

Summary of Underwriting Guidelines*
4.1.21

- **Minimum Group Size:** 150 covered employee lives (down to 50 employees with Chief Underwriting Officer's approval)
 - For under 150 employees must be currently self-funded and;
 - Must provide 3 years of paid claims experience
 - \$50,000 Min. Spec and \$100,000 Min. Spec premium remains in force
- **Participation Requirement:** 75% of total eligible employees for groups 100 + lives/85% of total eligible employees for groups 51-99 lives
- **Retirees:** Stop Loss Policy/Treaty will always be secondary for retirees over age 65
 - Under age 65 (early retirees): 10% limit of total covered enrollment
 - Age 65 +: Medicare Primary; No limitations
- **Standard Commission:** Net to 10%
- **Timing of Release of Proposals**
 - *Illustrative Only Proposals* can be released no sooner than 4 months prior to the requested effective date and require paid claims report through the 8th month of the current contract period.
 - *Firm and Final Proposals* require 10 completed months of experience in the current contract period and a full Medical Review by nurse's review team.
- **Specific Deductible**
 - Minimum Specific Deductible of \$50,000 is available
 - Maximum Specific Deductible is unlimited, *however* when Aggregate coverage is being offered as well the Specific should be between 2.5% to maximum of 10% of the estimate annual aggregate attachment point.
- **Aggregate**
 - Maximum Benefit available is \$1,000,000
 - Aggregate Only coverage is **unavailable**.
 - 125% Margin
 - Minimum Attachment Point will be 100% of the Estimated Annualized Attachment Point
- **Contracts Available**
 - 12/12
 - 12/15
 - 12/18 and 12/24 – Available only to *currently self-funded* groups which are on these contracts currently. Must provide paid claims which show the run-out for each prior contract period
 - 15/12 - Available only to currently self-funded group currently on a 12/12 or run-in contract.
 - 24/12 -Available on Kismet renewals on 12/12 and run-in contracts.
 - Available on New Business only if:
 - ✓ TPA is incumbent
 - ✓ Currently have a Run-In contract
 - ✓ Aggregate run-in limit will apply
 - Paid –Available only on KRMA renewals on 12/12 and run-in contracts
- **Optional Coverage**
 - **Aggregating Specific Corridor** - Minimum of \$100,000 Gross Annual Specific Premium *after* the AS split.
 - **Monthly Aggregate Accommodation** – Available to group with 250 or less employee lives. Must be elected at the initial effective date and renewed continuously thereafter for the option to remain available on renewal
 - **Specific Advance** – Automatically included in TPA-administered proposal
 - **Terminal Liability**- Available to groups with 250 employees or less on 12/12 contract only
- **Referenced-Based Pricing available with the following required information:**
 - Percent of Medicare/ Tiers, if applicable (Ex: Facility/Professional/Labs)
 - Who will be the pricing vendors?
 - How will they be paid: PEPM or % of savings
 - Wrap around PPO Network, if applicable
- **Ineligible (not inclusive list)**
 - No ER-EE relationship
 - More than 50% HMO Penetration
 - No Prior Coverage
 - MEWA
 - Association
 - Self-Administrated
 - ASO Administrated (BUCA)