

NEWS, MERGERS & ACQUISITIONS

OneDigital Acquires Employee Benefits Division of Berkshire Insurance Group

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Acquisition Expands Firm's Capabilities Across the New England Region

ATLANTA, GA – October 29, 2020 - [OneDigital](#), the nation's leading strategic advisory firm focused on delivering health, retirement and HR solutions for employers of all sizes, has acquired the employee benefits division of Berkshire Insurance Group, Inc., an affiliate of Berkshire Bank located in Pittsfield, MA. The addition increases the scale and breadth of the benefits operations in the New England region and expands OneDigital's overall company growth.



We are very excited to expand our relationship with Berkshire Bank. Our alignment will allow both organizations to provide our mutual clients with industry-leading services and a latitude of insurance products.

— [Brian Driscoll, Regional Managing Principal, OneDigital New England](#)

“Aligning with OneDigital represents an exciting time for Berkshire Insurance Group. Together, we are building a strong referral alliance between the Berkshire Insurance Group family and OneDigital,” said, John M. Flaherty, Senior Vice President of Berkshire Insurance Group. “This transition promises to deliver on our vision to offer employers a powerful new approach to employee benefits by bringing together expert advisors, robust technology and the backing of a nationally recognized firm.”

Berkshire Insurance Group has been providing insurance coverage to its customers since its inception in 2000. With the addition of the employee benefits division, the firm has been able to assist its customers with creating cost-effective benefits programs that offer a competitive advantage within their respective location and industry. The team of benefits experts prides itself on its track-record of helping clients save substantially on their benefits cost. Under the umbrella of OneDigital, former Berkshire Insurance Group clients will have access to enhanced capabilities and solutions that will address their evolving needs such as, benefits, HR consulting, robust technology and retirement solutions.

Aligning with like-minded agency owners and benefits experts further bolsters OneDigital's scope as an industry leader, bringing forth innovative solutions and services from over 100 offices throughout the country, serving close to 50,000 clients. The firm's niche for strategic partnerships is backed by its significant growth milestones and successful expansion into new service verticals.

About OneDigital

OneDigital is the leading strategic advisory firm in the U.S. and has consistently led from the front as a workplace ally for 20 years. OneDigital's unique ability to converge health, wealth and human resources into a hub of services and business guidance has empowered companies to create workplaces that attract and retain talent while fueling innovation and company growth. As employee healthcare, wellness and workplace benefits continue to shift, companies of all sizes have relied on OneDigital's exceptional advisory teams for counsel and its adjacent services, including employee benefits, holistic HR services, retirement and wealth management, employee wellbeing and pharmacy consulting. Headquartered in Atlanta, OneDigital's more than 100 offices and 2,000 business strategists serve the needs of over 50,000 employers across the nation.

OneDigital has been named to the Inc. 5000 List of America's fastest-growing companies every year since 2007, one of only 11 companies to do so. Currently listed as 18th on Business Insurance's list of 100 Largest U.S. Brokers, OneDigital's deep analytic abilities and experienced advisors deliver insights that reduce business risk and improve plan design and performance. For more information, visit www.onedigital.com.

About Berkshire Bank

Berkshire Bank is transforming into a 21st-century community bank with \$13.1 billion in assets. We are pursuing purpose-driven performance based on our Be FIRST corporate responsibility culture.

Berkshire Bank provides business and consumer banking, mortgage, wealth management, investment and insurance services through 130 branch offices in New York, Connecticut, Vermont, New Jersey, Pennsylvania, Rhode Island and Massachusetts, including Commerce Bank, a division of Berkshire Bank. Berkshire Bank was awarded the Top Corporate Steward Citizens award by the US Chamber of Commerce Foundation in 2019 for the small-middle market business category. Headquartered in Boston, Berkshire Hills Bancorp (NYSE: BHLB) is the parent of Berkshire Bank.


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