

NAMES TO KNOW

AIG Employee Benefit Solutions, a business unit of American General Life Insurance Company, a member company of American International Group Inc., **hired John D. Kohanek** CEBS, CLU, ChFC, RHU as **vice president, product development for dental and vision**. Kohanek's responsibilities include strategic planning and product development as well as implementation for all dental and vision products. He comes to AIG American General with more than 26 years of experience in the insurance benefits industry. The company also **hired Clay Yokota as vice president of the west region** for the Employee Benefits Division. Yokota's responsibilities include developing and leading sales for EBS in 13 states and delivering their extensive and varied portfolio of group and worksite products to the market. www.aigag.com

ARAG® welcomes Cameron "Cam" Sutton as its **president and chief executive officer for the North American division**. With more than 35 years of experience in the insurance industry, Sutton has held several executive positions and spearheaded key initiatives at some of the world's leading risk management, brokerage and consulting organizations. In his latest position before joining ARAG, he was the executive vice president for Aon's Executive Benefits Practice and a member of Aon Consulting's Global Operating committee. www.ARAGgroup.com



Sutton

Buck Consultants announced the following personnel changes: **James Clark** has joined Buck Consultants as **director** in its Secaucus, N.J., office. His expertise includes client management, actuarial consulting and business development. **Al Phelps** has joined the Chicago office as **principal**. His expertise includes global benefits plan design, valuations, mergers, acquisitions and compliance issues. **Deborah Ruffins** has joined as a **director and vice president of marketing**. She is located in the firm's New York office. **Martin Schmidt** has joined Buck Consultants as **director** in its Chicago office. His expertise includes defined contribution plan design, vendor selection and management, plan implementation and administration, M&A issues, and product development. www.buckconsultants.com



Clark



Phelps



Ruffins



Schmidt

Health Fitness Corporation announced that former U.S. Sen. **Dave Durenberger**, a nationally recognized health policy thought leader, has been **elected to its board of directors**. Active in Minnesota public life for more than 40 years, Durenberger's experience in the U.S. Senate included 17 years on the influential Senate Finance Committee. He was the



Durenberger

ranking member of the Health Subcommittee for a decade, serving six years as chairman. www.hfit.com

Hewitt Associates announced the appointments of four new leaders within Hewitt's North American Talent & Organization Consulting business: **Ken Abosch to practice leader of its broad-based compensation business; Bob Campbell to practice leader of its talent management business; Dick Rison to practice leader of its HR effectiveness business; and Jim Wolf to practice leader of Hewitt's executive compensation business**. All four will be responsible for driving North American expansion of their specific segments and enhancing Hewitt's reputation as a provider of executive compensation, broad-based rewards, talent and leadership consulting, HR effectiveness consulting, and corporate transactions and transformation consulting. www.hewitt.com



Abosch



Campbell



Rison



Wolf

IncentOne, a provider of integrated incentive administration solutions, **announced that Kelly A. Elston, RN, MBA, has joined the company as vice president of client services**. In her new role, Elston will plan, organize and direct the overall activities of the IncentOne client service department. She brings extensive expertise and experience in talent management, quality management and client relationship management. www.IncentOne.com

Kramer Levin Naftalis & Frankel LLP announced that Paul M. Ritter has joined the firm as a **partner** in the employment law department and will head the firm's executive compensation practice. Over the past 27 years, Ritter has specialized in the areas of executive compensation, qualified and nonqualified retirement plans, and equity compensation. www.kramerlevin.com

Meta4, a multinational company specializing in human and intellectual capital management solutions, **announced that Carlos Diaz** has been promoted to **vice president of Pan-America and global accounts officer**. In this new position, Diaz is responsible for all operations in North and South America as well as international accounts with a presence in the United States. www.meta4.com

Primacy Relocation, a provider of employee relocation and global assignment management services, **announced the appointment of Scott Hunt, CRP, as director of client services**. Based in Phoenix, Hunt will oversee client relationship management for Primacy's client services division, managing a portfolio of international and domestic accounts. www.primacy.com



Hunt

Resolution Health Inc., a data analytics-driven health care intervention company, has **appointed** consumer marketing innovator **Paul Argay** to the newly created position of **chief marketing officer**. Argay will lead RHI's efforts to engage consumers, leverage consumer insight to guide the design and evolution of company products, and strategically position the Resolution Health brand in the marketplace. www.resolutionhealth.com

