



OneDigital Acquires Kistler Tiffany Benefits

Acquisition of Tri-State Region's Most Recognizable Benefits Firm is Largest in Company's History; Continuing Strong Growth Momentum

January 13, 2020 07:00 AM Eastern Standard Time

ATLANTA--(BUSINESS WIRE)--[OneDigital](#), the nation's leading strategic advisory firm focused on driving business growth for employers of all sizes, has acquired Kistler Tiffany Benefits headquartered in Berwyn, PA, with additional offices in Pennsylvania, Delaware and New Jersey. This acquisition is the largest in the company's history, deepens the OneDigital footprint within the greater Philadelphia market and marks another key milestone in overall company growth.

With 23 acquisitions completed in 2019, the addition of Kistler Tiffany Benefits sets the tone for a notable 2020, driving the company's next phase of expansion. OneDigital's comprehensive advisory services and market-leading solutions are now offered in over 90 offices throughout the country, serving close to 50,000 clients.

Kistler Tiffany Benefits, a leading benefits consulting firm and General Agency in the Pennsylvania, New Jersey and Delaware markets has been serving clients and independent broker partners in Pennsylvania, Delaware, and New Jersey for over 40 years with offerings spanning benefits, compliance and wellness. Through this new partnership with OneDigital, Kistler Tiffany Benefits' clients and independent broker partners will have access to an even greater roster of experts and resources representing the best possible in benefits, HR, and technology solutions.

"As OneDigital's largest acquisition in the benefits space to date, the addition of Kistler Tiffany Benefits is an especially exciting milestone for us as we expand our expertise and footprint across the Northeast and Philadelphia area," said Pete Gruenberg, executive vice president of operations and northeast leader at OneDigital. "Besides being a great cultural fit, the consistent development and diversification of offerings achieved by their leadership team will dovetail nicely with our growing organization."

"Forming this firm and watching it grow, evolve, and succeed as it has over the last four decades has been an absolute pleasure," said Kistler Tiffany Benefits' Chairman William O. Daggett, Jr. "The decision to partner with OneDigital was of course very personal but one that has me just as excited as on the day that I began my benefits career. We are bringing together two formidable players in this space and will be the leading catalyst for delivering OneDigital's solutions in this region with a goal to grow our revenue by almost double. There is no doubt—the future is incredibly bright, not just for our staff, but for our clients and broker partners as well."

"The war for talent continues to intensify and we find our clients coming to us now more than ever to help them design benefit offerings and strategies that support them with their recruitment and retention efforts—as well as technology solutions that improve utilization and ease the burden of administration," said Shawn N. Orenstein, CEO of Kistler Tiffany

Benefits. "We approached this partnership with OneDigital as a once in a lifetime opportunity not only to preserve the longstanding legacy that we have established in this region, but as an opportunity for our dedicated, passionate staff as well as our clients and broker partners to access the best services, technology, and thought-leadership in the business."

About OneDigital

OneDigital is the nation's leading strategic advisory firm focused on driving business growth for employers of all sizes. Combining people and technology, OneDigital offers employers a sophisticated combination of strategic benefit advisory services, analytics, compliance support, human resources management tools and comprehensive insurance offerings. Headquartered in Atlanta, OneDigital's more than 2,000 employee benefits and human resource strategists serve the needs of over 50,000 employers across the nation and manages over \$5.8 billion in premiums as a result. OneDigital has been named to the Inc. 5000 List of America's fastest-growing companies every year since 2007. Currently listed as 13th in EBA's Top 50 Brokers in the Large Employer Group, OneDigital's experience offers a fresh thinking and strategic perspective that will improve all aspects of plan design and performance.

About Kistler Tiffany Benefits

Kistler Tiffany Benefits is an employee benefits firm and general agency headquartered in Berwyn, Pennsylvania that serves clients and broker partners through exceptional service, innovative and cost-effective plan design, health care reform and compliance guidance, HR consulting, benefits administration technology, on-site call center, employee advocacy services and more. The company operates out of six offices throughout Pennsylvania, Delaware and New Jersey.

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