



Morneau Shepell H&W Services

Vendor Assessment

January 2015

by Amy L. Gurchensky
HRO Research Analyst
NelsonHall

12 pages





Who Is This Vendor Assessment For?

NelsonHall's H&W Services Vendor Assessment for Morneau Shepell is a comprehensive assessment of Morneau Shepell's H&W offering and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of H&W and identifying vendor suitability for H&W RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the H&W sector.



Key Findings & Highlights

Morneau Shepell is a Canadian headquartered provider of HR consulting and outsourcing services.

The company's H&W service offering includes H&W administration (including COBRA admin and spending account admin), EAP services, occupational health/wellness services, and leave of absence administration.

Morneau Shepell targets mid (5k-10k employees) and large market (>10k employees) organizations for its H&W services. By volume, ~60% of its H&W clients are from the mid-market and 40% are from the large market.

Morneau Shepell takes a horizontal approach to the H&W services market, serving both private and public sector clients.

Morneau Shepell serves 1.2m participants, including 400k healthcare marketplace participants.

Scope of the Report

The report provides a comprehensive and objective analysis of Morneau Shepell's H&W offering, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

Contents

1.	Background	
2.	Revenue Summary	
3.	Key Offerings	
4.	Delivery Capability and Partnerships	
5.	Target Markets	
6.	Strategy	
7.	Strengths & Challenges	
	7.1 Strengths	
	7.2 Challenges	
8.	Outlook	

Report Length

12 pages

Report Author

Amy L. Gurchensky

amy.gurchensky@nelson-hall.com

Benefits Administration Vendor Assessments Also Available for:

ADP

Aon Hewitt

Ceridian

Empyrean Benefit Solutions

Fidelity

Mercer

Secova

Towers Watson

Xerox