

ADP H&W Services

Vendor Assessment

April 2015

by Amy L. Gurchensky HRO Research Analyst NelsonHall

20 pages







Who Is This Vendor Assessment For?

NelsonHall's H&W Services Vendor Assessment for ADP is a comprehensive assessment of ADP's H&W offering and capabilities, designed for:

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



Key Findings & Highlights

ADP is a U.S. headquartered benefits administration provider whose heritage stems from payroll processing.

The company's H&W service offering includes H&W administration, spending account administration (including FSAs, HSAs, HRAs, and commuter benefits), COBRA administration, and leave administration.

Other services that can be included within its H&W offering include dependent verifications, total compensation statements, carrier enrollment, employee communications, health and wellness services, and strategic advisory services.

In general, ADP primarily targets mid-market organizations with 500 – 10k employees in the U.S., with minimal activity in Canada.

ADP serves ~8.3m H&W participants and ~12.5m lives. Approximately 3m participants came from SHPS.

Scope of the Report

The report provides a comprehensive and objective analysis of ADP's H&W 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 location of delivery locations.



Contents

| 1. | Background |
|----|--------------------------------------|
| 2. | Revenue Summary |
| 3. | Key Offerings |
| 4. | Delivery Capability and Partnerships |
| 5. | Target Markets |
| 6. | Strategy |
| 7. | Strengths & Challenges |
| | 7.1 Strengths |
| | 7.2 Challenges |
| 8. | Outlook |
| | |

Report Length

20 pages

Report Author

Amy L. Gurchensky amy.gurchensky@nelson-hall.com

Benefits Administration Vendor Assessments Also Available for:

Aon Hewitt Ceridian Empyrean Benefit Solutions Fidelity Mercer Morneau Shepell Secova Towers Watson WageWorks Xerox

3