

2005 Health & Wealth Deals

A glance at key HRO deals executed last year in which health and wealth is a major component. Many are part of a larger enterprise-wide contract that covers other HR functions. Deals are in alphabetical order.

BUYER	PROVIDER	DATE OF CONTRACT	LENGTH OF CONTRACT	CONTRACT PRICE	EMPLOYEES COVERED
BASF Outsourced functions include integrated workforce effectiveness services such as compensation planning, performance management, talent management, and learning management; payroll timekeeping and attendance; personnel administration; employee records; HRIS management; health and welfare; defined benefit; and defined contribution plans.	Fidelity	Jan. 2005	5 years	N/A	20,000
BT Outsourced services include customer contact/call center; recruitment; pension administration; payroll and benefits administration; performance management administration; health and safety; HR advisory; and information services.	Accenture	Aug. 2005	10 years	\$575 Million	97,000
Cisco Systems The contract calls for maintaining ongoing administration, determining eligibility, process enrollment, and responding to employee inquiries. It covers all Cisco group plans including medical, dental, vision, prescription drug, managed behavioral health, flexible spending accounts, COBRA, and other items.	ACS	May 2005	3 years	N/A	29,000
Dana Corporation The deal covers 70,000 current and retired workers in North and South America and Europe, and includes administrative services for payroll and benefits.	IBM	April 2005	10 years	N/A	70,000
Delta Airlines Compensation and benefits administration for Delta's North American employees and retirees is a key component to this agreement.	ACS	Feb. 2005	7 years	\$129 Million	N/A
DuPont Benefits administration and integrated health services are just part of this massive deal.	Convergys	Nov. 2005	13 years	\$1.1 Billion	70,000
Marriott Services include workforce administration, benefits, compensation, recruiting, domestic relocation, and learning and development services.	Hewitt	Feb. 2005	N/A	N/A	133,000
Mervyns Hewitt provides HR, payroll, defined contribution (401k), and health and welfare administration services under this contract.	Hewitt	July 2005	7 years	N/A	29,000+
PepsiCo Services provided in the U.S. include workforce and benefits administration, payroll, and contact center support.	Hewitt	April 2005	10 years	N/A	70,000
PHH Corp. Ceridian performs a wide range of processes serving 8,000 PHH employees in the U.S. and Canada, including HR and payroll management, benefits, time and attendance, talent and acquisition management, COBRA, flexible spending account services, tax filing, work-life and employee assistance program (EAP), and HR compliance.	Ceridian	Nov. 2005	N/A	\$25 Million	8,000
Stanford University The contract includes a service center that is handling general questions about university medical plans and other benefits for employees.	ExcellerateHRO	Sept. 2005	7 years	N/A	15,500
Tenneco, Inc. Services covered include administration, participant interface, and eligibility for all medical plans, including PPOs and HMOs, pharmacy benefits, dental benefits, vision benefits, life insurance benefits, and disability benefits.	ACS	Sept. 2005	3 years	N/A	9,000
URS Corporation URS, the largest global engineering design firm and a leading U.S. federal government contractor, receives hosted payroll, HR and benefits administration including COBRA, FSA, and commuter benefits with ADP's self-service portal. URS also utilizes call-center support, screening, and selection services, and ADP printing services.	ADP	N/A	3 years	N/A	28,000
Whirlpool Benefits administration and other health and wealth benefits are among myriad services provided by Convergys in this massive deal.	Convergys	July 2005	10 years	N/A	68,000