

PROPOSAL TO PROVIDE

Actuarial Rate Review of Property and Casualty Filings

WEST VIRGINIA OFFICES OF THE INSURANCE COMMISSIONER

MERLINOS actuaries
consultants

06/10/14 09:42:40AM
West Virginia Purchasing Division



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
INS14020

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
EVELYN MELTON 304-558-7023

*522154756 678-684-4871

MERLINOS & ASSOCIATES INC
 3274-B MEDLOCK BRIDGE RD

NORCROSS GA 30092

INSURANCE COMMISSION

1124 SMITH STREET
 CHARLESTON, WV

25305-0540 304-558-3707

PROPERTY

SHIP TO

DATE PRINTED
05/07/2014

BID OPENING DATE: 06/12/2014

BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	HR		946-12		
THE WEST VIRGINIA PURCHASING DIVISION IS SOLICITING BIDS ON BEHALF OF THE AGENCY, THE WEST VIRGINIA OFFICES OF THE INSURANCE COMMISSIONER (OIC) TO ESTABLISH AN OPEN-END CONTRACT FOR ACTUARIAL RATE REVIEW OF PROPERTY AND CASUALTY RELATED PRODUCT FILINGS AND CONSULTING SERVICES PER THE ATTACHED SPECIFICATIONS AND INSTRUCTIONS TO BIDDERS.						
ACTUARIAL SERVICES						
***** THIS IS THE END OF RFQ INS14020 ***** TOTAL:						

SIGNATURE <i>R. M. G. W.</i>	TELEPHONE	DATE
TITLE	FEN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

June 6, 2014

Ms. Evelyn Melton
State of West Virginia
Department of Administration, Purchasing Division
2019 Washington Street, East
Charleston, WV 25305

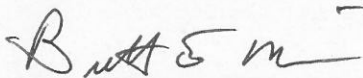
RE: Actuarial Rate Review Services, INS14020

Dear Ms. Melton:

It is a pleasure to provide the State of West Virginia Purchasing Division, on behalf of the Offices of the West Virginia Offices of the Insurance Commissioner (OIC), this proposal to provide Actuarial Rate Reviews of Rate Filing Reviews. Merlinos & Associates is currently providing these services to the OIC, and we look forward to continuing our relationship.

We are happy to provide any additional information and answer any questions you may have. My direct line is 678-684-4864 and my e-mail address is bmiller@merlinosinc.com.

Sincerely,



Brett Miller, FCAS, MAAA, ARM
Consulting Actuary

UNDERSTANDING

It is our understanding that the OIC is seeking to engage a firm to provide actuarial rate reviews of property and casualty related product filings and consulting services. These property and casualty product filings include, but are not limited to, marine, surety, homeowners, liability, medical malpractice, workers' compensation, product liability, personal auto, commercial auto, credit and title insurance. Further, we understand that the OIC may request the actuarial firm to provide other management consulting services, such as:

- Appearances before legislative and executive bodies, or others, to respond to questions or give reports.
- Testimony at rate hearings.
- Preparation of related written reports.
- Other consulting services and special reviews/analysis of property and casualty products.

As noted earlier, we are currently providing these services to the West Virginia OIC. On the pages to follow, we have outlined our qualifications to continue providing these services.

ABOUT OUR FIRM

Who We Are -- Merlinos & Associates is a property, casualty, health, and disability actuarial consulting firm serving clients in the U.S. and internationally. With 39 actuarial professionals -- including 22 credentialed actuaries all located in our metropolitan Atlanta headquarters -- we are the second largest independent property and casualty actuarial firm in the United States.

Our firm is a continually growing team of actuarial and insurance professionals with a wide range of practice areas and significant depth of experience and expertise. In addition to actuarial designations, professionals in our firm include personnel with Chartered Property Casualty Underwriter (CPCU), Associate in Risk Management (ARM), Chartered Financial Analyst (CFA), and Associate in Loss Control Management (ALCM) designations. M&A is headquartered in Peachtree Corners, Georgia, with satellite offices in Indianapolis and Raleigh. Our founder, Matt Merlino, began consulting independently in 1988.

