

NY Area's Largest Benefits Consulting Firms

Ranked by number of area professionals

Rank	Firm	Head of NY office/ Phone/Web site	New York area professionals		Firmwide professionals		Services (% of each)											% of clients in NY area	Compensation
			2009 ¹	2008 ¹	2009 ¹	2008 ¹	Administrative consulting	Benefits administration	Communications	Compensation consulting	Human resources consulting	Outsourcing	Retirement/savings plans	Technology consulting	Welfare plan consulting				
1	Mercer 1166 Sixth Ave. New York, NY 10036	<i>Mindy Fox</i> New York metro market leader (212) 345-7000/www.mercer.com	737	743	18,900	19,094	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a	By project, commissions, fixed fees, hourly rates, retainer		
2	Deloitte ³ 25 Broadway New York, NY 10004	<i>Michael Niciforo</i> Northeast human capital leader (212) 436-2000/www.deloitte.com/us	620	505	11,300	10,300	✓	✓	✓	✓	✓	✓	✓	✓	25%	By project, fixed fees, hourly rates			
3	Towers Watson ⁴ 875 Third Ave. New York, NY 10022	<i>Craig Adams</i> Managing consultant (212) 725-7550/www.towerswatson.com	588	n/a	11,150	n/a	✓	✓	✓	✓	✓	✓	✓	✓	n/a	By project, fixed fees, hourly rates, retainer			
4	Buck Consultants 1 Penn Plaza New York, NY 10119	<i>Michael T. Horton</i> Managing director, New York metro region (212) 330-1000/www.buckconsultants.com	420	420	2,000	2,000	✓	✓	✓	✓	✓	✓	✓	✓	n/a	By project, commissions, fixed fees, hourly rates			
5	Segal Co. 333 W. 34th St. New York, NY 10001	<i>Jonathan A. Parker, Dan Fries</i> Senior vice presidents (212) 251-5000/www.segalco.com	332	n/a	746	n/a	✓	✓	✓	✓	✓	✓	✓	✓	36%	By project, hourly rates, retainer			
6	Aon Consulting Inc. 199 Water St. New York, NY 10038	<i>Kristine Klepper</i> Senior vice president (212) 441-2000/www.aon.com	325	325	6,300	6,300	✓	✓	✓	✓	✓	✓	✓	✓	n/a	By project, commissions, fixed fees, hourly rates, retainer			
7	USI Insurance Services 470 Park Ave. South New York, NY 10016	<i>Michael S. Grant</i> President, New York (212) 842-3400/www.usi.biz	249	256	2,900	3,500		5%	5%		5%	5%	15%		65%	90%	By project, commissions, fixed fees		
8	NFP 340 Madison Ave. New York, NY 10173	<i>Jessica M. Bibliowicz</i> Chairman, president and chief executive (212) 301-4000/www.nfp.com	232	205	2,500	3,000	✓	✓	✓	✓	✓	✓	✓	✓	n/a	By project, commissions, fixed fees, hourly rates, retainer			
9	Westminster U.S.A. Ltd. 4 W. Red Oak Lane White Plains, NY 10604	<i>Craig A. Miller</i> President (914) 697-5000/---	210	228	210	228	5%	10%	4%	17%	12%	8%	20%	4%	20%	70%	By project, fixed fees, hourly rates, retainer		
10	PricewaterhouseCoopers 300 Madison Ave. New York, NY 10017	<i>Ed Donovan</i> Principal (646) 471-3000/www.pwc.com	155	140	6,000	6,000	✓	✓	✓	✓	✓	✓	✓	✓	n/a	By project, fixed fees, hourly rates, retainer			
11	Chernoff Diamond & Co. 990 Stewart Ave. Garden City, NY 11530	<i>Alexander A. Chernoff</i> President (516) 683-6100/www.chernoffdiamond.com	108	106	108	106	1%	1%	4%	9%	5%		37%	2%	41%	65%	By project, commissions, fixed fees, hourly rates, retainer		
12	Gallagher Benefit Services Inc. 770 Lexington Ave. New York, NY 10065	<i>Kent E. Lonsdale</i> Executive vice president (212) 755-0800/www.gallagherbenefits.com	100	106	1,422	1,438	✓		✓	✓	✓	✓	✓	✓	n/a	By project, commissions, fixed fees, retainer			
13	Geller Group 462 Seventh Ave. New York, NY 10018	<i>Alan R. Pfeiffer</i> Managing director (212) 268-5700/www.gellergroup.com	84	109	84	109	10%						85%		5%	80%	By project, commissions, fixed fees, hourly rates, retainer		
13	HUB International Northeast 1065 Sixth Ave. New York, NY 10018	<i>Joseph Torella</i> President, employee benefits division (212) 338-2000/www.hubinternational.com	84	83	411	405	95%								5%	85%	By project, commissions, fixed fees, retainer		
15	Milliman Inc. 1 Penn Plaza New York, NY 10119	<i>John W. Ehrhardt</i> Principal, consulting actuary (646) 473-3000/www.milliman.com	75	89	1,975	1,750	✓	✓	✓	✓	✓	✓	✓	✓	n/a	By project, fixed fees, hourly rates, retainer			
16	Schloss & Co. 1400 Old Country Road Westbury, NY 11590	<i>Eugene Schloss</i> President (516) 333-2800/www.schlossco.com	54	58	54	58	✓	✓	✓				✓	✓	75%	By project, commissions, fixed fees, hourly rates, retainer			
17	T&H Benefits ⁵ 320 W. 57th St. New York, NY 10019	<i>Richard J. Fleder</i> President (212) 603-0372/www.thesco.com	52	52	58	58					5%	9%			86%	87%	By project, commissions, fixed fees, hourly rates, retainer		
18	Hay Group 2310 Plaza Five Jersey City, NJ 07311	<i>Michael Ippolito</i> Managing director, Northeast region (201) 357-8400/www.haygroup.com	50	42	1,200	1,212		✓		✓	✓		✓			80%	By project, fixed fees, hourly rates, retainer		
18	Travers O'Keefe 11 Hanover Square New York, NY 10005	<i>Richard A. Travers</i> Chief executive (212) 742-7900/www.travers-okeefe.com	50	50	56	56	5%	8%	3%		5%	7%	5%	5%	62%	70%	By project, commissions, fixed fees, hourly rates, retainer		
20	Kinloch Consulting Group 25 Melville Park Road Melville, NY 11747	<i>Michael T. Palumbo</i> President and chief executive (516) 496-0500/www.kinlochholdings.com	35	35	50	50	✓	✓	✓			✓	✓		✓	90%	By project, commissions, fixed fees, hourly rates		

NIA Group, which ranked 12th on last year's list, declined to respond to this year's survey. The firm was acquired by Marsh & McLennan Agency in December 2009.
 New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that the listings are complete. To qualify for this list, firms must have an office in the New York area. All information was supplied by the firms. In case of tied figures, companies are listed alphabetically under the same ranking number. n/a Not available. n/d Not disclosed. ✓ Signifies that a company offers consulting services in that category. 1-Full-time and full-time-equivalent professionals as of Dec. 31. Number does not include secretarial, clerical or back-office employees. 2-Includes executive plans. 3-Includes its subsidiaries. 4-Towers Perrin and Watson Wyatt merged on Jan. 1, 2010. All 2009 numbers reflect the merger. 5-Thesco Benefits changed its name to T&H Benefits in February 2010. Research: Denise Southwood, Maia Blume, Emily Laerner and Blaire Porter