

Introducing Stop Loss Edge

Self-funding and rewards in one innovative program



New Stop Loss Edge is an innovative way to take advantage of self-funded health plan coverage, offering a pooled approach to renewals and rewards. Designed for mid-market plan sponsors, Stop Loss Edge offers opportunities for long-term stability and access to rewards for profitability of both group and pool results.



Two opportunities for rewards

Program-level Rewards

Up to 5%
of premiums refunded

if full program runs below 70% loss ratio*

Group-level Rewards

Up to an
additional 5%
of premiums refunded

to individual groups that run below 70% loss ratio**

Program Highlights

- Available only through select brokers and TPAs
- Fully insured conversions (Individual Excess Risk deductibles \$50k and higher)
- Existing self-funded groups with lower deductibles may be considered, down to \$25k
- 100 - 500 lives enrolled employees (150 minimum in NY, CA, CO, CT, and VT)
- Can accept business on any effective date, using short or long contracts to allow groups to transition to pooled renewal dates of 1/1, 4/1, 7/1, or 10/1 (10/1 and 1/1 renewals are pooled for rewards; 4/1 and 7/1 renewals are pooled for rewards)
- Contract basis and features
 - Gapless Renewals standard on runout contracts that renew on a 12/15 or 12/18 contract basis
 - Terminal Liability Option standard on 12/12 and other immature contracts and available on 24/12 and other paid contracts
 - Monthly AER Reimbursement available (with approved TPAs)
 - No new laser renewals with rate cap standard

ReliaStar Life Insurance Company (Minneapolis, MN) and
ReliaStar Life Insurance Company of New York (Woodbury, NY),
members of the Voya® family of companies

Program Goals and Qualifications

- TPA “First” Administration – flexible options including national and regional TPAs
- RBP, PPO network, hybrid/dual-option, and alternative pricing/benefit compatibility (i.e., direct contract and primary care)
- Credit for specialty drug enhancement and transparent/pass-through PBM pricing models
- Enhanced underwriting capabilities enabling more insights prior to initial quote decisions and firm offers 90 days prior to the effective date
- Stop Loss Edge Proposal Request Form provides information and documentation requirements

Program Advantages

- Small and mid-market employers inherently experience greater volatility due their size. Pooling a portion of their risk helps smooth out this volatility.
- Many self-funded employers will experience a challenging plan year at some point. Pooled programs paired with common-sense features like a rate cap and no new laser guarantee allow employers to confidently continue to self-fund their health plans when they otherwise may need to consider difficult decisions such as the potential of returning to a fully insured plan.
- All upside, no downside financial rewards. Fully insured plans do not provide premium refunds, and most pooled programs (e.g., Medical Stop Loss Captives) require additional upfront funding (collateral obligations and/or share purchases) that can be lost based on program performance.
- You can self-fund with confidence knowing that Stop Loss Edge has set certain criteria for employers that wish to join the pool. We will work with program participants to maintain minimum standards of “best practices” available to self-funded health plans.
- Stop Loss Edge allows an employer to join on the effective date of their choice, then has four pooled renewal dates (1/1, 4/1, 7/1, and 10/1) to facilitate the benefits of pooling and expedite the potential financial rewards.



If you're ready to help your clients make the move to self-funding with confidence, talk to your Voya representative today.

With Stop Loss Edge, our financial strength, industry-leading claims processes, and contract features will be accessible to more self-funded health plan sponsors than ever before.

* 25% of profit below 70% net loss ratio, renewal required

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Excess Risk Insurance is issued by ReliaStar Life Insurance Company (Minneapolis, MN) and ReliaStar Life Insurance Company of New York (Woodbury, NY). Within the State of New York, only ReliaStar Life Insurance Company of New York is admitted, and its products issued. Both are members of the Voya® family of companies. Policy Form #RL-SL-POL-2013; in New York Policy Form #RL-SL-POL-2013-NY. Form numbers, availability and specific provisions may vary by state.

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