What We Do -- We deliver traditional actuarial services to a wide range of domestic and international clients, including primary insurers, reinsurers, municipalities, state insurance departments, law firms, examination firms, audit firms, agencies, self-insured entities and groups, captives, and risk retention groups. We handle virtually all lines of property, casualty, health, and disability insurance. The breadth and depth of our experience consulting to insurers, regulators, and various types of self-insureds sets us apart from our competition. Roughly one-third of our work is related to each of these three broad segments of our client base.

QUALIFICATIONS

Credentialed Actuaries -- Merlinos has 22 credentialed actuaries on our staff of 39 professionals. All 22 are Members of the American Academy of Actuaries, and 14 of those are Fellows of the Casualty Actuarial Society (FCAS). For this engagement with the OIC, our lead actuary and contract manager will be **Brett Miller, FCAS, MAAA, ARM**.

Mr. Miller will build a project team of actuaries and analysts based on expertise and workload. Below we have listed the professionals that will comprise the core project team.

<i>STAFF MEMBER</i>	<i>PROJECT ROLE</i>
Brett Miller, FCAS, MAAA, ARM	Lead actuary, contract manager
Dave Shepherd, FCAS, MAAA	Project guidance, peer review
Karen Jordan, FCAS, MAAA	Peer review, actuarial analysis
Jeremy Hoch, ACAS, MAAA	Actuarial analysis
Gwen Portis	Actuarial analysis

*** Biographies are included as Appendix A ***

Property & Casualty Experience -- Our core actuarial work is focused on delivering property and casualty reserving and pricing consulting services to insurance companies and self-insured entities. Concurrent with that, we provide P&C financial examination assistance and rate filing reviews to numerous state regulatory agencies and departments.

REGULATORY P&C EXPERIENCE

We have performed a variety of actuarial consulting services for over 30 regulatory agencies in more than half of the States, and we consistently work with 10 or more state insurance departments each year.

- The bulk of our relationship with these entities has been focused on rate filing reviews and financial examinations.
- Our extensive regulatory experience gives us a thorough understanding of the property and casualty needs of state insurance departments and other regulatory agencies.
- We are also well-versed in the statutory requirements of working with regulatory agencies as a result of involvement in this sector.

QUALIFICATIONS (continued)

Property & Casualty Experience -- (continued)

REGULATORY P&C EXPERIENCE (continued)

Our regulatory work has often involved special studies of insurance issues. We have considerable experience providing input on, and ascertaining the probable impact of, legislation and policy changes pertaining to state markets. Some examples include:

- Retained to help address availability crises and opining on the feasibility of establishing state insurance mechanisms.
- Assistance on proposed regulation related to the use of credit reports in personal lines underwriting and rating.
- Assistance with the design of an assigned risk plan and with the servicing carrier bidding process.
- Drafting of Regulations and Bulletins for two states related to credit property and creditor placed insurance products.
- Quantification of the revenue and other effects of a proposed state legislation including changes to the Premium Tax Statutes and Mandatory Auto Insurance Law.
- Reviewing the effect of second injury fund law changes on rates and loss costs.

WEST VIRGINIA REGULATORY P&C EXPERIENCE

In addition to our current role reviewing P&C rate filings for the OIC, we have prior experience providing actuarial consulting to the State. Most notably, we have worked with the OIC and the Governor's office to ensure the creation of a new medical malpractice program as well as developing rates and the rating plan for that program.

ASOP # 8 Understanding -- Actuarial Standard of Practice No. 8 applies to Regulatory Filings for Health Plan Entities. The ASOP is intended to provide guidance to actuaries "when performing professional services with respect to preparing or reviewing required regulatory filings for health plan entities and health benefit plans provided by health plan entities."

While our business has historically been focused on P&C insurance, we have frequently been involved with health-related projects. Recently, we have expanded our health consulting practice, and we are familiar with ASOP #8 and how to apply it.

QUALIFICATIONS (continued)

ASOP # 8 Understanding -- (continued)

Some highlights of our health rate-related work include:

- In 2013 we reviewed eight (8) health rate filings for the State of Minnesota. Our analysis focused on individual and small group health insurance products that will be sold on the Minnesota MNSure health insurance exchange.
- We are currently reviewing long term care (LTC) rate filings for the State of Georgia. Our current assignment is related to recent rate filings made by a very large insurance carrier in the LTC market.
- Our HMO examinations involve reviewing health plan rate filings.
- As part of the risk-focused exam process, we consider pricing as an identified risk.
- Michael Berman, our health practice leader, has significant work experience with health carriers where the preparation of rate filing was one of his responsibilities. Mr. Berman has prepared rate filings the states of New Jersey, Pennsylvania, and West Virginia.
- As part of our core actuarial work, we have extensive experience preparing rate filings for health insurance carriers.

