

# Wells Fargo buys Minnesota payroll firm

May 11, 2004, 9:00am PDT Updated May 11, 2004, 12:01pm EDT

## My 401(k) Journey

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**Nationwide  
Financial®**

September 1, 2004

Nationwide Financial, the top qualified plan provider in the country<sup>1</sup>, selected Adam Kelly, president of The Dunn Company, Inc. to help build partnerships with payroll companies across the country.

Unique to the industry, this new program partners local payroll providers and local retirement plan administrators with Nationwide's comprehensive products and data integration capabilities. The program provides a more personalized payroll product and service offering compared to other payroll service providers.

"Adam has many years of experience in the payroll industry, including working at PayDay of Minnesota and Wells Fargo, and is responsible for building many successful payroll partnerships," said Michael Butler, senior vice president of NFS Distributors, Inc., the sales arm of Nationwide Financial. "He brings a wealth of knowledge about the payroll industry and will be an integral part of our selection and partnering process with the top independent payroll companies in the nation."

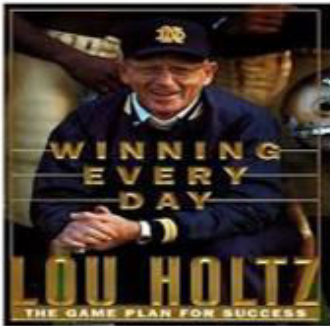
According to Kelly, "This new distribution channel will allow all partners, including investment professionals, third-party administrators and payroll companies, to work in harmony and collectively provide value-added services while maintaining their local presence."

**ING** 

  
**eOnlineBenefits.com**  
Solutions To Help Everyone Live a Better Life

## 401k eSolution

All plans administered by ePlan Services, Inc.



Adam Kelly Family

*"Coaches should coach,  
Players should play, and  
Administrators should administrate."*

- Lou Holtz

## 401k eSolution

All plans administered by ePlan Services, Inc.

**USA<sub>RX</sub>PLAN**  
FREE MEMBERSHIP PLAN

**247 Doctor Plan**  
MEMBER BENEFIT PLANS 



## PAYROLL *e*SOLUTION

Small Business Payroll at  $\frac{1}{2}$  The Price



Mark Gutrich

## The Right Partner, The Right Solutions

### Innovative Technology-Driven Outsource Solutions

ePlan Services is a premier provider of outsource solutions to the U.S. defined contribution industry. Our proprietary technology platform's demonstrated efficiencies power the most competitive solutions, with cost-effective services.

- Open Architecture Investment Platform
- Convenient & Intuitive Websites
- Flexible & Efficient Applications
- Superior Client Service

As one of the fastest growing 401(k) service providers in the country, ePlan Services supports the retirement businesses of organizations as diverse as regional third-party administrators and broker/dealers as well as Fortune 50 Banks and national payroll service providers.



### Targeted Solutions

Learn how our innovative service solutions can provide a better retirement plan experience for you and your clients

## Paychex Acquires ePlan Services



03 May 2011

**Acquisition of online provider of 401(k) outsource solutions expands growth opportunity in fee-based retirement services market**

Paychex, Inc. (NASDAQ: [PAYX](#)), a leading provider of [payroll](#), [human resource](#), and [benefits](#) outsourcing solutions for small- to medium-sized businesses, today announced it has completed the acquisition of ePlan Services, Inc., a provider of recordkeeping and administrative solutions to the defined contribution marketplace. ePlan Services, a privately held company founded in 1999, serves nearly 4,000 401(k) plans in all 50 states.



**Mark M. Gutrich**  
Managing Director

PLANADVISER  
**TOP100** Retirement  
Plan Adviser



Fiduciary Insight is an organization dedicated to assisting small business owners and their executive officers. As a Registered Investment Adviser (RIA), we provide services that range from providing investment benchmarking solutions to serving as the Plan's designated Fiduciary Adviser.

- **ERISA §3(38) Investment Manager:** Under this construct, the employer-plan sponsor delegates full discretion over the designation and management of the plan's investment options; whereby Fi401k performs as the plan's designated Investment Manager. Consequently, the employer-plan sponsor's sole responsibility is for demonstrating the prudence of Fi401k's appointment and remaining diligent in their oversight of Fi401k.

**Fiduciary Affirmation & Warranty**

**Fi401k Advisors, LLC will enter into a Plan Advisory Agreement with the employer-plan sponsor that expressly assumes fiduciary responsibility for selecting and monitoring the plan's investment options.** Furthermore, Fi401k's eFiduciary Adviser service is backed by a fiduciary "warranty" that is reinsured through an A-rated insurance company. As a result, the combination of our Plan Advisory Agreement and an Affirmative Fiduciary Endorsement will serve to protect employers and other plan fiduciaries from tangential liability – insulating them from third-party claims arising from issues related to the plan's investment selection and monitoring.

**Additionally, by delegating Fi401k Advisors as the plan fiduciary, we provide:**

- Investment Policy Statement (IPS) to establish framework for fiduciary **Prudence;**
- Deliver quarterly investment reporting to demonstrate fiduciary **Diligence;**
- Recommend Investment Option changes (as necessary) to affect fiduciary **Care;**
- Diminished liability related to investment selection & oversight!

		MA	\$670,942.00	15	ELV INC	gPAYCHEX LARK			(617) 621-3407	
	?????	MA	\$660,000.00	21	FRANK WALSH LANDSCAPE CO IN	gPAYCHEX LARK	FRANK WALSH		(781) 344-6771	
		MA	\$1,930,000.00	11	ELTON HAMPTON ARCHITECTS		Peter Nicholas Elton		(617) 708-1071	
		MA	\$960,000.00	6	ANDREW W DANYLUK MD PC	PAYCHEX LARK	ANDREW W DANYLUK MD PC		(413) 499-6405	
		MA	\$910,000.00	64	GORDON INDUSTRIES INC	gPAYCHEX LARK	Julian Gordon		(617) 269-5679	
		MA	\$1,780,000.00	14	RAREDON RESOURCES INC	gPAYCHEX LARK	Amy		(413) 586-0941	
		MA	\$3,330,000.00	110	EYC USA INC	gPAYCHEX LARK			(781) 848-2563	
		MA	\$840,000.00	10	METROPOLITAN EMPLOYMENT	PAYCHEX LARK	Carol Sawin		(978) 937-8887	
S 8-7-18	75W	MA	\$730,000.00	29	FREE FOOD INC	PAYCHEX LARK	David Troutman	<a href="mailto:david@scargoca">david@scargoca</a>	(508) 385-8200	RICH FISH F
	???????	MA	\$645,479.00	7	HAWK DESIGN INC	PAYCHEX 2017	HAWK DESIGN INC		(617) 242-8300	
	???????	MA	\$638,058.00	17	BOSTON OBSTETRICS GYNECOLO	PAYCHEX LARK	BOSTON OBSTETRICS GYNECOLOGY		(617) 566-1535	
S 8-7-18		MA	\$800,000.00	12W	NORTHEAST TRAFFIC CONTROL	ADP	SCOTT SPENCER	Beth Chartier	(508) 746-4450	<a href="mailto:sspencer@">sspencer@</a>
		MA	\$5,220,000.00	59	ECHOSTOR TECHNOLOGIES, INC.	PAYCHEX LARK	JEREMY DZIADOSZ		(508) 544-1313	
		MA	\$910,000.00	22	WOLFE LABORATORIES INC	gPAYCHEX LARK	JANET WOLFE		(617) 923-7600	

# 1. Confidentially Agreement