

## **ENTREPRENEURIAL & INNOVATION**

*(Vote for up to three candidates)*

Karan Rustagi

Pauline Reimer

Blake Hill

Carl Ghiselli

Vikas Advani

**Karan Rustagi, FSA, MAAA**  
**Senior Consulting Actuary II**  
**Wakely Consulting Group**  
**Denver, CO**

### **Professional Background**

Karan has over 12 years of broad experience in the health actuarial and strategic consulting. He is currently serving as an advisor to a number of health tech start-ups. He has served as the VP of products, pricing, and underwriting for Oscar Health. He has helped a number of regional integrated delivery systems as well as the national carriers develop their pricing and product strategies. He has successfully re-negotiated provider contracts for integrated delivery systems. He has helped state governments and AHIP understand the impact of emerging regulations. He has advised the state of Massachusetts on the financial implications of establishing a Basic Health Program, the state of Vermont on financial implications of establishing a single-payer system, and the kingdom of Saudi Arabia on implications of establishing a US-style fee-for-service healthcare system. He has reviewed ACA rate filings for the state of Nevada. He has also helped risk-taking provider systems understand drivers of profitability and negotiate with health plans. He also certified Medicare Advantage bids. He has extensive experience with risk adjustment programs. He has helped administer Arizona's state Medicaid risk adjustment program. He has also designed and helped build Wakely's ACA pricing model.



### **Society of Actuaries Experience (Section and committee memberships and participation)**

Member the following sections: Health, Entrepreneurial & Innovation

Authored several articles on ACA strategies for the Health Watch

Speaking annually at the SOA Health Meeting and/or SOA Annual Meeting & Exhibit.

### **Other Relevant Volunteer Experience**

The Bridge Project: Providing educational support in Mathematics and a safe environment for high-risk kids in low-income housing to increase their chances of staying in school and landing jobs.

Food waste: worked with the Denver chapter of a NY start-up to reduce food waste by moving excess food from restaurants to homeless shelter.

The Gathering Place: buying and preparing food annually as part of a Wakely team for women, their children, and transgender individuals who are experiencing poverty, many of whom are also experiencing homelessness.

Human Right Campaign and The Denver LGBTQ Center: volunteer for HRC gala, and various activities at The Center to create a safe place for LGBTQ teens.

**Why are you interested in leading this section?**

My involvement with a variety of health tech start-ups has offered me a unique perspective on the evolving role that actuaries might play in the future of healthcare. I would like to bring that perspective to the SOA so that the SOA's services to its members can continue to be relevant and stay abreast of the emerging needs of its members and the businesses that rely on those members.

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**Pauline Reimer, ASA, MAAA**  
**Managing Director**  
**Pryor Associates**  
**Hicksville, NY**

**Professional Background**

My actuarial career began at Segal Consulting in NYC as a pension actuary and transitioned to Life Insurance by joining TIAA, followed by Axa-Equitable. After the birth of my son, I joined Pryor Associates Executive Search where I have served as Managing Director and Head of Actuarial, Risk, and Modeling, placing actuaries in all disciplines – Life, Health, Pension, and Property & Casualty - in insurance, reinsurance, brokerage, consulting, and investment firms.



**Society of Actuaries Experience (Section and committee memberships and participation)**

I have had the honor and pleasure of serving on the E&I Section Council for 4 years, followed by participation as a Friend of the Council for the most recent 2 years.

**Other Relevant Volunteer Experience**

I serve on the Board of the Actuarial Society of Greater New York (ASNY), one of the largest regional organizations in the US. In this capacity, in addition to hosting numerous networking events, I have chaired the nation's most preeminent Actuarial Career Fair annually for each of the past 20 years. I am also active in the Casualty Actuarial Society as an Affiliate Member and elite Diamond Partner.

**Why are you interested in leading this section?**

By attending approximately 20 actuarial and modeling conferences annually, I further enhance my familiarity with the current market. During many of these meetings, I have chaired Speed Networking events, Ice Cream Socials, Sporting events, Walking Tours, and other activities which provide opportunities for actuaries to network with new and old acquaintances. I look forward to continuing to organize these social events if I were to be re-elected to the E&I Section Council.