True Value Company announced that **Amy Mysel**, senior vice president, human resources and communications, was **named chair of the board of directors** of the **Human Resources Management Association of Chicago**, the oldest and largest professional human resources organization in the country. Mysel will chair its new board of directors for 2007 - 2008. www.truevaluecompany.com

United Behavioral Health, a UnitedHealth Group company, **announces** that **William Bonfield**, M.D., M.P.H., has been hired to serve as **senior medical director** for its public sector business segment. Bonfield will be responsible for providing oversight and leadership for clinical programs and business results. He also will serve as liaison to sister companies AmeriChoice and Evercare to facilitate access to behavioral health solutions for public sector members and customers across UnitedHealth Group.

Veritude, a provider of talent acquisition and management services, **announced** that **Jeanine Hamilton** has joined the company as **senior vice president of client operations**. Hamilton will lead the Veritude Operations & Technology Group, managing all commercial site-based teams supporting Veritude's new and existing managed services program clients. www.veritude.com



Hamilton

ANNOUNCEMENTS

Affiliated Computer Services Inc. announced that Training Outsourcing.com, an analyst firm in the learning business process outsourcing industry, has **named ACS to the Top 20 companies list** in the training outsourcing industry for the fourth consecutive year. TrainingOutsourcing.com publishes the list to provide corporate, government and training executives with a directory of those companies best suited for world-class outsourcing engagements. www.acs-inc.com

Biogen Idec, a provider of the discovery, development, manufacturing and commercialization of innovative therapies, announced it has **selected Veritude**, a provider of talent acquisition and management services, **to manage its temporary staffing requirements**. Under the terms of the agreement, Veritude will have an on-site team fully dedicated to staffing Biogen Idec's temporary needs or positions at the company's headquarters in Cambridge, Mass. Veritude also will be managing temporary staffing needs at the company's offices in San Diego and Research Triangle Park, N.C. www.veritude.com

The **Blue Cross Blue Shield Plans** in North Carolina, South Carolina, Mississippi and Nebraska **amended** their coverage **policies to include** the medically necessary use of **PhotoMedex's XTRAC® excimer laser**—a device developed for the treatment of psoriasis and other dermal disorders—in the treatment of psoriasis. www.photomedex.com

Cargill Inc. received a **2007 Best Practice Award** from Recognition Professionals International for its outstanding employee recognition program strategy, management ownership, and events and celebrations. The Cargill recognition program is based on the company's "3 Pillars of Success," which are high performance, customer focus and innovation.

CyberShift, a provider of global work force management and expense management software and services, announced it has **won START-IT magazine's 2007 Power of Partnerships Award**. CyberShift and Shakopee, Minn.-based InterPLX Technologies, a provider of automated systems and services to streamline the processing of expense transactions related to corporate travel, P-Cards and tuition reimbursement, won a bronze award for their OEM relationship. www.CyberShift.com

Health Fitness Corporation announced that it **screened nearly 40,000 workers** across the country during the first half of 2007—an increase of 77.4 percent over the same period in 2006. The 39,853 workers screened between January and June 2007 represent a jump of 167 percent over the same period in 2005, the first year HFC began to manage comprehensive health screenings for its corporate clients. The company will manage roughly 750 screening events this year at client work sites in nearly every state. www.hfit.com

HRchitect, a HCM consulting services firm, **reported strong growth** in revenue, clients and additional projects at past clients during the first half of 2007. The company initiated more than 25 new client projects. www.HRchitect.com

Meritain Health has been **ranked eighth** among the top 10 **largest consumer-driven health care providers** by *Business Insurance* magazine. Meritain Health has grown to a client base of more than 1,400 through pioneering the move to consumerism in health care. www.meritain.com

MetLife Inc. and SafeGuard Health Enterprises Inc. announced the execution of a definitive agreement whereby MetLife, through one of its subsidiaries, **will acquire SafeGuard**. Terms of the agreement were not disclosed. SafeGuard provides dental and vision benefit products in California, Florida, Texas and Nevada through HMO subsidiaries in these states, as well as through an insurance subsidiary, SafeHealth Life Insurance Company. The transaction is expected to close by the end of 2007, subject to regulatory approval. www.metlife.com and www.safeguard.net

