illinois in New Hampshire, and Premier I.M.S. Insurance Agency in Oklahoma and New York.*

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