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**Blake Hill, FSA, FCIA**  
**VP Life Insurance**  
**dacadoo**  
**Kitchener, ON**

**Professional Background**

I am leading insurers into the digital age with dacadoo! I have developed and launched insurance, savings, investment, and group health products, and through my leadership launching the Vitality program in Canada I have implemented partner integrations and the use of advanced analytics in marketing and customer engagement. I am now supporting insurance companies globally as they transform into customer centric and digitally enabled businesses using the dacadoo Health Risk Quantification and dacadoo Digital Health Engagement platform. I have experience working in large insurers, smaller insurers, and now working for an InsureTech startup!



**Society of Actuaries Experience (Section and committee memberships and participation)**

- Friend of the SOA Entrepreneurial & Innovation Section Council 2018-present
- Co-lead on SOA Entrepreneurial & Innovation Section Council's InsureTech research project
- Elected Council member of SOA Product Development Section 2017-2019.
- Actuarial Innovation & Technology Steering Committee Member 2018-present
- Project Oversight Group (POG) member for several research studies of the SOA

**Other Relevant Volunteer Experience**

- Chair of the CRC Insurance Conference 2018
- Canadian Institute of Actuaries Single Topic Special Task Force member for Risk Selection 2017-present
- Canadian Institute of Actuaries Life Product Committee 2013-2015
- Canadian Institute of Actuaries Living Benefits Product Committee 2013-2015
- Canadian Institute of Actuaries Life Professional Education Course Committee 2009-2012

**Why are you interested in leading this section?**

I believe the Actuarial function and profession are experiencing innovation at a pace faster than the industries they serve and should be at the forefront of this innovation. With the changes in the economy, towards platforms and on-demand work, there is a need for the Actuarial profession to be prepared for more entrepreneurial work and the Society of Actuaries needs to be prepared to service this much broader range of Actuarial skills and employment types of their members.

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**Carl Ghiselli, FSA, MAAA**  
**Vice President & Actuary**  
**Mutual of Omaha**  
**Omaha, NE**

**Professional Background**

Carl brings a varied perspective, having worked in industry as well as consulting, both in the US and abroad. He also has broad experience covering multiple lines of insurance, including health, life and annuity, long term care and disability. His recent focus has been on how companies can better use technology in their business. This includes actuarial analytics, robo-advice and actuarial transformation applied to pricing, underwriting and financial reporting amongst many areas. He also has experience in establishing a health insurance marketplace in an emerging economy.

**Society of Actuaries experience (Section and committee memberships and participation)**

Member of the Actuarial Innovation and Technology Steering Committee

**Other Relevant Volunteer Experience**

- Health Practice International Committee (previous)
- Advisory board for a local non-profit (previous)



**Why are you interested in leading this section?**

I have always striven to be a part of entrepreneurial communities and have focused on technology and innovation significantly over the last few years (including wearables, blockchain, actuarial analytics and robo-advice). I attained my MBA, with a concentration in entrepreneurship, and have remained connected to the community there. I have also led internal company innovation initiatives, including a “shark-tank” like contest. I believe that we as actuaries can continue to think differently to not only become more efficient, but also to expand our remit to tasks and industries that we have not had a material role in. I enjoy working to incorporate new ideas, tasks and technologies, as well as taking a step back to re-evaluate tasks that have always been done to make them more efficient. I believe my unique education and experience will bring a new perspective to the E&I Section Council, as well as bringing a crossover to the Innovation and Technology Steering Committee, and I look forward to serving the broader actuarial community in these efforts.

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**Vikas Advani, FSA**  
**Senior Consultant**  
**Oliver Wyman**  
**Hartford, CT**

**Professional Background**

Vikas is a life actuary and senior consultant at Oliver Wyman. Vikas spent several years working as an operations and technology specialist for life insurers before becoming an actuary. With his technology background, he specializes in pre and post actuarial model data transformations, analytics and visualization for financial reporting

He received a Master's in Information Technology degree from Virginia Tech in 2008 and an MBA from SPJIMR in 2009. Vikas is a Fellow of the Society of Actuaries.

**Society of Actuaries experience (Section and committee memberships and participation)**

NA

**Other Relevant Volunteer Experience**

- Worked with a non-profit organization in India that supported the improvement of health, hygiene and education of slum dwellers
- Provide math tuition classes to a set of underprivileged children
- Participated in cleaning drives in Hartford, CT

**Why are you interested in leading this section?**

I am running for a membership seat in the Entrepreneurial & Innovation Section. With my background and experience with modern tools and technologies, I am well positioned to lend support in actuarial innovation. I would like to impart my knowledge and experience and help advise actuaries in their entrepreneurship journey.



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