

DATAIR client of the month – March 2018
A long-lasting relationship



We recently talked with DATAIR client, Terry Ronczkowski, President of Pension Administrators, Inc., about his background and working with DATAIR. Terry attended Valparaiso University in Indiana, where he majored in mathematics and economics. He is married to Patrice and has three children and three grandchildren. A self-described "Olympics junkie," he enjoyed the comprehensive coverage of the 2018 Winter Olympics.

Getting Started

Early in his career, Terry worked for the Allstate Insurance Company in the Property & Casualty area. From there, Terry transitioned to a life insurance agency where, in 1978, he was involved in the creation of a pension administration service. In 1980, Pension Administrators, Inc. was established and in 1985, Terry bought out the owners and became the

sole owner. In 1995, Terry became dissatisfied with both the product and service he was receiving from his administration software provider and began looking for alternatives. He switched to DATAIR's document software but it wasn't long before he switched his entire software suite to DATAIR!

Easy to work with

Terry likes DATAIR software's ease of use, he especially appreciates the *edit grid feature* in the Pension System, as well as how easy it is to work with the support team at DATAIR. *"The team responds quickly and offers effective support. Gerald West at DATAIR is the most brilliant guy in the world,"* he says.

When Terry adds new employees, he is always confident they will get up to speed quickly and easily with the help of DATAIR training.

Full range of products

Terry's focus is custom plan design, frequently pairing a Defined Benefit or Cash Balance plan with a Defined Contribution plan using DATAIR's combined plan

proposal and testing capabilities. According to Terry, being able to handle combined plans efficiently is a tremendous competitive advantage when partnering with brokers and accountants as referral sources.

Terry also relies upon DATAIR's investment interface feature because it eliminates the need to manually process daily valuations and plan transactions, freeing up Terry and his team to be more consultative when servicing their client base.

Having successfully converted from a different vendor to DATAIR's products and services, Terry said he would highly recommend DATAIR to anyone looking to switch benefit administration software vendors as well as those in the market for a solution for the first time.

"DATAIR has been a great business partner for the last 23 years and I appreciate all their help."

Terry, you have been a wonderful client and we appreciate all the kind words! Hope you enjoyed the Olympics!