

# THE LIST

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## EMPLOYEE BENEFITS SERVICES FIRMS

RANKED BY NUMBER OF EBS EMPLOYEES

Rank	Business name (prior year rank) Website	Address Phone	Local EBS empl.	Local empl.	Services offered	Top local executive
1	<b>Willis Towers Watson</b> ① willistowerswatson.com	600 Grant St. #4940 Pittsburgh, PA 15219 412-497-3000	175	332	Corporate risk and broking, human capital and benefits, exchange solutions, investment, risk and reinsurance	David Eisenreich
2	<b>Northwestern Mutual</b> ② pittsburgh.nm.com	600 Grant St. #3550 Pittsburgh, PA 15219 412-281-5540	104	276	Brokerage and consulting of employee benefit programs, group insurance, retirement planning	Kevin Miller, kevin.e.miller@nmfm.com; Kevin Sweeney, kevin.sweeney@nm.com
3	<b>GEM Group Inc.</b> ③ gemgroupip.com	1200 3 Gateway Center Pittsburgh, PA 15222 412-471-2885	98 <sup>1</sup>	NA	Fund admin., self-directed/401(k) record keeping, consulting, health claims processing, multiemployer benefit software	James Bell
4	<b>Central Data Services Inc./CDS Administrators Inc.</b> ④ cdsadministrators.com	5 Hot Metal St. #200 Pittsburgh, PA 15203 412-432-1125	91	91	Employee benefit plan admin. (TPA services), health/welfare, claims admin., pension, 401(k), annuity, retiree VEBA plans, WRA/HSA admin.	Jeff Queen, jeffq@cdsadministrators.com; Elizabeth Queen, bqueen@cdsadmin.com
5	<b>Buck Consultants LLC</b> ⑤ xerox.com/hrconsulting	11 Stanwix St. #700 Pittsburgh, PA 15222 412-281-2506	67	71	Retirement, health/productivity, actuarial, HR portals, compensation, Buck Global Investment Advisors, administration, communications	Thomas Tomczyk, thomas.tomczyk@xerox.com
5	<b>Mercer</b> ⑥ mercer.com	6 PPG PL #400 Pittsburgh, PA 15222 412-355-8800	67	81	Health/benefits, retirement, talent, investments, benefits administration	Scott Kiper, scott.kiper@mercer.com; Tim Gaab, tom.gaab@mercer.com; Jessica Kachur, jessica.kachur@mercer.com
7	<b>Henderson Brothers Inc.</b> ⑦ hendersonbrothers.com	920 Fort Duquesne Blvd. Pittsburgh, PA 15222 412-261-1842	60	150	Health, welfare/retirement brokerage and consulting, strategic health care planning, actuarial, compliance, HR/benefits administration solutions, private exchange	Tom Grealish, tbgrealish@hendersonbrothers.com; Thomas Philbin, tphilbin@hendersonbrothers.com; Beth Essey, baessey@hendersonbrothers.com
8	<b>Managed Care of America Inc./MCA Administrators Inc.</b> ⑧ mcoa.com	1910 Cochran Rd., Manor Oak 2 #605 Pittsburgh, PA 15220 412-922-2803	55	55	Third-party admin. services for health/welfare benefits, eligibility, claim audit/review, stop loss review/admin., wellness, employee communications, life/health insurance	Charles Davidson; Daniel Riston, driston@mcoa.com; Cathy Dickson, cdickson@mcoa.com
9	<b>Dunbar, Bender &amp; Zapf Inc.</b> ⑨ dbzinc.com	437 Grant St. #1100 Pittsburgh, PA 15219 412-263-0102	49	56	Plan design/implementation, defined contribution record keeping admin., defined benefit actuarial services, compliance, govt. forms, consulting	Mark Dunbar, mdunbar@dbzinc.com
10	<b>Babb Inc.</b> ⑩ babbins.com	850 Ridge Ave. Pittsburgh, PA 15212 800-892-1015	35	70	Well-being programs, compliance, third-party admin., web-based benefits, retirement, life insurance, empl. assistance, HR consulting	Russell Livingston, rml@babbins.com
11	<b>Cowden Associates Inc.</b> ⑪ cowdenassociates.com	4 Gateway Center, 444 Liberty Ave. #605 Pittsburgh, PA 15222 412-394-9330	32	32	Compensation, benefits, retirement plans	Elliot Dinkin, elliotd@cowdenassociates.com
11	<b>First Niagara Risk Management</b> ⑪ firstniagara.com/benefitsconsulting	11 Stanwix St. #100 Pittsburgh, PA 15222 855-285-5153	32	47	Forecasting, wellness, health care compl., benefits exchange, analytics, actuarial support, oversight/admin./tech. solutions, empl. education, ACA mgmt.	William Hartz, william.hartz@fnrm.com
11	<b>JRG Advisors LLC</b> ⑪ jrgadvisors.net	7000 Stonewood Dr. #251 Wexford, PA 15090 412-456-7000	32	34	Employee benefits, employer services, business and personal lines insurance, financial and retirement planning	Jessica Galardini, jessica.galardini@jrgadvisors.net; Richard Galardini, rick.galardini@jrgadvisors.net; Amy Broadbent, amy.broadbent@jrgadvisors.net
14	<b>Liberty Insurance Agency</b> ⑭ libertyins.com	1910 Cochran Rd., Manor Oak 2 #800 Pittsburgh, PA 15220 412-571-5700	31 <sup>1</sup>	89	Employee benefits brokerage/consulting, plan design and implementation including health, disability, life, dental, vision, COBRA, 401(k)	Kévin Heher, kevinheher@libertyins.com; Daniel DeStefano, dandestefano@libertyins.com