Rate Review Experience -- As noted, we are currently reviewing rate filings for the OIC. Beyond the OIC, in recent years we have reviewed over 1,000 P&C rate filings, independently documenting each in a review letter or in a condensed report. These filings have spanned virtually all lines of insurance. Our P&C rate filing reviews address all material aspects of insurance pricing, including:

- GLM-developed tiering models, other rating structures
 - Use of credit scoring for rates
 - Class plans
 - Multi-policy discounts
 - Profit & contingency loads
 - Catastrophe loads
 - Provisions for the net cost of reinsurance
 - We review every P&C rate filing that is received by a particular state insurance department, giving us exposure to every property and casualty line of business that is written in that state.
 - Two state department of insurance have invited us to present training sessions for their P&C rate analysts in order to help them to review more filings on their own.
- Trend (exposure & loss)
 - Expense provisions
 - Investment income
 - Loss costs
 - Impact of policy/law changes
 - Experience & schedule rating plans
 - Public policy issues

METHODOLOGY

M&A will provide a complete and thorough actuarial review of the assigned rate filings to determine whether filings are in compliance with West Virginia regulations and accepted actuarial principles, and to determine whether the proposed rates are excessive, inadequate, or unfairly discriminatory. Our review methodology includes:

REVIEW

Our approach is to review the supporting documentation provided with the filing and to identify and assess the methods, assumptions, and selections incorporated in the support.

- Examples of such items might be the method to develop ultimate incurred losses, medical trend assumptions, age-sex rating factors, and the assumptions for expenses and profit provisions, etc.

COMMUNICATION

We communicate results (both orally and in writing) with all of our clients. Our consultants are well-versed in communicating with the filing entities as well as with the regulatory entities. Our proposed approach is to review a filing promptly, yet thoroughly, in order to identify any aspects of the filing for which we have questions. We will then communicate our questions with the filer, keeping the OIC apprised of any correspondence, and discuss with the State any questions regarding our correspondence. We will continue to communicate, in a timely fashion, with both the filer and State until all outstanding issues are resolved and our recommendations can be made.

ALTERNATIVE RATE INDICATIONS

Our actuaries can provide alternative rate indications based upon different assumptions, projections, and scenarios. Every consultant is well-versed in spreadsheet work and actuarial methodologies. Therefore, we are able to recreate virtually any exhibit as long as it is sufficiently documented and source information is explained. From this base, we can create alternative indications using various alternative assumptions that we may consider to be more reasonable.

REPORT

Once we have addressed, to our level of comfort, all the issues relevant to a given filing, we will issue a draft report to the State for review. This provides the OIC an opportunity to raise any remaining questions regarding any of our conclusions and/or recommendations. Once all issues are addressed to the OIC's satisfaction, a final report will be issued. If needed, a representative from Merlinos will travel to West Virginia to appear and present expert testimony in support of our findings for rate hearings.

METHODOLOGY (continued)

DESCRIPTION OF FINAL WORK PRODUCT/REPORT

Merlinos will provide a complete and thorough actuarial review of rates, rate rule, and other rate related filings to determine whether filings are in compliance with the insurance statutes and codes of West Virginia and accepted actuarial principles, and to determine whether the filed rates are excessive, inadequate, or unfairly discriminatory. The reports will follow whatever format the OIC prefers. Typically, our reviews include the following sections:

- Executive Summary -- Describes the proposed filing changes and Merlinos' conclusions and recommendations.
- Rating Factors -- Describes whether factors identified by West Virginia's rating statutes have been given due consideration.
- Actuarial Analysis - Provides our analysis.
- Technical Conclusions -- Documents our conclusions based on our actuarial analysis.

