



IN THE BUSINESS OF YOUR SUCCESS<sup>SM</sup>

## Corporate Overview

### Administrative time & costs? Employee compliance requirements? Health & benefits challenges? Unleashing the strength of your people?

#### WE HELP ORGANIZATIONS ADDRESS ALL THAT AND MORE.

Automatic Data Processing, Inc. (ADP<sup>®</sup>) is one of the largest providers of business outsourcing solutions – including human resources, payroll, and benefits – to employers and automotive dealerships around the world. We build personalized solutions that can fit your organization's unique goals and increase your productivity.

We serve approximately 570,000 organizations in more than 125 countries, including nearly 400,000 small-business clients and about 25,000 vehicle dealerships. Over 80 percent of FORTUNE 500 companies and more than 90 percent of FORTUNE 100 companies use at least one of ADP's services.

Partnering with ADP means you get solutions with the latest HR technology – so you can focus your limited time and resources on your people and your goals, not back-office administration. We invest more than \$600 million every year to develop and enhance the services that can help you run your organization better.

Wherever you do business – across the street or around the world – you can count on ADP to help you succeed.

#### ADP'S BUSINESS SEGMENTS

ADP serves the marketplace through two strategic groups – Employer Services and Dealer Services.

##### Employer Services (ES)

ADP Employer Services helps organizations in every facet of the employment cycle – from recruitment to retirement – so you can focus on what you do best. ADP ES serves approximately 545,000 organizations and provides industry-leading solutions to employers of all sizes.

Employer Services serves the marketplace through the following dedicated business units:

- **National Account Services:** For employers with more than 1,000 employees
- **Major Account Services:** For employers with 50 to 1,000 employees
- **Small Business Services:** For employers with less than 50 employees

- **Added Value Services:** Provides special services in tax, retirement, insurance and pre-employment for organizations of all sizes
- **Retirement Services:** One of the largest retirement plan providers in the country and provides professional administrative services to defined contribution plans for small-, mid- and large-sized companies
- **ADP<sup>®</sup> TotalSource<sup>SM</sup>:** A Professional Employer Organization (PEO) for small and mid-size organizations
- **ES International Services:** For international employers of all sizes

##### Dealer Services (DS)

ADP Dealer Services provides fully integrated technology services and solutions to about 25,000 automotive dealerships of every size throughout the world, as well as vehicle manufacturers.

#### ADP AT A GLANCE

- Gary C. Butler, Chief Executive Officer
- Year Established: 1949
- Listed on: NASDAQ<sup>®</sup> (symbol – ADP)
- FORTUNE 500<sup>®</sup>: Ranked 275 (2011)
- Revenues: Nearly \$10 billion in fiscal 2011
- Headquarters: Roseland, New Jersey
- Number of Employees: 51,000 worldwide
- Website: [www.ADP.com](http://www.ADP.com)
- Twitter: @ADP
- Facebook: [www.facebook.com/ADPcareers](http://www.facebook.com/ADPcareers)
- Phone: 1.800.CALL.ADP

##### Did You Know that ADP...

- Pays 1-in-6 U.S. employees – and approximately 33 million worldwide.
- Electronically moved approximately \$1.2 trillion in client tax, direct deposit, and related client funds in fiscal 2011 within the United States.
- Processed 47 million W-2s in 2010.

##### Other Interesting Facts

- We're the largest provider of HR services in North America, Europe, Latin America, and the Pacific Rim.
- We're one of only four U.S. industrial companies to be AAA-rated by both Standard & Poor's<sup>®</sup> and Moody's<sup>®</sup>.
- Our Employer Services group has an annual client revenue retention rate of more than 90 percent and an average client tenure of approximately 10 years

## BUSINESS SOLUTIONS LEADER

**EMPLOYER SERVICES** – provides industry-leading solutions to employers of all sizes, from hire to retire, by delivering broad HR solutions, including\*:

**RUN Powered by ADP®** – You don't have time to be a payroll expert. That's why we created RUN Powered by ADP®. It's an online payroll service specifically designed to meet the needs of small businesses – so all you need to run payroll for your business is Web access – no software required. You simply enter your payroll information and we process it for you – so you can run your payroll quickly and easily.

**ADP® Mobile Solutions** – From payroll and timesheets to retirement balances, news and events and company contacts, ADP Mobile Solutions empowers your employees to securely connect with your organization right from their phones.

**ADP Workforce Now®** – This solution provides you a team of experts across the HR spectrum, along with a host of tools to manage your payroll, tax, compliance, benefits administration, and HR administration needs from recruitment to retirement.

**ADP Vantage HCM<sup>SM</sup>** – This is the answer when you want to understand the “big picture” of your global workforce. ADP Vantage HCM can give you better measurement and analysis of the way you hire, manage, and reward people across the entire spectrum of an employee's career. ADP Vantage HCM maintains all employee records across payroll, compensation, benefits, core HR, time and attendance, talent acquisition, talent management, performance management, career management and development, in a single data warehouse.

