



# RFP and Fee Benchmarking

[FIRM NAME] 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 retirement plans. RPAG's acclaimed technology platform outranks the industry in full-view metrics, safety-net compliance and clarity in communication. RPAG supports thousands of financial professionals across the U.S., who collectively serve over 152,000 plan sponsors, \$1.6+ trillion in assets under influence, and more than 12 million plan participants (as of 8/31/2024).

Through partnership with RPAG, [FIRM NAME] has access to dedicated provider search and 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 and benchmarking department committed solely to performing provider searches. By leveraging RPAG's intellectual capital and robust consulting tools, [FIRM NAME] can lead plan sponsors through the benchmarking process — from the initial proposal requests to the final analysis, and even conversion management assistance (if 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

- The RPAG Provider Analysis system receives over 9,000 live pricing quotes from service providers and produces over 2,500 benchmarking reports every year.
- On a semi-annual basis, the RPAG RFP department collects updates from 100+ providers to ensure current data is maintained in its proprietary Provider Analysis database.
- The final report output includes 600+ data points in key areas including recordkeeping, investment management, compliance services, cybersecurity, 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's proprietary RFP benchmarking process employs both **quantitative** and **qualitative** metrics. The final output is titled the **Provider Analysis** to represent the benchmarking of fees, services and investments in one comprehensive report. Features of the process include:

- Initial Needs Analysis
- RFP Questionnaire
- Response Compilation
- Total Cost Analysis
- Investment Opportunities Ranking
- Conversion Assistance
- Provider Contract Review & Negotiation
- Cybersecurity

- RPAG routinely meets with service providers to stay abreast of product enhancements and conducts site visits to ensure ongoing qualitative due diligence.
- RPAG's 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.

**For more information on benchmarking your plan and possibly lowering your fees, contact us at [PHONE] or [EMAIL].**

**About [FIRM]**

[INSERT FIRM DESCRIPTION HERE]

[ADDRESS] | [PHONE NUMBER] | [WEBSITE]  
[YOUR SECURITIES DISCLOSURE & COMPLIANCE CODE HERE]