WORK PAPER AVAILABILITY / RECORDS RETENTION

Merlinos will comply with the wishes of the OIC regarding the handling of work papers, and all supporting work papers are available upon request of the OIC. At the completion of the engagement, we will keep or destroy, depending on the OIC's wishes. The confidentiality and security of all of our client information is of the utmost importance to Merlinos. To help ensure this, all computer systems used by the firm maintain multiple levels of protection. These include antivirus software, antispymware software, antimalware software, and spam filtering. Also, external email gateway antivirus filtering, firewalls and internet connection layer filtering are used to ensure that risks are mitigated as much as possible.

REPORT ISSUES PROCEDURES, TIMING, AND APPROVAL

The time required for a complete review of a rate filing will be highly dependent on the level of support initially provided with the filings, the responsiveness of the filing agents to questions related to the filings, and the time needed by State personnel to review drafts or respond to questions.

Because of our depth of rate filing experience and the number of employees available for reviews, we are able to start promptly on each filing, and are able to conduct an efficient review.

The time frame aspect of a filing review that is under the control of the reviewer is the amount of time taken to review documentation provided. Our expected timeline for this aspect of our review is to provide any questions arising from a review of information received, either the initial filing or responses to questions and/or requests for data, within one (1) week of receipt.

ATTACHMENT A
INS14020 – PRICING PAGE

ITEM#	DESCRIPTION	Rate per Hour
1	Actuarial Rate Review of Property and Casualty Product Filings and Consulting Services	\$220
LOWEST FIXED RATE PER HOUR		\$220

Award will be made to the responsible Vendor with the lowest fixed rate per hour meeting specifications.


VENDOR NAME: Merlinos & Associates, Inc.

VENDOR ADDRESS: 3274 Medlock Bridge Road
Peachtree Corners, GA 30092

VENDOR TELEPHONE: 770-453-9771 FAX: 770-453-9776

VENDOR EMAIL: bmill@merlinosinc.com

REMIT TO ADDRESS: 3274 Medlock Bridge Road
Peachtree Corners, GA 30092

SIGNATURE: 

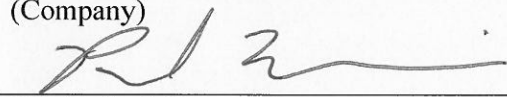
DATE: _____

CERTIFICATION AND SIGNATURE PAGE

By signing below, I certify that I have reviewed this Solicitation in its entirety, understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

Merlinos & Associates, Inc.

(Company)



(Authorized Signature)

Paul M. Merlino, President

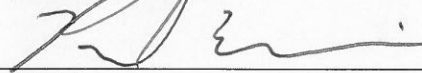
(Representative Name, Title)

678-684-4841

(Phone Number)

770-453-9776

(Fax Number)

 6/5/14

(Date)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: INS14020

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:


(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Merlinos & Associates, Inc.

(Company)



(Authorized Signature)

6/5/14

(Date)

NOTE: This addendum acknowledgment should be submitted with the bid to expedited document processing.

RFQ No. INS14020

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Merlinos & Associates, Inc.

Authorized Signature: [Signature] Date: 6/5/14

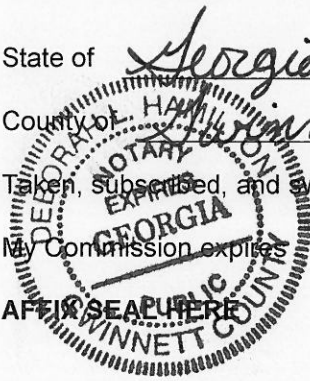
State of Georgia

County of Hamilton, to-wit:

Taken, subscribed, and sworn to before me this 5 day of June, 2014

My Commission expires April 5, 2017, 20

AFFIX SEAL HERE



NOTARY PUBLIC Deborah L. Hamilton

APPENDIX A

Actuarial Rate Review of Property and Casualty Filings

STAFF INFORMATION

Brett E. Miller, FCAS, MAAA, ARM

Brett Miller

Credentialed Actuary

Merlinos & Associates, Inc.
3274 Medlock Bridge Road
Peachtree Corners, Georgia 30092

T: 678.684.4864

E: bmill@merlinosinc.com

merlinosinc.com

Professional Designations

- Fellow of the Casualty Actuarial Society (1995)
- Member of the American Academy of Actuaries (1989)
- Associate in Risk Management (2004)