The **National Council on Aging** recognized **Chicago Mayor Richard M. Daley** and the **Chicago Department on Aging commissioner** with an award for their leadership in screening and enrolling many of the city's neediest seniors in valuable public benefits programs. NCOA also recognized **AgeOptions**, the Area Agency on Aging of Suburban Cook County, Ill., for its benefits outreach efforts to low-income seniors. www.NCOA.org

Under the **Pittsburgh Business Group on Health's Prescription Drug Program**, total costs to purchase prescription drugs increased just 3.7 percent in 2006, marking the third consecutive year of single-digit increases. Program participants and their employees **saved \$21.5 million**. The 3.7 percent increase in 2006 is significantly lower than the 14 percent increase reported nationally and compared favorably to other coalition programs, where reported increases for 2006 ranged from 4.4 percent to 5.6 percent. The overall cost increase was less than 1 percent in 2005 and 4 percent in 2004. www.pbghpa.com

Plateau Systems, a provider of talent management software, content and services, **announced** that the **Department of Homeland Security's United States Fire Administration** is now **running Plateau's talent management** solution to support its National Fire Academy training efforts for fire and emergency responders. Powered by Plateau's learning management system, the NFA's Web-based online training system, NFAOnline (www.nfaonline.dhs.gov), maximizes the training and education experience for external users, while extending collaboration and information sharing throughout the fire and emergency services community. www.plateau.com

For the third consecutive year, **Primacy Relocation** was **ranked No. 1 in customer satisfaction** by transferring employees in Trippel Survey & Research's annual Nationwide Relocating Employees Survey. Additionally, Primacy earned the distinction of having the highest percentage of Top Block score (those ranking services a "9" or "10") and lowest percentage of Bottom Block (those ranking services "1" through "6"). www.primacy.com

Q2Administrators LLC has been **awarded a contract from the Centers for Medicare & Medicaid Services** to continue its role in administering the appeals process for Medicare fee-for-service claim denials. The federal agency awarded Q2A a new 33-month contract to continue serving as the administrative qualified independent contractor, a position Q2A has held since an overhaul of the Medicare appeals process began in 2004. The contract is valued at \$5.8 million.

Salary.com Inc., a provider of on-demand compensation management solutions, has entered into a definitive agreement **to acquire the assets of ITG Competency Group LLC**. In addition, Salary.com has licensed the complete competency library of Schoonover Associates Inc. With these transactions, Salary.com will own an extensive competency library comprising more than 2,000 job competencies and will offer consulting services for competency model development and support partnership re-selling arrangements. www.salary.com

Springbok Services Inc., a provider of prepaid MasterCard solutions, **announced** the completion of a round of **institutional funding from Goldman Sachs**. The investment will enable Springbok to accelerate its growth strategy as it continues to serve businesses as the one-stop shop for branded prepaid card solutions. www.springbokservices.com

The **State of Delaware Employee Benefits Committee** **selected Best Doctors® Inc. to administer a diagnosis evaluation and second opinion program** for the state group health insurance program. The agreement between the state and Best Doctors is expected to be for a one-year duration with up to three one-year optional renewals. The state program covers more than 108,000 eligible state and local employees, pensioners, and their family members. <http://ben.omb.delaware.gov/>

Tom Sharkey Sr. **announced** the **launch of** his now independently owned **commercial insurance and benefits-focused enterprise**, returning under the name of Meeker Sharkey. The company will focus primarily on commercial insurance brokerage and benefits, employing the latest online management systems for clients combined with total risk management assessments and brokerage services. The company backs its expertise in the industry with an experienced staff of brokerage agents well-versed in the history and current climate of wellness programs, workplace benefits and loss control.

The **United States Postal Service** has **awarded** a national **contract to General Information Services Inc.** to provide background investigation pre-employment screening services. The initial award is effective through Sept. 30, 2009, and has three, two-year renewal options that can be exercised at the discretion of the postal service. www.geninfo.com

Wolters Kluwer Law & Business has **acquired the assets of Technical Answer Group Inc.**, a provider of information and related expert analysis to third-party administrators, insurance companies, actuaries and other benefit plan professionals who design and administer qualified deferred compensation plans for employers. It will become part of the pension and benefits portfolio within the business compliance group in Wolters Kluwer Law & Business. Terms of the agreement were not disclosed. www.wolterskluwer.com 