

# 2015 PLANSPONSOR Recordkeeping Survey

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## 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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