



# INTERNATIONAL CONFERENCE

*Delivering a Global View of  
Self-Insurance/Alternative Risk Transfer*

June 10–12, 2008

Hilton Barcelona Hotel • Barcelona, Spain

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*Sagrada Familia*

## CONFERENCE OVERVIEW

The global marketplace for self-insurance and Alternative Risk Transfer (ART) programs has been expanding rapidly over the last several years, providing substantial business opportunities for companies that position themselves to serve an international client base with risk management solution needs.

This executive forum will cover the basics about the benefits of self-insurance/ART, how to take advantage of self-insurance/ART business opportunities, and provide reports on how self-insurance/ART programs are being developed in various areas of the world.

## WORLD-CLASS ACCOMMODATIONS

The host hotel for SIIA's International Conference is:

**Hilton Barcelona Hotel**  
**Telephone: +34-93-4957777**  
**www.barcelona.hilton.com**

Located in Barcelona's financial district, the Hilton Barcelona Hotel features Gaudí architecture and the best of Catalan culture. Enjoy a cocktail at the Atrium Bar and Terrace before dining on Mediterranean specialties at the Mosaic Restaurant. Browse the shops onsite or visit one of two shopping malls within walking distance. Barcelona attractions and the city center are a short 7-minute drive. The Barcelona Airport is 25 minutes from the hotel.

SIIA's Special Discounted Rate for  
Conference Registrants (ends  
April 23, 2008):

**269.64 EUR,**  
**for Queen bed occupancy**

**312.44 EUR,**  
**for Twin bed occupancy**

*\*Prices include 7% VAT Tax*

Hotel reservations must  
be made directly with  
the hotel by using the  
following link:

[www.hilton.com/en/  
hi/groups/personalized/  
BCNHITW\\_GCALA/index.jhtml](http://www.hilton.com/en/hi/groups/personalized/BCNHITW_GCALA/index.jhtml)



## ABOUT SIIA

The Self-Insurance Institute of America, Inc. (SIIA) is a United States-based trade association representing companies involved in the self-insurance and alternative risk transfer industry. SIIA is the undisputed leader in the self-insurance/ART industry. Since its founding in 1981, the association has grown dramatically and now includes members from across the nation and several countries around the world. SIIA provides membership services in four primary areas: information, education, networking and legislative/regulatory representation.

## MEMBERSHIP INFORMATION

If you are not a member of SIIA and would like to discover the benefits of membership including discounts on conference registration and sponsorship fees, please contact SIIA Headquarters at 800.851.7789 or visit [www.siiia.org](http://www.siiia.org).

## SPECIAL SERVICES

If you require special accommodations to fully participate, please attach a written description of your needs to your registration.

## CANCELLATION POLICY

Written cancellations received on or before May 1, 2008, will receive a refund of 50% of the registration fee. Due to hotel and staffing commitments, all registrations and cancellations received after May 1, 2008 and all no-shows are not eligible for a refund. However, substitutions are permitted in advance and onsite.

## ATTIRE

Dress for this year's conference is business attire.

## QUESTIONS

Should you have any questions about this year's forum, please call SIIA headquarters at 800.851.7789.







*Fountain Ciutadella*



*Montjuic Palace*



*Pare Guell*



*Magic Fountain*



*Placa Reial*



*Hospital de Sant Pau*

## BARCELONA

Located on the Mediterranean Sea in the very north of the Spanish coast, the sophisticated and stylish city of Barcelona is the second largest city in Spain in both size and population. It is also the capital of Catalonia, one of the country's 17 autonomous communities.

There are two official languages spoken in Barcelona: Catalan, generally spoken in all of Catalonia, and Castilian Spanish. The city of Barcelona has a population of 1.5 million but this number spirals to more than 4 million if the outlying areas are also included.

The capital of Catalonia is unequivocally a Mediterranean city, not only because of its geographic location but also because of its history, tradition and cultural influences. The documented history of the city dates back to the founding of a Roman colony on its soil in the second century B.C.

Barcelona, more than just a single city, is really a collection of multi-faceted and diverse cities. A visitor unfamiliar with its history might be surprised that such a modern and enterprising city preserves its historic Gothic center almost intact, or by the curious contrast between the maze of narrow streets and the grid-like layout of the Eixample, the urban planning "Enlargement" project of the end of the 19th century.

# BARCELONA'S TOP ATTRACTIONS

*There are so many wonderful attractions in Barcelona! Whether you are looking for thrills and excitement, historic displays and exhibitions, or hands-on fun, you will not have to look far to discover all the rich culture and breath-taking sites the city has to offer.*