15	<b>HUB/HDH Group</b> ⑮ hdhgroup.com	210 6th Ave., 30th FL Pittsburgh, PA 15222 412-391-7300	30 <sup>1</sup>	95	Health care reform analysis, benefits consulting, health/productivity, claims data analysis, funding alternatives, compliance, HR consulting	Tony Kocis, tony.kocis@hubinternational.com; Kathy Davies, kathy.davies@hubinternational.com; Vince Maromonte, vince.maromonte@hubinternational.com
16	<b>Metro Benefits Inc.</b> ⑯ metrobenefts.com	8150 Perry Hwy. #311 Pittsburgh, PA 15237 412-847-7600	28	28	401(k) retirement plan administration, compliance testing, plan documents, actuarial services	Diane Barton, diane@metrobenefts.com; Russell Smith, russ@metrobenefts.com; Leigh Lewis, leigh@metrobenefts.com
17	<b>Seubert &amp; Associates Inc.</b> ⑰ seubert.com	1010 Ohio River Blvd. Pittsburgh, PA 15202 412-734-4900	26 <sup>1</sup>	110	Health/welfare plan consulting, strategic wellness initiatives, compliance support, data analysis, prevailing wage fringe benefit programs	Brian Long, blong@seubert.com; Brandon Mueller, bmueller@seubert.com
18	<b>Aon</b> ⑱ aon.com/pittsburgh	EQ Plaza, 625 Liberty Ave., 10th FL Pittsburgh, PA 15222 412-594-7500	25	70	Health and benefits, talent, retirement, benefits administration, communications, executive benefits, compensation, HR management consulting	Sherri Graskal, sherri.graskal@aon.com
19	<b>Duncan Financial Group LLC</b> ⑲ duncangrp.com	311 Main St. Irwin, PA 15642 724-863-3420	22	70	Health/dental/vision, health reimbursement/savings, high-deductible, self-funded, group life/accident, COBRA admin., voluntary benefits, group disability, Section 125, individual life, accident, health, disability, annuities, Medicare, long-term care	John Duncan, jduncan@duncangrp.com; David Duncan
19	<b>TJS Insurance Group</b> ⑲ tjsins.com	1301 Grandview Ave., Trimont Plz. #400 Pittsburgh, PA 15211 412-395-4000	22	45	Employee benefit consulting, benefits compliance, Medicare, 401(k) retirement, commercial property casualty, personal lines	Richard Farrell Jr., rfarrell@tjsins.com
21	<b>Alliant Insurance Services/Sagewell Partners</b> ㉑ alliant.com	1501 Reedsdale St. #403 Pittsburgh, PA 15233 412-863-4580	19	29	Insurance and risk management, including property/casualty insurance, disability/life benefit plans, absence management, HR consulting services	David Osterhaus
22	<b>Principal Financial Group</b> ㉒ principal.com	1001 Liberty Ave. #300 Pittsburgh, PA 15222 412-394-9300	16	45	Retirement plan design consulting, actuarial services, international consulting, admin., record keeping	Mike Clark
22	<b>RiversEdge Advanced Retirement Solutions</b> ㉒ riversedget.com	601 Broad St. #100 Sewickley, PA 15143 412-246-9222	16	16	Plan design/implementation, defined contribution plan, daily valuation, open architecture, recordkeeping/admin., compliance/government forms, consulting, participant services, including website/call center	Paul Palguta, ppalguta@riversedget.com
22	<b>USI Affinity</b> ㉒ usiaffinity.com	2000 Oxford Dr. #520 Bethel Park, PA 15102 412-851-5200	16	16	Lawyers' liability, empl. benefits, life/disability, voluntary benefits, auto/home, office property/liability, empl. practices liability, workers' comp., cyber liability	Sandy Niespodzianski, sandy.niespodzianski@usiaffinity.com
25	<b>Pensionmark</b> ㉔ pensionmark.com	115 VIP Dr. #120 Wexford, PA 15090 800-480-5190	15 <sup>1</sup>	NA	Qualified/nonqualified retirement plan advisory, fiduciary consulting, executive benefits, health/wellness plan consulting, TPA, record keeping	Mero Capo, mero.capo@pensionmark.com; Kevin Buckley, kevin.buckley@pensionmark.com

<sup>1</sup> Did not respond by deadline. Data is from last year's list.

### ▶ JUST MISSED

Rank	Company	No.
26	Arthur J. Gallagher & Co.	13
27	Huntington Insurance Inc.	12
27	Simpson   McCrady	12
29	Keystone Benefits Group	9
30	Actuarial Data Inc.	7
30	First National Insurance Agency LLC	7

# 1,160

Total number of employee benefits employees at the top 25 firms on The List.

### ABOUT THE LIST

Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Pittsburgh Business Times. Only those that responded to our inquiries this year or last year were listed. In case of ties, companies are listed alphabetically. Additional content about listed companies and firms that did not make the list is available online.

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### WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email Ethan Lott at [elott@bizjournals.com](mailto:elott@bizjournals.com).

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