

PAYROLL PROVIDERS

Listed in alphabetical order • Compiled by Christopher Danzig • editors@workforce.com

**THE
HOT
LIST**

Company	Website	Revenue derived from payroll services for most recent four quarters	Number of client companies for payroll service in most recent four quarters	Average number of employees at each client company for which payroll services were provided*	Key clients
ADP	adp.com	Would not disclose**	537,000	60	Acuity Brands; Blue Cross and Blue Shield of Massachusetts; CarMax; Credit Suisse First Boston
COMPUPAY	compupay.com	Would not disclose	33,000	18	Would not disclose
KRONOS	kronos.com	Would not disclose	26,700	Would not disclose	Beaver Dam Community Hospitals; Charming Charlie; Fort HealthCare; St. Luke's Health System
MANGROVE SOFTWARE	emangrove.com	Would not disclose	4,000	450	Exotic Metals Forming; Remington College; Resort Inns of America; Austaco; RS Medical
PAYCHEX***	paychex.com	\$1.5 billion	564,000	16	Would not disclose
PAYLOCITY	paylocity.com	Would not disclose	7,000	110	Would not disclose
SUMTOTALSYSTEMS****	sumtotalsystems.com	Would not disclose	180	9,020	Accenture; British Airways; Rolls-Royce Motor Cars; Tulane University; Wells Fargo
ULTIMATE SOFTWARE	ultimatesoftware.com	\$227.8 million	2,200	2,500	Adobe Systems; Container Store; Revlon; Sony Music Entertainment; Texas Roadhouse
VALIANT WORKFORCE MANAGEMENT SOLUTIONS	valiant.com	Would not disclose	2,200	145	Airserv; Nobu Restaurants; New York Mets; Tao Restaurants

Note: Perquest, which appeared on previous lists, went out of business in November 2010. Odyssey OneSource, which appeared on previous lists, did not respond to repeated requests for information. Also, Ceridian says it does not share revenue figures by business unit. For the year 2010, the company's total revenue was \$1.5 billion. The company declined to provide further information outside of key clients, which were Ace Hardware Stores, Bass Pro Shops, Kellogg's, Panera Bread, Toys R Us and Waddell & Reed.

* For most recent month

**ADP's overall revenue for its employer services group is \$6.8 billion. The division includes payroll as well as benefits, tax and other services.

***SurePayroll, which appeared on previous lists, was acquired by Paychex in February.

****Accero, which appeared on previous lists, was acquired by SumTotal Systems in July 2011.

HUMAN RESOURCES CONSULTANTS

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Company	Website	HR consulting revenue for most recent four quarters	HR consulting revenue for previous four quarters	Percent change year-to-year	Number of full-time human resources consultants
AON HEWITT	aonhewitt.com	\$1.4 billion	\$1.1 billion	29 percent	29,000
HAY GROUP	haygroup.com	\$500 million	\$430 million	16 percent	2,029
MERCER	mercer.com	\$3.7 billion	\$3.4 billion	8 percent	9,094
PRICEWATERHOUSECOOPERS	pwc.com/us/hrs	\$1.6 billion	\$1.5 billion	2 percent	6,000
SEGAL	segalco.com	\$200.7 million	\$197.1 million	2 percent	800
TOWERS WATSON*	towerswatson.com	\$2.4 billion	\$2.4 billion	0.7 percent	7,872

Note: Deloitte Consulting, which appeared on previous lists, did not respond to repeated request for information.

Percentages may appear slightly off because of rounding.

*Towers Perrin and Watson Wyatt merged on July 1, 2009.