



# The 401kWire

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## DC I-O Experiences Continued Growth in Institutional Biz

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**SEI**, a DC I-O firm, has had continued growth in its institutional defined contribution business, adding six new clients. The new clients represent more than \$2 billion in new assets since the beginning of 2016.

**Michael Cagnina**, vice president and managing director at SEI Institutional Group, tells **401kWire** that the firm is still in the talks with 20 other potential clients.

Cagnina says the firm's new clients vary in size and industry. The companies include **Teradyne Inc., Northwest Community Healthcare, Nice-Pak Products and Iron Workers Local #399.**

"We're very pleased about the applicability of the model because it seems to cover a lot of different types of organizations," Cagnina says.

Cagnina credits the firm's strategies for their recent success.

"SEI's defined contribution clients benefit from



institutional quality money managers at a reduced overall plan investment expense, improved investment options in their plan's line-up, additional fiduciary governance and a plan management process that can adjust to a constantly changing investment landscape," Cagnina states.

"We believe SEI's capabilities are an ideal fit for these new clients and we fully expect our defined contribution business to continue to grow as more plan sponsors adopt this approach," Cagnina goes on.

SEI currently manages retirement plan assets for more than 350 plan sponsors worldwide, representing more than \$60 billion in assets.

## SEI New ways. New answers.®

SEI client and asset numbers are as of June 30, 2017 and include all clients except for nonprofit and those healthcare organizations where SEI does not manage the client's retirement plan. Information provided by SEI Investments Management Corporation, a wholly owned subsidiary of SEI Investments Company.

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