

PRESS RELEASE
For Immediate Release

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Northshore International Insurance Services, Inc., Completes Successful 25th Annual Medical Excess Claims Conference

Danvers, Massachusetts – for two and one-half days, May 7-9, 2014, more than 100 industry professionals interested in the management of medical excess claims gathered at the historic Hawthorne Hotel in Salem, Massachusetts for the 25th Annual Northshore International Insurance Services, Inc., [“NiiS”] Medical Excess Claim Conference. Conference attendees represented industry leading healthcare insurers, reinsurers, managing general underwriters having both a wide range of claims, legal and medical expertise. Session topics spanned a range of cost containment, actuarial, medical technique, and current claims trends by various industry experts and Northshore staff.

One presenter, Matt Davis, President & CEO of Green Light Cost Management commented *“Troy and I both admired the environment NiiS has created, one where thought leaders of competing companies are comfortable enough sharing strategies and incubating new ideas. It was very refreshing to witness and is a wonderful example of how industry players can be aligned for the benefit of the entire industry.”*

Edward Day, CEO of HSTechnology and a participant in a panel discussion on Referenced Based Pricing commented, *“It was an honor to celebrate your silver anniversary as it is a testament to the value that you deliver to your clients and trading partners. The conference was a resounding success a winning team based on a nurturing corporate culture; content that was relevant, timely and actionable; and an event well planned and precisely executed.”*

In developing the program content for the Northshore Medical Excess Claims Conference, Stephen V. Murphy, NiiS’ Chief Operating Officer comments *“our goal is to provide a variety of relevant current industry topics to generate dynamic discussion among our attendees. Much of the content is generated from discussions with our clients and colleagues to find those issues which are the most impactful to how they conduct their business”*.

As always, the conference concluded with an industry Roundtable moderated by NiiS CEO, David W. Ives allowed participants for three hours to share perspectives, ideas and strategies on a wide range of industry topics including claim trends, eligibility, plan design changes, impact of

healthcare reform, TPA market practices and expectations of Plan Sponsors and Medical Providers. Other guest speakers and panelists included:

- Jerry Magone, M.D., President, TMB Consulting, LLC
- Jennifer Hill, Preliminary Claims Manager, HCC Life Insurance Company
- Joseph Zerega, President, Preferred Network Access, Inc.
- Jack London, D.D., President/CEO, London Medical Management, Inc.
- Alison, Saifer, FSA, MAAA, President, Actuarial Management Strategies, LLC.

Perhaps the spirit of the conference is best captured by one attendee, who wrote *“Thank you! I have made some great friends in the industry because of this event. Always informative and very well developed.”*

Northshore’s 26th Annual Claims Conference will be held May 6-8, 2015 in Salem, Massachusetts. This is an invitation only event. If you are interested in attending or presenting at next year’s conference, you may contact Steve Murphy (smurphy@niis.com).

About Northshore International Insurance Services, Inc.

NiiS serves the self-funded and stop loss community by providing Excess Claims Management and effective audits of Medical Stop Loss, Workers’ Compensation, and General Liability; comprehensive reviews of Managing General Underwriters (MGUs) and Lloyd’s coverholders; Managed Care claim solutions; and Subrogation recovery services through its subsidiary, International Subrogation Management. Contact **David Ives, CEO** or **Stephen Murphy, COO** at 978.745.6655, or at dives@niis.com or smurphy@niis.com. Please also visit our web site at www.niis.com .