Education

SUNY - University of Buffalo,
B.A., Mathematics/Pre-Med

Brett Miller has 35 years of experience as a casualty actuary, eight years for Continental Insurance Companies and 26 years as a consultant for several firms. His experience in the actuarial field includes:

- Loss and loss expense reserve analyses.
- Development of rate structures and rates for various lines of business and niche programs.
- Financial examination assistance for state and provincial insurance departments.
- Rate filing reviews for state insurance departments.
- Evaluation of self-insured funding levels.
- Preparation of feasibility studies, financial projections and pro-forma financial statements for insurance companies, captives, risk retention groups, and self-insurance trusts.
- Regulatory compliance consulting for insurance companies
- Mergers and acquisitions due diligence assistance.
- Development and design of workers' compensation premium auditing tools for owner-controlled insurance programs.
- Insurance and reinsurance company valuations.
- Reinsurance/excess insurance treaty commutation analyses.
- Management information systems development and design.
- Development of loss reserving systems and processes for an Israeli insurance conglomerate.
- Planning and development of reinsurance/excess insurance programs.
- Member of the Casualty Actuarial Society's Examination Committee.

Mr. Miller was previously with AgeeFisherBarrett, LLP, where he was Director of Actuarial Services. He was also with the actuarial consulting groups of Miller Actuarial Consulting, Inc., Ernst & Young LLP, Coopers & Lybrand LLP, Arthur Andersen & Co., William M. Mercer, Inc., and KPMG Peat Marwick.

David M. Shepherd, FCAS, MAAA

David M. Shepherd
Principal and Credentialed Actuary

Merlinos & Associates, Inc.
3274 Medlock Bridge Road
Peachtree Corners, Georgia 30092

T: 678.684.4842
E: dshepherd@merlinosinc.com

merlinosinc.com

Professional Designations

- Fellow of the Casualty Actuarial Society (1994)
- Member of the American Academy of Actuaries (1991)

Education

Macalester College,
B.A., Economics/Business and
Mathematics

Highlight

Dave's extensive reinsurance underwriting experience includes being EVP, Chief Underwriting Officer, and Chief Actuary for a reinsurance Managing General Underwriter specializing in Workers Compensation and Accident & Health. He worked for National Reinsurance where he was responsible for the reserving of the alternative risk, facultative, and environmental & asbestos units; he was a casualty facultative underwriter, cultivating business ranging from Fortune 500 accounts to small minimum premium umbrella policies.

David Shepherd has 28 years of insurance industry experience. Mr. Shepherd's consulting experience consists of rate and reserve related work for state insurance departments, reinsurers, insurers, law firms, agencies and self-insured entities and groups. The lines of business handled include auto, general liability, medical malpractice, reinsurance, workers' compensation, property (including homeowners) and various other smaller lines of business. He has testified as an expert in various forums in support of his rate and reserve actuarial work. He has also been a speaker at numerous industry functions. His experience as a consultant includes:

- Analyses of loss and loss expense reserves.
- Assisting in the formation of start-up entities.
- Development of rate structures and rates for various lines of business and niche programs.
- Financial examination assistance for state insurance departments.
- Rate filing reviews for state insurance departments.
- Planning and development of reinsurance/excess insurance programs.
- Negotiations with reinsurers on behalf of insurance companies, self-insureds and MGAs.
- Development of reinsurance pricing models.
- Risk transfer analyses.
- Evaluation of self-insured funding levels.
- Preparation of feasibility studies and financial projections for insurance companies and self insureds.

Mr. Shepherd has also assisted on over 125 financial examinations of P&C and HMO insurers for state insurance departments. These examinations have covered all sizes of insurance and reinsurance companies and self-insured groups, and have covered most every line of business. He also has extensive experience reviewing rate filing for state insurance departments and other interested parties.

