

FOR IMMEDIATE RELEASE

Definiti Acquires National Administration, Inc.

WISCONSIN-BASED TPA ADDS STAFF AND SOLO(K) SCALE TO DEFINITI

HOUSTON (February 9, 2023) – Definiti announced today the acquisition of Wisconsin-based National Administration, Inc. (“NAI”). With the acquisition of NAI, Definiti now delivers third-party retirement plan administration services to more than 12,500 plans across the United States with more than \$15 billion in assets under administration.

NAI is an independent third party administration firm offering plan design, compliance and administration. They have a particular expertise with Solo(k) plans, which satisfy the retirement planning needs for self-employed business owners. The firm started in 1999 and is based in Menasha, WI.

“We’re excited about welcoming NAI to Definiti,” said Definiti CEO Tom Gaillard. “The team has a great reputation for customer service, and their robust Solo(k) capabilities are a compelling offering for small business owners. We believe we can leverage those skills to serve this important market.”

“The team at Definiti clearly understands how to successfully integrate a new firm into their operations and maintain critical service levels for clients, financial advisors and partners,” notes Christopher J. Dieringer, NAI’s President. “And because we use the same operational systems, we expect a swift integration into Definiti’s platform.”

“We’ve been intentional in our growth strategy, recruiting and retaining the right talent to service our clients’ needs. Definiti was clear that they were interested in retaining our team to continue the level of service our clients have come to expect,” said Todd Lathrop, Pension Administrator at NAI. “That was an important consideration for the NAI leadership team.”

Corbin Welch, Vice President of NAI, adds, “I’m particularly excited to see how we can continue the growth of the Solo(k) business segment with Definiti’s national reach and distribution team. NAI has seen a lot of success with our efforts so far and the opportunity to expand that business is exciting, particularly with the passage of SECURE 2.0 and the emphasis on delivering more retirement plan access to the workforce.”

NAI will be rebranded as Definiti when the business integration is completed later this year.



ABOUT DEFINITI

From 401(k) plan design and administration, compliance and actuarial consulting, to pension outsourcing and recordkeeping, Definiti helps organizations deliver smart retirement solutions to their employees. With hundreds of experts across the country, including in-house actuarial consultants, ERISA attorneys, document specialists and retirement plan consultants, Definiti helps clients redefine what's possible with workplace retirement plans.

To learn more about Definiti, visit <https://definiti.com>.

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