

# ERP

401(k) PLANS  
 DEFINED CONTRIBUTION PLANS  
 CASH BALANCE/DEFINED BENEFIT PLANS  
 NON-QUALIFIED PLANS

ACTUARIES & CONSULTANTS

## ERP VS. BUNDLED PROVIDERS

When evaluating the benefits of the ERP Solution and a bundled provider, there really is no comparison when it comes to maximizing a client's tax savings opportunities and minimizing their compliance liability.

Here is how ERP stacks up against bundled providers:

ERP ACTUARIES & CONSULTANTS	BUNDLED PROVIDERS
<p><b><u>FULL 360° PAYROLL INTEGRATION</u></b></p> <p>ERP can offer "Full 360° Payroll Integration" with a fund provider, thereby achieving a more convenient, successful plan experience.</p>	<p><b><u>FULL 360° PAYROLL INTEGRATION</u></b></p> <p>Bundled providers still claim to be the only automated, turn-key 401(k) option available. And, although their automated system may sound appealing, it is often this automation that severely limits their ability to customize a 401(k) plan that will best meet your clients' tax savings and retirement goals.</p>
<p><b><u>"BEST OF THE BEST"</u></b></p> <p>ERP's strategic, partnership approach provides your clients with the added advantage of receiving a "best of the best" solution to achieving their retirement goals. ERP, the payroll provider, fund provider and financial advisor can each be selected by the plan sponsor as an all-star line up of the best, qualified professionals in the industry. And, there would be a seamless transition should the plan sponsor choose to change one of the providers.</p>	<p><b><u>"ONE STOP SHOP"</u></b></p> <p>Although a bundled provider's "one stop shop - 401(k) in a box" system may appear to be convenient, the plan sponsor is saddled with what that one provider has to offer.</p>
<p><b><u>PLAN DESIGN OPTIONS</u></b></p> <p>Recognized for delivering <i>superior</i>, customized plan designs, the experienced and innovative professionals at ERP will design, create and proactively refine a retirement plan to meet your client's specific goals and needs.</p>	<p><b><u>PLAN DESIGN OPTIONS</u></b></p> <p>A bundled provider's systems and processes are typically cookie cutter, designed to handle high volume. They are often not equipped to incorporate even the most subtle modifications to their systems, thereby limiting your clients' opportunities for increased tax deductions and retirement savings.</p>
<p><b><u>COST-EFFECTIVENESS</u></b></p> <p>A plan fiduciary is required to review the <i>value</i>, in addition to, the administrative cost of the plan. It is far more important that a plan is appropriately designed to meet the objectives of the plan's participants and is being serviced in a manner that complies with the various rules and regulations that govern these plans. Proven value is why plans stay with the advisor almost twice as long when serviced by an unbundled plan consultant.</p>	<p><b><u>COST-EFFECTIVENESS</u></b></p> <p>When evaluating fees, the cost of a bundled solution is about the same or even more expensive than the fees charged by ERP. Plus, many bundled providers offer very limited 401(k) platforms.</p>
<p><b><u>PARTNERSHIP, EXPERTISE &amp; COMPLIANCE ACCOUNTABILITY</u></b></p> <p>Your primary contact person at ERP is an experienced, credentialed professional who becomes a strategic partner with you and your clients offering them a comprehensive approach to fulfilling all of their retirement planning needs. In addition, ERP's Pension Consultants continually monitor the ever-changing tax rules and regulations to ensure your clients' plans remain compliant at all times.</p>	<p><b><u>PARTNERSHIP, EXPERTISE &amp; COMPLIANCE ACCOUNTABILITY</u></b></p> <p>Bundled providers give your clients an 800 number and a customer service representative who very often has limited experience with Qualified Plans. Plans also often fall short on compliance issues simply due to the lack of attention to the plan.</p>

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