

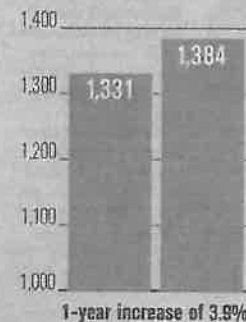
## Area's Largest Employee Benefits Firms

Ranked by employee benefits consultants in Mass.

Rank	Prior rank	Company	Employee benefits consultants in Mass.	Employees in Mass.	Total employees	No. of Mass. clients Total clients	Chief executive Title
1	1	Towers Watson 60 William St., Wellesley Hills 02481 (781) 237-9900 www.towerswatson.com	228	350	14,000	WND WND	Patricia O'Connor Managing consultant
2	2	Mercer 99 High St., Boston 02110 (617) 747-9500 www.mercer.com	125	1,400	19,090	WND 25,000	James McCaffrey Worldwide partner
3	3	Sentinel Benefits & Financial Group 55 Wilkins Brook Drive, Reading 01867 (781) 914-1200 www.sentinelgroup.com	117	127	129	1,880 2,750	John Canninale President, CEO
4	4	PricewaterhouseCoopers LLP 125 High St., Boston 02110 (617) 530-5000 www.pwc.com	111	2,183	163,000	WND WND	Barry Neuhos Managing partner
5	7	Strategic Employee Benefit Services 65 William St., Wellesley 02481 (781) 237-7070 www.wellesleystrategicabs.com	101	160	7,800	603 98,300	Kevin O'Connor President
6	8	Eastern Benefits Group 138 Cabot St., Beverly 01915 (508) 923-2415 www.easternbenefitgroup.com	85	300	317	465 670	Michael Ward Executive vice president
7	6	Northeastern Benefit Associates 1 Beacon St., Boston 02108 (617) 531-8555 www.nbastrategicabs.com	85	108	7,500	358 78,000	Charles Dainwood President
8	9	Buck Consultants 260 Franklin St., Boston 02110 (617) 275-8050 www.buckconsultants.com	48	50	1,800	180 4,000	Larry Reseman Principal, market leader
9	10	The Segal Co 116 Huntington Ave., Boston 02116 (617) 424-7337 www.segalco.com	48	57	928	WND WND	John Flynn and Andrew Shuman Senior vice presidents
10	18	Bostonian Group 4 Copley Place, Boston 02116 (617) 587-2300 www.bostoniangroup.com	45	82	92	298 329	James Blue Chairman, CEO
11	12	William Gallagher Associates 470 Atlantic Ave., Boston 02210 (617) 261-8700 www.WGAnet.com	43	156	185	825 340	Philip Edmundson Chairman, CEO
12	11	USI New England 12 Gill St., Woburn 01801 (860) 842-1218 www.usa.biz	40	125	3,400	500 60,000	Mark Smith CEO
13	15	Willis of Mass. Inc. 3 Copley Place, Boston 02116 (617) 437-8900 www.willis.com	31	180	20,000	358 38,000	Kirk Metcalf Managing partner
14	18	The Protector Group Insurance Agency Inc. 100 Front St., Worcester 01608 (508) 852-8500 www.protectorgroup.com	31	87	87	WND WND	Robert Vaudreuil President, CEO
15	16	CBIZ Tofias 350 Mass. Ave., Cambridge 02109 (617) 781-3600 www.cbiztomas.com	30	155	6,500	WND WND	Bernard Kaplan Managing director
16	14	Thorbahn 300 Crown Colony Drive, Quincy 02169 (617) 847-3900 www.thorbahn.com	30	45	45	190 210	John Thorbahn President
17	23	Summit Financial Corp. 91 Harwell Ave., Lexington 02421 (781) 229-9500 www.summitfinancialcorp.com	27	35	36	310 410	Joseph Bonavera President
18	19	Sapers & Wallack 275 Washington St., Newton 02458 (617) 225-2600 www.sapers-wallack.com	26	31	31	250 300	Awa Sapers CEO
19	21	Longfellow Benefits 118 Huntington Ave., Boston 02116 (617) 351-8050 www.longfellowbenefits.com	26	30	30	360 400	Joseph Gray Managing principal
20	17	East Coast Benefit Plans Inc. 2 Commercial St., Sharon 02067 (781) 451-8070 www.ecbp.com	25	27	27	84 98	Patrick Griffin Senior vice president
21	20	Aon Consulting 1 Federal St., Boston 02110 (617) 457-4618 www.aon.com	23	WND	6,300	WND WND	Susan Lawsach Cann Local market leader
22	23	HUB International New England LLC 299 Ballardvale St., Wilmington 01887 (978) 687-5100 www.hubinternational.com	24	24	4,500	900 20,000	Charles Brophy CEO
23	NR	Pearl Meyer & Partners 132 Tanglewood Road, Southborough 01722 (508) 460-8900 www.pearlmeyer.com	20	36	90	WND WIND	Matthew Slinner Senior managing director
24	24	EBS Capstone One Gateway Center, Newton 02458 (617) 244-3737 www.ebscapstone.com	20	25	25	150 180	Paul Rooney Managing partner
25	25	Benefit Management Inc. 1 Lyons Way, North Attleborough 02763 (508) 899-3060 www.benman.com	19	20	23	400 700	Joseph McGarry President

MASS. CONSULTANTS  
INCREASE

The number of Mass. employee benefits consultants for the largest 25 firms over the past two years.



Source: BBJ research

Trends:  
Mass. employers

A look at the largest Mass. employers on this year's list.

Rank	Firm	Mass. employees
1	PricewaterhouseCoopers	2,183
2	Mercer	1,400
3	Towers Watson	350
4	Eastern Benefits Group	300
5	Willis of Mass. Inc.	180
6	Strategic Employee Benefit Serv.	160
7	William Gallagher Associates	156
8	CBIZ Tofias	155
9	Sentinel Benefits & Financial Grp.	127
10	USI New England	125

1. Towers Watson was formed when Watson Wyatt Worldwide and Towers Perrin merged in January 2010. Tier ranked by employer in Mass. Source: BBJ survey. WND=Would not disclose.

Compiled by Patrick Lawlor and Sean McFadden

Next Week's List:  
50 Largest Accounting Firms

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