



Towers Watson Benefits Administration

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Benefits Administration Vendor Assessment for Towers Watson is a comprehensive assessment of Towers Watson's benefits administration offering and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of benefits administration and identifying vendor suitability for benefits administration RFPs
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the benefits services sector.



Key Findings & Highlights

Towers Watson is a U.S.-headquartered professional services organization providing benefits outsourcing services. Its benefits administration offering varies by region. In North America, the company's services include DC administration and H&W administration, including healthcare exchanges. In Europe, Asia-Pacific and Latin America, Towers Watson's offering mainly consists of DB administration, DC administration and flexible benefits administration.

The U.S. accounts for ~50% of its benefits administration revenues. The U.K. and Ireland are Towers Watson's second-strongest market, accounting for ~30% of revenues. The remainder of the company's revenues are generated in Canada, Germany, Belgium, Switzerland, Hong Kong, Brazil and Mexico.

Towers Watson's targeting for benefits administration services vary by region. In the U.S. it primarily targets large market organizations with more than 10k employees. In Europe the company targets organizations with more than 3k employees for its services.

Globally, Towers Watson has ~750 clients and 7.7m participants across its benefits administration business.

Scope of the Report

The report provides a comprehensive and objective analysis of Towers Watson's benefits administration offering, capabilities and market and financial strength, including:

- Identification of the company's strategy, emphasis and new developments
- Analysis of the company's strengths, weaknesses and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base, including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization, including the geography of delivery locations.

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Report Length

24 pages

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Benefits Administration Vendor Assessments Also Available for:

ADP, Aon Hewitt, Capita, Ceridian, Fidelity, Mercer, Secova, T. Rowe Price and Xerox