**ADP Comprehensive Outsourcing Services** – A “soup to nuts” solution when you have more than 1,000 employees. We can provide a dedicated team and best-in-class technology to provide you with HR, payroll, and “time & labor” administration; benefits; pre-employment services such as recruiting and screening; and talent management, including compensation and performance management.

**GlobalView®** – ADP's premier service for multinational clients. GlobalView is a flexible, scalable, cost-effective solution that helps you manage your talent, leverage your human resources strategy and administer your payroll. It all comes through one data platform so that you receive best-in-class service worldwide.

### Our more individualized services include:

#### Benefits Solutions

- Health & Welfare
- COBRA
- Carrier Enrollment
- FSA
- Commuter Benefits
- Employee Communications
- Leave Administration
- Reporting

#### Retirement Services

- Defined Contribution
- Executive Deferred Compensation
- Premium-Only Cafeteria Plans
- Recordkeeping
- Reporting

#### Added-Value Services

- Tax Credit & Incentive Services
- New Hire Reporting Service
- Procure-to-Pay Service
- Wage Garnishment Service
- Insurance

#### Medical Practice Services

- Billing & Revenue Cycle Management for Medical Practitioners

**DEALER SERVICES** – provides industry-leading solutions that help auto, truck, motorcycle, marine, recreational, and heavy equipment vehicle dealers use technology to increase efficiency and reduce costs in every area of their operations. Here's a sampling of our solutions:

**ADP Drive** – ADP Drive gives automotive dealers access to everything they need to help lower expenses, drive revenue and increase profits in every area of their business. Easy-to-use reporting tools help analyze departmental expenses, produce financial statements, manage purchase orders, track parts delivery, and complete paperwork on vehicle inspections.

**Digital Marketing Service** – With ADP's Digital Marketing, you can provide customers with resources where customers can see your messages, “tour” vehicles, pre-apply for credit, chat one-to-one with your staff, and more.

**Decision Support** – ADP's Decision Support provides a suite of financial analysis and advanced reporting tools, giving you the information you need to improve operations and employee productivity.

**Phone Systems** – ADP phone systems allow your dealership to drive revenue through superior customer communications.

## INDUSTRY RECOGNITION

### SERVICE

- Partners Award from the International Association for Human Resource Information Management (2011)
- ADP certified by the International Customer Management Institute (ICMI) via its Customer Management Operations Standards (CMOS) program, validating ADP's best-in-class call center and effective customer management strategy. (2011)
- HRO Market Star Performer by Everest Group (2010, 2011)
- *Black Book EMR 2011 rankings* - ADP® AdvancedMD recognized as the top Electronic Management Record (EMR) software vendor in the U.S. by practices in the Obstetric-Gynecologist (Ob-Gyn) specialty (2011)

### TECHNOLOGY LEADERSHIP

- *Forbes® Magazine* – 100 Most Innovative Companies - #87 (2011)
- SAP® Pinnacle award in the category “Global Outsourcing Services Provider of the Year” (2011)

### PRODUCT LEADERSHIP

- Leader Category – IDC's BPO Marketscape Report (2011)
- *HRO Today®* – named the number one Multi-Process Human Resource Outsourcing (HRO) provider in *HRO Today* magazine's “Baker's Dozen for Multi-Process Enterprise HRO Providers.” (2010)
- ADP recognized as an HRO Market Star Performer in the Human Resources Outsourcing Annual Report by Everest Group<sup>SM</sup>, a global consulting and research firm. (2010, 2011)
- *Workforce Management®* magazine
  - Payroll Provider HOT List (2010)
  - HR Management System Providers HOT List (2010)
  - Background and Screening Providers HOT List (2011)

### DEVELOPMENT & DIVERSITY

- *FORTUNE®* magazine World's Most Admired Companies® – ADP ranked #1 in the Financial Data Services Industry category (2010, 2011)
- ADP Named Best Places to Work for Lesbian, Gay, Bisexual and Transgender Equality by the Human Rights Campaign Foundation (2010, 2011)
- *Training* magazine ranked ADP as top company in its the “Training Top 125” list (2010, 2011)
- *Diversity Inc.®* magazine's “Top 50 Companies for Diversity” (2010, 2011) and “Top 10 Companies for Latinos” (2010, 2011)
- *Diversity MBA Magazine* – ranks ADP in the top 50 Out Front Companies for Diversity Leadership: Best Places for Diverse Managers to Work (2010, 2011)
- *IDG® Computerworld®* magazine list of Best Places to Work in Information Technology (2010, 2011)
- *Working Mother®* magazine's 100 Best Companies for Working Mothers (2010)

**Media Contact:**  
**ADP Public Relations**  
**(973) 974-7612 • public.relations@adp.com**