

Aon Strengthens Elective Benefits Capabilities with Univers Acquisition

Aon announced today it has signed an agreement to acquire Univers, a subsidiary of USI that focuses on core and elective benefits enrollment, communication and administration services. The agreement is subject to customary closing conditions.

“The ability to offer a wide range of elective benefits is of growing importance to our clients, particularly as they look for new ways to support employees’ overall wellbeing, including their physical, financial, emotional and social health,” said Will Sneden, U.S. Consulting & Brokerage practice leader in Aon Health & Benefits. “Aon has deep experience, powerful analytic tools and strong carrier relationships to help companies create easy-to-deploy elective benefits programs. Acquiring Univers complements these capabilities and enables us to offer an end-to-end elective benefits solution that provides an integrated, holistic and high-touch enrollment experience.”

Univers is a recognized industry leader, with more than 20 years of elective benefit experience, best-in-class intellectual property, cloud-based technology and nearly 2,000 certified benefit counselors who are experts in employee enrollment and communication support.

“We are very excited about the opportunities our new partnership with Aon will deliver to our clients, our distribution partners and our people,” said Greg Morano, CEO of Univers. “Aon’s proven commitment to systems and talent development aligns perfectly with our continued desire to innovate great enrollment and employee engagement solutions for our marketplace.”

Univers’s team of more than 250 employees will join Aon Hewitt’s team of existing elective benefits colleagues. Greg Morano, co-founder and CEO of Univers, will report to Will Sneden, U.S. leader of Consulting & Brokerage, Aon Health & Benefits.

“Univers has been an innovative part of USI for more than 18 years, and Greg and his team have been founders and pioneers in a constantly evolving landscape,” said Michael J. Sicard, chairman, president and CEO of USI. “When we looked ahead at the next strategic chapter for Univers, we saw the potential with Aon as a unique opportunity to further expand, grow and innovate an industry leading platform. USI will continue to look to Univers to create innovative and leading-edge solutions that deliver exceptional workforce benefit enrollment services.”

About the Deal

- Univers employees will join Aon, effective with the closing date, anticipated in early June, including the entire Univers management team.
- Both organizations are fully committed to ensuring a seamless transition experience for clients and their employees. We do not expect any disruption to current services or solutions.
- Univers and Aon are working closely together to determine the best way to bring the full complement of the Univers team’s talent and capabilities together for clients. However, we will not make any immediate changes for the 2017 enrollment season.

Univers at-a-Glance

- Serves more than 250 employers and unions, most with 1,000 or more employees, and has served more than 10 million benefits-eligible employees since its inception in 1991.
- More than 250 employees across four primary locations: Hammonton, New Jersey; Maitland, Florida; Alpharetta, Georgia; and Irvine, California
- Nearly 2,000 certified, licensed counselors that staff its 800+ seat call center and on client location field enrollments.
- Its “Univers Certified TM” counselor certification process is the industry’s first and only program that assures competency and service quality for its counseling staff.

For More Information

Please contact your account manager or lead consultant if you have any questions.