

**Richard Fleder**  
**CEO**  
**ELMCRx Solutions**

Richard Fleder is an active leader in the health insurance industry with almost 50 years of experience and a passion for innovating cost-containment solutions. Richard has recently purchased and is growing his latest project, ELMCRx Solutions, a consolidator of Rx service point solutions.

Richard began his career in 1975 at Tanenbaum-Harber a New York City based insurance broker. Richard's journey as a healthcare leader began in 1978 with the creation of Comprehensive Benefit Service Company, which would grow to be the largest TPA in the Northeast before its sale to EBP Healthplans. Then, in 1995, Richard developed Thesco Benefits, one of the largest independent benefit broker/consulting firms in the country. With an investment from Olympus Partners, he merged Thesco into the T&H Group and successfully exited this business after a 2010 sale to Blackstone. Most recently, Richard created, operated and in 2023 sold ELMC Risk Solutions which had consolidated stop-loss and HMO reinsurance MGUs.

Richard graduated from Franklin & Marshall College in 1976. Shortly thereafter, he received the CLU designation from the American College. Richard has been a member of the Board of Directors of Oxford Health Plans New York HMO as well as Unimerica Insurance Company of New York, a subsidiary of UnitedHealth Group. He has been a member of the National Advisory Councils of Aetna, CIGNA, HealthNet, and UnitedHealthcare. Richard is experienced in working with Private Equity and serves on the Board of Directors of S&S Healthcare (a portfolio company of Lovell Minnick Partners) and The Difference Card (a portfolio company of Northlane Capital).