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Epic Plugs In to a 316 and Possible PEP Partner

An open architecture recordkeeper is teaming up with a TPA on a new fiduciary service. Watch for the two firms to team up on pooled employer plans (PEPs), too.

Today, **John Pinto**, president and CEO of **Pentegra**, and **Brian Lenz Sr.**, director of national sales at **Epic Retirement Plan Services**, unveil their new alliance, with the Epic RPS team now offering Pentegra's 3(16) administrative service services to Epic RPS recordkeeping clients. Lenz confirms that Rochester, New York-based Epic will officially offer two tiers of White Plains, New York-based Pentegra's 3(16) services: *Enhanced* and *Comprehensive*.

Looking ahead, the Epic RPS and Pentegra folks are set to extend that partnership into a new part of the DC business: PEPs. Lenz confirms that, for any PEP that Epic RPS offers down the line, Pentegra would be the pooled plan provider (PPP) and 3(16).

"We're not in the camp of funding a one-size-fits-all PEP for our partners," Lenz tells **401kWire**. "We are in talks with many of our partners — advisors, banks, TPAs — who are considering that for their clients. We have not watch one yet."

As for today's 3(16) partnership, the Epic RPS team is offering Pentegra's services as an "absolutely optional" overlay on Epic's own recordkeeping, Lenz says.

"We have not offered the scope of 3(16) services that they bring to the table," Lenz says. "This is very much something they have specialized in for many years ... We see value in having that independent check and balance rather than our doing everything in-house and basically overseeing ourselves."

"We're glad to work with other 3(16)s that our clients and partners choose to use," Lenz adds. "This will be the only one that we'll be actively presenting and promoting as a solution."

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