- **Sagrada Familia Cathedral** - Antoni Gaudi's life's work, a church in modernist style, is still under construction.
- **La Rambla** - Spain's most famous boulevard is always alive. It's the perfect place to start your visit to Barcelona.
- **Montjuic** - Site of the National Museum of Catalan Art, Castell de Montjuic, Magic Fountain and 1992 Summer Olympic Stadium.
- **Parc Guell** - This park, designed by Gaudi, is one of the most unusual parks you will ever visit.
- **Port Vell** - The marina features the MareMàgnum, a complex with a large aquarium and IMAX theater.
- **Arc de Triomf** - This triumphal arch in colorful brickwork was built in Universal Exhibition in 1888.
- **Cathedral del Seu** - The cathedral was finished in 1913, 615 years after construction started.
- **Columbus Monument** - A 60m high column dedicated to the famous explorer who arrived in Barcelona after his discovery of America.
- **Magic Fountain** - During summer evenings, this large fountain is animated with colored light.
- **Mies van der Rohe Pavilion** - The German pavilion for the 1929 International Exhibition is an icon of 20th century architecture.
- **Palau Nacional** - The flagship of the 1929 exhibition houses at the National Museum of Catalan Art.
- **Plaça de Catalunya** - Barcelona's busiest square connects the modernist Eixample district with the old city.

*Antoni Gaudi's House*



## PLUS, MUCH MORE!

*Barcelona*



*Columbus Monument*



# PROGRAM

## JUNE 10, 2008

3:00 p.m. to 7:00 p.m.      **Registration Open**

5:30 p.m. to 7:00 p.m.      **Welcome Reception**

## JUNE 11, 2008

8:00 a.m. to 9:00 a.m.      **Networking Breakfast**

9:00 a.m. to 9:15 a.m.      **Welcome Remarks**

SPEAKER:      *Brij Sharma, CEO*  
*MDIndia Healthcare Services (P) Ltd.*

9:15 a.m. to 10:00 a.m.      **Keynote Speaker**

SPEAKER:      *Tom Sackville, CEO*  
*International Federation of Health Plans*

10:00 a.m. to 11:00 a.m.

### **New Trends: Self-Insurance and Medical Tourism**

An introduction to Medical Tourism. What is it, where is it happening and what are the costs savings for Self Insured Plans. Also, learn how to successfully implement a medical tourism program.

SPEAKER:      *Jonathan Edelheit, President*  
*Medical Tourism Association, Inc./Global Health Association*  
*Renee-Marie Stephano, COO and General Counsel*  
*Editor of the Medical Tourism Magazine*  
*Medical Tourism Association, Inc.*

11:00 a.m. to 11:15 a.m.      **Networking Break**

11:15 a.m. to 12:30 p.m.      **Captive Insurance Overview**

This session will provide a basic overview of how alternative risk transfer (captives, risk retention groups, etc.) programs operate, as well as trends impacting program management, financing and feasibility.

SPEAKER:      *Ian Oakley, Underwriter*  
*Aspen Re*



# SCHEDULE

**JUNE 11, 2008** *(continued)*

12:30 p.m. to 1:45 p.m.

## **Hosted Luncheon**

### **Insurance at a Crossroad: Government, Capital Markets and the Industry**

**SPEAKER:** *Ernie Csiszar*  
*Past President of Property Casualty Insurance Association (PCIA)*  
*Former Insurance Commissioner of South Carolina*

2:00 p.m. to 3:15 p.m.

## **Self-Insurance/Alternative Risk Transfer Opportunities in Western and Eastern Europe**

Two regional experts will provide an overview of self-insurance/ alternative risk transfer market developments in Western and Eastern Europe and discuss current business opportunities in this region.

**PANELISTS:** *Mladen Kasagic, Head of Eastern Europe*  
*Neumann International AG*  
*Bill Maloney, Global Chief Technology Officer,*  
*Health & Benefits*  
*Mercer*

3:15 p.m. to 3:45 p.m.

## **Networking Break**

3:45 p.m. to 5:00 p.m.

## **Self-Insurance/Alternative Risk Transfer Opportunities in Latin America**

A panel of experts will provide an overview of self-insurance/ alternative risk transfer market developments in Latin America and discuss current business opportunities in this region.

**PANELISTS:** *Hector Gueler, Partner*  
*Fernando Mesquida & Asociados (an affiliate*  
*of Mercer Consulting Group)*  
*Fernando Mesquida, President*  
*Fernando Mesquida & Asociados (an affiliate*  
*of Mercer Consulting Group)*  
*Antonio Garcia Vilarino, Partner*  
*Estudio Contadores Auditores Amigo, Valentini Y*  
*Cia S.R.L.*

5:00 p.m. to 6:30 p.m.

## **Networking Reception**

# PROGRAM

**JUNE 12, 2008**

8:30 a.m. to 9:30 a.m.

## **Networking Breakfast**

9:30 a.m. to 10:45 a.m.

## **Self-Insurance/Alternative Risk Transfer Opportunities in India and China**

A panel of experts will provide an overview of self-insurance/alternative risk transfer market developments in India and China and will discuss current business opportunities in this region.

PANELISTS: *Dr. K.C. Mishra, Director  
National Insurance Academy, India  
Additional panelists to be announced*

10:45 a.m. to 11:15 a.m.

## **Networking Break**

11:15 a.m. to 12:30 p.m.

## **Self-Insurance/Alternative Risk Transfer Opportunities in Russia and the Middle East**

Capping off the discussion of self-insurance/alternative risk transfer opportunities in various regions of the world, this session will focus on emerging markets including Russia and the Middle East.

