

# 2015 PLANSPONSOR Recordkeeping Survey

PLANSPONSOR®

## METHODOLOGY

The questionnaire for the 2015 PLANSPONSOR Recordkeeping Survey—our 17th—was distributed to known providers of full-service and unbundled recordkeeping for both qualified and nonqualified defined contribution (DC) plans. A total of 66 responses were received before the survey deadline in May. All data reported on the pages that follow are as of December 31, 2014; comparable data from the prior year are as of December 31, 2013.

The survey questionnaire was designed to gather a wide range of information pertaining to each provider's experience, services and capabilities. All information was self-reported; statements related to product/service offerings available to defined contribution plan sponsors were supplied by each individual provider and subject to PLANSPONSOR's internal quality assurance reviews, where possible. Readers are strongly encouraged to follow up with providers directly for additional details on the scope of services available.

Providers are listed in alphabetical order, with "Asset rank" indicating the provider's overall placement based on total recordkeeping assets under administration (AUA). Information included in each profile is a snapshot, highlighting some of the factors to consider when selecting a recordkeeping partner.

Although the following tables supply a wealth of information, they contain just a fraction of each provider's survey responses. To purchase an Excel spreadsheet providing the full dataset of responses from all 66 providers, please contact Michelle Judkins at [mjudkins@assetinternational.com](mailto:mjudkins@assetinternational.com). To learn how to participate in our 2016 recordkeeping survey, please contact Brian O'Keefe at [bokeefe@assetinternational.com](mailto:bokeefe@assetinternational.com).

## 2015 Top Recordkeepers

### Total Plans With <\$10MM in Assets

|    |                                       |        |
|----|---------------------------------------|--------|
| 1  | Paychex, Inc.                         | 67,800 |
| 2  | John Hancock Retirement Plan Services | 53,079 |
| 3  | Principal Financial Group             | 48,482 |
| 4  | ADP Retirement Services               | 46,908 |
| 5  | Voya Financial                        | 44,557 |
| 6  | Ascensus                              | 43,863 |
| 7  | American Funds                        | 40,044 |
| 8  | Nationwide Financial                  | 38,051 |
| 9  | VALIC                                 | 31,503 |
| 10 | MassMutual Financial Group            | 31,171 |

## 2015 Top Recordkeepers

### By Total Defined Contribution Plans

|    |                                       |        |
|----|---------------------------------------|--------|
| 1  | Paychex, Inc.                         | 68,000 |
| 2  | John Hancock Retirement Plan Services | 54,329 |
| 3  | Principal Financial Group             | 51,020 |
| 4  | ADP Retirement Services               | 47,605 |
| 5  | Voya Financial                        | 46,595 |
| 6  | Ascensus                              | 44,579 |
| 7  | American Funds                        | 40,551 |
| 8  | Nationwide Financial                  | 38,888 |
| 9  | MassMutual Financial Group            | 32,981 |
| 10 | VALIC                                 | 32,693 |
| 11 | Fidelity Investments                  | 32,181 |
| 12 | Empower Retirement                    | 32,017 |
| 13 | AXA                                   | 28,926 |
| 14 | Security Benefit                      | 28,533 |
| 15 | MetLife Resources                     | 28,216 |
| 16 | Lincoln Financial Group               | 26,531 |
| 17 | TIAA-CREF                             | 24,301 |
| 18 | Transamerica Retirement Solutions     | 23,603 |
| 19 | Plan Administrators, inc. (PAI)       | 13,768 |
| 20 | Alliance Benefit Group                | 12,268 |

### Paychex, Inc.

| 2014 Asset Rank 31         |                           |             |              | www.paychex.com       |     |   |
|----------------------------|---------------------------|-------------|--------------|-----------------------|-----|---|
| Profile                    | 2014                      | 2013        | % Chg        | Plans by Type         |     |   |
| Assets (\$MM)              | \$22,600                  | \$21,100    | 7.1%         | 401(k)                | 99% |   |
| Plans                      | 68,000                    | 64,000      | 6.3%         | 403(b)                | 0%  |   |
| Participants               | 770,000                   | 760,000     | 1.3%         | 457                   | 0%  |   |
| Plan Size                  | Assets (\$MM)             |             | Plans        | Profit sharing        |     |   |
| <10 participants           | \$7,800                   |             | 52,300       | Money purchase        | 0%  |   |
| 10 – 100 participants      | \$13,100                  |             | 15,000       | Other                 | 0%  |   |
| 101 – 1,000 participants   | \$1,700                   |             | 700          | Plans by Channel      |     |   |
| 1,001 – 5,000 participants | \$0                       |             | 0            | Direct sold           | 30% |   |
| >5,000 participants        | \$0                       |             | 0            | Adviser sold          | 67% |   |
| Other Information          |                           |             |              | Other                 | 3%  |   |
| # of ERISA counsel         | 1                         | 360 payroll | Some clients | Specialty Investments |     |   |
| Retirement income estimate | Yes (Statement; Web)      |             |              | Annuities             |     |   |
| Platform                   | Proprietary; SunGard Omni |             |              | Collectives           |     | ✓ |
| Restrictions               | None                      |             |              | Company stock         |     | ✓ |
|                            |                           |             |              | # of TDF families     | 27  |   |

**PAYCHEX**  
Retirement Services

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