

## TOP ENTERPRISE-LEVEL PAYROLL DEALS

BUYER	PROVIDER COMPANY	CONTRACT DATE	NUMBER OF EMPLOYEES	LENGTH
<b>Wachovia Corporation</b> Comments: The deal included the transfer of 165 Wachovia employees to Hewitt, which already had a long-standing relationship with the client.	<b>Hewitt</b>	<b>Aug. 2005</b>	<b>More than 90,000</b>	<b>7 years</b>
<b>BT</b> Comments: A renewal of one of the largest contracts ever signed, the deal covered payroll among numerous other HR towers.	<b>Accenture</b>	<b>Feb. 2005</b>	<b>87,000</b>	<b>10 Years</b>
<b>GM Europe</b> Comments: Together with Affiliated Computer Services, Inc., ARINSO People Services signed an HRO services contract with General Motors Europe.	<b>ARINSO/ACS</b>	<b>N/A</b>	<b>75,000</b>	<b>N/A</b>
<b>DuPont Corporation</b> Comments: One of the biggest end-to-end HROs ever, this deal also included payroll services for about 60,000 employees around the world.	<b>Convergys</b>	<b>Nov. 2005</b>	<b>60,000</b>	<b>13 years</b>
<b>ING</b> Comments: Deal covers approximately 52,000 employees and retirees through ARINSO People Services.	<b>ARINSO</b>	<b>N/A</b>	<b>52,000</b>	<b>N/A</b>
<b>Sodexo</b> Comments: As part of the deal, the company took over all payroll processing in Germany, including data input, calculation of payments, and system maintenance.	<b>ARINSO</b>	<b>N/A</b>	<b>34,500</b>	<b>N/A</b>
<b>Mervyns</b> Comments: Mervyns chose Hewitt after the client was spun off and needed a quick and cost-effective payroll solution as well as other HRO services such as defined benefits and health and wealth.	<b>Hewitt</b>	<b>July 2005</b>	<b>More than 29,000</b>	<b>7 years</b>
<b>The Thomson Corporation</b> Comments: Payroll was just part of this multi-silo deal, which included benefits, compensation, learning and development, and recruiting for Thomson's 28,000 employees in the U.S.	<b>Hewitt</b>	<b>Feb. 2005</b>	<b>28,000</b>	<b>5 years</b>
<b>Blackstone Real Estate Group (LXR Luxury Resorts/Extended Stay Hotels)</b> Comments: The deal covers 30,000 licenses for hosted payroll services including health and welfare.	<b>ADP</b>	<b>N/A</b>	<b>24,000</b>	<b>7 years</b>
<b>ISS</b> Comments: ARINSO designed, built, and operates ISS' shared-services center, operating all HR administrative processes for its 22,000 Dutch employees.	<b>ARINSO</b>	<b>N/A</b>	<b>22,000</b>	<b>N/A</b>
<b>Unilever Netherlands</b> Comments: A deal that could be a precursor to a broader outsourcing deal between the two companies.	<b>ARINSO</b>	<b>N/A</b>	<b>18,000</b>	<b>N/A</b>
<b>Rockwell Automation</b> Hewitt provides workforce administration, health and welfare, and defined benefit services in addition to payroll for Rockwell Automation's 15,000 U.S. employees.	<b>Hewitt</b>	<b>Jan. 2005</b>	<b>15,000</b>	<b>15 years</b>
<b>Rohm and Haas Company</b> Comments: Hewitt and Rohm and Hass expand on a relationship that dates back to 1993.	<b>Hewitt</b>	<b>July 2005</b>	<b>More than 12,000</b>	<b>N/A</b>

## TOP MID AND SMALL MARKET PAYROLL DEALS

BUYER	PROVIDER COMPANY	CONTRACT DATE	SIZE	LENGTH
<b>Innovene</b> Comments: Deal calls for delivery of a global HR SAP platform and payroll services for more than 8,000 employees across North America, Europe, and Asia.	<b>ARINSO</b>	<b>Sept. 2005</b>	<b>8,000</b>	<b>N/A</b>
<b>Neenah Paper</b> Comments: Ceridian integrates U.S. and Canadian payroll on one platform as part of this deal.	<b>Ceridian</b>	<b>June 2005</b>	<b>2,400</b>	<b>N/A</b>

## FEATURE: TOP PAYROLL DEALS

BUYER	PROVIDER COMPANY	CONTRACT DATE	SIZE	LENGTH
<b>Worldspan</b> Comments: Ceridian is providing HR/payroll web, self service, time and attendance, recruiting, and unemployment compensation as a part of the deal.	<b>Ceridian</b>	<b>Dec. 2005</b>	<b>1,950</b>	<b>3 years</b>
<b>Maui Land &amp; Pineapple/Kapalua Resorts</b> Comments: In addition to payroll, Ceridian provides HR payroll web, tax filing, professional services, and time professional and self-service sourcing; now considering outsourcing recruiting.	<b>Ceridian</b>	<b>Aug. 2005</b>	<b>1,200</b>	<b>1 year</b>
<b>PGGM</b> Comments: The contract covers all payroll-related services based on ARINSO's integrated payroll services offering. ARINSO operates and maintains PGGM's payroll system.	<b>ARINSO</b>	<b>Jan. 2005</b>	<b>1,200</b>	<b>N/A</b>
<b>Plus One Holdings, Inc.</b> Comments: Services include payroll processing and 24/7 web-based Human Resource Management System (HRMS) and benefits administration.	<b>CheckPoint HR</b>	<b>Aug. 2005</b>	<b>700</b>	<b>N/A</b>
<b>Forman Industries, Inc.</b> Comments: Same services as those offered to CheckPoint HR's Plus One Holdings account.	<b>CheckPoint HR</b>	<b>July 2005</b>	<b>300</b>	<b>N/A</b>
<b>Bobst Group USA, Inc.</b> Comments: Services include the provider's Payroll Plus package plus a powerful suite of recruiting tools.	<b>CheckPoint HR</b>	<b>Aug. 2005</b>	<b>250</b>	<b>N/A</b>
<b>Ideal Image</b> Comments: Services include payroll processing; benefits, workers' comp; unemployment; compensation planning; reorganization and development; corporate training and development; handbooks; job descriptions; and designated human capital consulting.	<b>Advantec</b>	<b>March 2005</b>	<b>200</b>	<b>1 year</b>

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