SPEAKER: *Boban Elic, Principal & Member of CEE  
Neumann International AG  
Girish Rao, Managing Director  
Swiss Re Healthcare Services Pvt. Ltd.*

12:30 p.m. to 1:45 p.m.

## **Hosted Luncheon**

1:45 p.m. to 3:00 p.m.

## **Accessing Global Business Partners**

A panel of self-insurance/alternative risk transfer executives will discuss the most efficient strategy for developing business partners that can provide value in leveraging global business opportunities.

PANELISTS: *John Domeika, President & CEO  
WPMI, LLC  
Angelo Masciantonio, CEO & Director  
HTH Worldwide  
Michael Taylor\*, Principal of Managed Care  
Delivery Systems  
Towers Perrin*



# SCHEDULE

**JUNE 12, 2008** *(continued)*

3:00 p.m. to 4:15 p.m.

## **Global Pooling vs. Self-Insurance**

This session will provide an overview of how global pooling works, who is participating in such arrangements and how it compares and contrasts with self-insurance.

SPEAKER: *Elio Moccia*  
*Generali International*

4:15 p.m. to 4:30 p.m.

## **Networking Break**

4:30 p.m. to 5:30 p.m.

## **The Global Reinsurance Market**

One common dominator for self-insurance/alternative risk transfer programs is the importance of reinsurance. This session will discuss how key regions of the world can successfully access sources of reinsurance, which is essential to facilitate the growth of self-insurance/ alternative risk transfer programs.

SPEAKER: *Girish Rao, Managing Director*  
*Swiss Re Healthcare Services Pvt. Ltd.*  
*Udo Ritschel, Consultant*  
*Udo Ritschel Consultancy*

5:30 p.m.

## **Conference Concludes**

*\* Invited*

*Subject to change. Please visit [www.sii.org](http://www.sii.org) for up-to-date conference details.*

*Horta Labyrinth*





*Hospital de Sant Pau*



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Hilton Barcelona Hotel • Barcelona, Spain



## ATTENDEE REGISTRATION FORM

To register, please type or print all information requested below. For multiple registrations, please photocopy this form. A separate form must be completed for each conference registrant.

Name \_\_\_\_\_

First Name for Name Badge \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Website \_\_\_\_\_

Spouse/Guest Name for Badge (if applicable) \_\_\_\_\_

Conference Fees:	U.S. Currency
Member	\$895
Member, Additional Registrant	\$695
Non-Member	\$1,295
Non-Member, Additional Registrant	\$995
Spouse/Guest	\$295

### Hotel Reservations:

**Hilton Barcelona Hotel**  
**Avda Diagonal, 589-591. • Barcelona, Spain 08014**  
**Telephone: +34-93-4957777**  
**www.barcelona.hilton.com**

The SIIA group rate is 269.64 EUR for Queen bed and 312.44 EUR for Twin bed occupancies. Prices include 7% VAT tax.

Hotel reservations must be made directly with the hotel by using the following link: [www.hilton.com/en/hi/groups/personalized/BCNHITW\\_GCALA/index.jhtml](http://www.hilton.com/en/hi/groups/personalized/BCNHITW_GCALA/index.jhtml)

For informational purposes, visit [www.x-rates.com/calculator.html](http://www.x-rates.com/calculator.html) to determine current conversion rates. Please check with your financial institution before booking.

**Early reservations are strongly advised.** The room block for the special group rate ends April 23, 2008. Reservations made after April 23, 2008 will be made on a space and rate availability basis only.

**Cancellation Policy:** Written cancellations received on or before **May 1, 2008**, will receive a refund of 50% of the registration fee. Due to hotel and staffing commitments, all registrations and cancellations received after **May 1, 2008** and all no-shows are not eligible for a refund. However, substitutions are permitted in advance and onsite.

### Payment Information:

Total Amount Due: \$ \_\_\_\_\_

Enclosed is my check made payable to SIIA in US Funds.  
**CHECKS ONLY ACCEPTED IN US DOLLARS.**

Please charge my:  MC  Visa  AMEX  Discover

Card No. \_\_\_\_\_

Card in the name of \_\_\_\_\_

Billing Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

VAL Code (MC, Visa, Discover—last 3-digits on card back; AMEX—4 digits on card front) \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

### Four Easy Ways to Register:

**1. Mail**  
 SIIA • PO Box 1237  
 Simpsonville, SC 29681

**2. Fax**  
 (864) 962-2483

**3. Phone**  
 (800) 851-7789

**4. Online**  
[www.sii.org](http://www.sii.org)



## EXCEPTIONAL EXPOSURE OPPORTUNITIES

If you're looking for a way to gain exposure with conference registrants and position your company as a global industry leader, then add a sponsorship to your marketing plan.

Conference sponsorships are a cost-effective and targeted tool to promote your products and services to senior level executives in the self-insurance and alternative risk transfer industry.

Packages start as low as \$750 for SIIA members.

**For complete sponsorship  
details, please visit  
[www.siaa.org](http://www.siaa.org) or call  
800.851.7789**



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