

# Employee benefits firms

As Seen in *Philadelphia Business Journal*, October 15-21, 2010

Ranked by number of local benefit consulting professionals

2010 Rank	Name Address	Consulting professionals: local/total	Employees: local/total	Offices: local/total	Sample of benefit consulting specialties	Local executive(s)/ title
1	<b>Towers Watson</b> 1500 Market St. Philadelphia, Pa. 19102	350 9,500	950 14,000	2 111	Benefits, risk and financial services and talent and rewards	Frank Giampietro managing consultant
2	<b>ParenteBeard</b> One Liberty Place, 1650 Market St. Philadelphia, Pa. 19103	250 260	400 1,100	2 24	Audits of benefit plans covering defined contribution, defined benefit, employee stock ownership, health and welfare and multi-employer plans	Robert J. Ciaruffoli CEO
3	<b>Aon Consulting</b> 555 E. Lancaster Ave., Suite 300 Radnor, Pa. 19087	190 6,300	240 36,000	2 229	Employee benefits, HR consulting and benefits administration	Tammy Mattson EVP
4	<b>Gallagher Benefit Services</b> 4 Radnor Corporate Center, Suite 510 Radnor, Pa. 19010	131 980	182 1,415	7 72	Employee benefits, consulting/brokerage, health-care informatics, plan auditing, retirement plan consulting, HR	Kent Lonsdale EVP, mid-atlantic region; Thomas Belmont Jr. area president
5	<b>Trion</b> 2300 Renaissance Blvd. King of Prussia, Pa. 19406	125 167	268 306	3 9	Health and welfare strategic consulting, including plan design and management, underwriting, program implementation, benefits administration	Edmund F. Garno principal
6	<b>Right Management</b> Four Penn Center, Suite 610 Philadelphia, Pa. 19103	100 3,000	100 3,000	6 300	Talent assessment, leader development, organizational effectiveness, employee engagement and workforce transition and outplacement	Gary Bennett market vice president
7	<b>Benefit Consultants Group</b> 600 Delran Parkway, Suite B Delran, N.J. 08075	96 136	104 136	4 7	Consulting, plan design, administration, record-keeping compliance and bankruptcy plan services	Beau Adams EVP, business development
8	<b>The Savitz Organization Inc.</b> 1845 Walnut St. Philadelphia, Pa. 19103	85 90	95 100	1 4	Retirement, group benefits, compliance, administration	Edward T. Bishop, Thomas J. Finnegan, Kent A. Spade, principals
9	<b>Milliman</b> 1550 Liberty Ridge Drive Wayne, Pa. 19087	80 2,400	80 2,400	1 52	Actuarial and administration services for pension and retirement saving plans, compensation consulting, communications consulting, stock option	Patrick J. Grannan president/CEO
10	<b>Kistler Tiffany Benefits</b> 400 Berwyn Park, Suite 200 Berwyn, Pa. 19312	72 90	120 155	2 7	Cost benefit expertise, HR services consulting including healthcare reform, benefit technology solutions, wellness and advocacy programs	William O. Daggett Jr. CEO
11	<b>Charon Planning Corp.</b> 2600 Kelly Road Warrington, Pa. 18976	63 63	71 71	2 2	Plan design/management, financial monitoring and management, strategic planning, benefits administration consulting	Christopher J. Gavigan managing director
12	<b>Conner Strong Companies Inc.</b> 401 Route 73 North, Suite 300 Marlton, N.J. 08053	60 60	211 288	2 8	Designs and delivers customized insurance, risk management and employee benefit programs designed to align with clients' organizational goals	Joseph DiBella executive vice president
TIE	<b>PricewaterhouseCoopers</b> 2001 Market St., Suite 1700 Philadelphia, Pa. 19103	60 6,500	1,250 160,000	1 772	Reward and compensation, health and welfare, retirement, benefits and actuarial, HR benchmarking and benefits, talent management	William J. Dunn GHR National practice leader
14	<b>Mercer</b> 1717 Arch St., 27th Floor Philadelphia, Pa. 19103	48 4,035	168 18,900	1 180	Consulting, outsourcing and investment services	Brian D. Bark senior partner
15	<b>Javers Group</b> 1055 Westlakes Drive, Suite 300 Berwyn, Pa. 19103	38 42	40 46	2 8	Reduces client costs through benefits and HR practice, technology solutions, benefits and HR outsourcing and ADP alliance partnership	Chris Wichser president
16	<b>Buck Consultants, A Xerox Company</b> 200 Berwyn Park, Suite 110 Berwyn, Pa. 19312	35 1,900	35 2,100	1 43	Comprehensive benefit and compensation consulting, including brokerage, HR technology administration, vendor management	Gordon St. John managing director
17	<b>Willis</b> 100 Matsonford Road, Bldg 5, Suite 200 Radnor, Pa. 19087	31 1,600	300 16,000	3 400	Strategic development, account management and consulting, financial reporting and analytics, wellness and consumer tools	Lauri M. Mitchell SVP, employee benefits practice leader
18	<b>M.F. Irvine Corporate Solutions</b> 21 E. 5th Ave. Conshohocken, Pa. 19428	30 30	60 60	60 2	Full-service employee benefit consulting and benefits administration firm	Michael F. Irvine CEO
TIE	<b>Model Consulting Inc.</b> 3160 Tremont Ave. Trevose, Pa. 19053	30 30	30 30	2 2	Employee benefits consultation and wellness programs that lower health risk and drive down healthcare cost	Neil J. Model president
20	<b>Creative Benefits Inc.</b> 16 Campus Blvd., Suite 125 Newtown Square, Pa. 19073	28 31	36 40	1 2	Specializing in the design and full-service administration of employee benefit plans. Also integrate wellness programs with the group medical	Ruth A. Graham president
21	<b>CBIZ Benefits &amp; Insurance Services Inc.</b> 401 Plymouth Road Plymouth Meeting, Pa. 19462	25 1,030	66 5,200	1 150	Insurance benefits, payroll, human capital services, and accounting	Marc Zanger president
22	<b>Brokerage Concepts Inc.</b> 1021 W. 8th Ave. King of Prussia, Pa. 19406	11 15	240 245	3 6	Group medical, dental, life, vision, individual life, disability insurance, LTC and annuities	Bobby Ahrens EVP operations
23	<b>Tegler McHenry &amp; Associates Inc.</b> 1615 West Chester Pike, Suite 104 West Chester, Pa. 19380	9 40	24 25	1 1	Employee benefits consulting and plan management services	Albert W. Tegler Jr. president
24	<b>Crawford Advisors</b> 555 E. Lancaster Ave., Suite 640 Radnor, Pa. 19087	8 55	8 55	1 2	Strategic benefit planning, benchmarking employee contribution strategies, competitive bidding and vendor management renewal negotiations	John A. Cellucci managing director
25	<b>eXude Benefits Group Inc.</b> 2218 Race St. Philadelphia, Pa. 19103	6 6	23 24	1 2	Health and wellness programs and retirement plans	Marcos R. Lopez president/CEO