Karen Jordan, FCAS, MAAA

<p>Karen Jordan Credentialed Actuary</p> <p>Merlinos & Associates, Inc. 3274 Medlock Bridge Road Peachtree Corners, Georgia 30092</p> <p>T: 678.684.4877 E: kjordan@merlinosinc.com</p> <p>merlinosinc.com</p> <p>Professional Designations</p> <ul style="list-style-type: none">▪ Fellow of the Casualty Actuarial Society (2012)▪ Member of the American Academy of Actuaries (2012) <p>Education University of North Florida, M.S., Statistics University of Southern Mississippi, B.S., Mathematics</p>	<p>Karen Jordan has five years of actuarial experience in property and casualty insurance. Her experience includes the following:</p> <ul style="list-style-type: none">▪ Reserve analyses according to GAAP and statutory guidelines.▪ Creating rating solutions using predictive analytics, higher level statistics, and GLM.▪ Claim development and IBNR analysis and allocations generated using SAS, Excel and Access.▪ Process and analyze state projections on quarterly basis▪ Conduct rate reviews and ad hoc analyses.▪ Reporting, analyzing, and data management of commercial lines run-off book of business.▪ Data processing through SAS and VBA coding.▪ Analyses of data quality and reconciliations to income statements, balance sheets and annual reports.▪ Generating reconciliations for department of insurance exams.
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Jeremy Hoch, ACAS, MAAA

<p>Jeremy Hoch Credentialed Actuary</p> <p>Merlinos & Associates, Inc. 3274 Medlock Bridge Road Peachtree Corners, Georgia 30092</p> <p>T: 678.684.4875 E: jhoch@merlinosinc.com</p> <p>merlinosinc.com</p> <p>Professional Designations</p> <ul style="list-style-type: none">▪ Associate of the Casualty Actuarial Society (2002)▪ Member of the American Academy of Actuaries (2004) <p>Education University of Pittsburgh, M.A., B.A., Mathematics</p>	<p>Jeremy Hoch has 17 years of casualty actuarial experience. His experience includes the following:</p> <ul style="list-style-type: none">▪ Estimating quarterly and year-end loss & LAE reserves for both traditional insurance companies and self-insured entities as well as providing support for Annual Statement schedules and Statements of Actuarial Opinion.▪ Assisting the Examination Actuary in all aspects of financial and targeted risk focused examinations of insurance companies (P&C) addressing liabilities of a wide variety of insurance providers on behalf of various state insurance regulatory entities (proficiency with TeamMate auditing software).▪ Performing rate filing reviews in multiple states, addressing a wide range of P&C lines of business, on behalf of state insurance regulatory entities, with significant expertise in the review of insurance models.▪ Managing the loss reserving unit for a large non-standard auto insurer.▪ Pricing personal lines insurance products and conducting nationwide rating studies.▪ Implementing numerous personal lines auto and homeowners rate revisions.▪ Assisting with Schedule P preparation and statutory reporting, including significant involvement booking financial results into SAP.▪ Managing all aspects of a loss reserve database, including the construction and validation of a new database.▪ Developing product management reports and tools.▪ Working with the majority of casualty lines including traditional high volume lines (AL, WC, etc) as well as homeowners, special property, business multi-peril, inland marine, nursing home liability, extended reporting endorsements, and reinsurance.
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Gwen Portis

<p>Gwen Portis Consultant</p> <p>Merlinos & Associates, Inc. 3274 Medlock Bridge Road Peachtree Corners, Georgia 30092</p> <p>T: 678.684.4867 E: gportis@merlinosinc.com</p> <p>merlinosinc.com</p> <p>Professional Designations</p> <ul style="list-style-type: none">▪ Exam 54 Segment A toward an Associate in Risk Management designation <p>Education</p> <p>Upper Iowa University, M.B.A., Organizational Development B.S., Business Management</p>	<p>Gwen Portis has 26 years of experience in the insurance industry with a strong background in systems/process development and data analysis for financial and statistical reporting.</p> <p>She has provided actuarial support for various types of primary insurance companies within the industry, including property and casualty, HMO, PPO, life, and pension. Over the last 10 years she has worked in the insurance consulting environment. Her experience includes providing actuarial support in the following area:</p> <ul style="list-style-type: none">▪ Loss and loss expense reserve analysis.▪ Develop actuarial reports and statements of opinion for insurance companies and self-insured funds.▪ Rate adequacy studies.▪ Rate filing preparation for personal and commercial lines insurers and rating bureau, including competitive rate analyses.▪ Evaluation of self-insured funding levels.▪ Collection and analysis of property and casualty data.▪ Assist clients with developing specifications to comply with NCCI and ISO reporting requirements.▪ Triennial and target financial and market conduct examinations for various state insurance departments.
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