

RFP and Fee Benchmarking

James F. Gillen of Cambridge Investment Research is a member of **RPAG**, a national alliance of accomplished advisors whose precision and ingenuity produce enhanced value for sponsors and participants in qualified and non-qualified plans. RPAG's acclaimed technology platform outranks the industry in full-view metrics, safety-net compliance and clarity in communication. Today, RPAG is represented by over 400 member firms, serving 30,000 sponsors with over \$300 billion in collective assets under influence (as of 06/30/2016).

As a member of RPAG, James has access to dedicated Provider Search/Fee Benchmarking resources for investment management, recordkeeping services and fee comparisons, which helps plan sponsors to meet important fiduciary requirements while ensuring a best practices retirement plan.

Dedicated Focus

RPAG maintains an RFP/Benchmarking Department committed solely to performing provider searches. By leveraging RPAG's intellectual capital and robust consulting tools, James can lead plan sponsors through the benchmarking process—from the initial proposal requests to the final analysis, and even conversion management assistance (if and when warranted).

The source of data utilized to benchmark plan fees, services and investments is proprietary—developed and maintained in-house by full-time provider research analysts. Ultimately, the final report output documents whether current fees, services and investments are competitive with the marketplace, which helps plan fiduciaries meet their responsibilities as set forth by ERISA.

Key Attributes

- Since 2011, the RPAG **B3 Provider Analysis**™ system has received over 20,000 live pricing quotes from service providers and has produced over 5,000 benchmarking reports.
- On a semi-annual basis, the RPAG RFP Department collects updates from 100+ providers to ensure current data is maintained in its proprietary **B3 Provider Analysis**™ database.
- The final report output includes **400+ data points** in key areas including recordkeeping, investment management, compliance services, employee education and technology.
- A **Total Cost Analysis** shows bottom-line dollar amounts of incumbent and bidding providers, and includes **revenue sharing analysis** for full fee transparency.
- RPAG routinely meets with service providers to stay abreast of product enhancements and conducts site visits to ensure ongoing **qualitative due diligence**.
- RPAG's **B3 Provider Analysis**™ services can be applied to 401(k), 403(b), 457 and Non-Qualified plans ranging from under \$1,000,000 to over \$1,000,000,000.