

High Quality, Custom-Designed Services



Steven J. Dundas

Partners Susan Schutzman and Gustavo Sanchez are eager to see what the next decade will bring for their business.

Sansima Consulting Group, a Hillsborough-based employee benefits consulting firm specializing in defined contribution plan administration like 401(k) plans and profit sharing, is celebrating 10 years since founding partners Gustavo J. Sanchez, president and CEO, and Susan J. Schutzman, vice president and COO, first opened the doors. Sanchez and Schutzman drew on their 40 years of experience in administering corporate benefit plans, advising and delivering services to numerous clients, using the most current industry technology and delivering services custom-designed to fit a client's needs.

Sansima offers daily valuations of participant accounts, interactive voice response system (available in English and Spanish), triple security and 24-hour, 7-day-a-week, interactive Internet services (available in English and Spanish) to access participant accounts. Interactive Internet services mean employees can check their current account balances, learn about fund investing, initiate transactions such

as rate and investment changes and make interfund transfers within their accounts.

Sansima provides services tailored to each client's needs. The firm's partners take the time to learn what is important to each client—and their participants—and then customize plans to meet those needs.

Sansima offers many advantages—an uncompromising devotion to service and qual-

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ity, quick and informative responses to telephone inquiries, accurate and flexible defined contribution plan administration, plan sponsor flexibility, which includes offering investment funds from multiple fund families, including company stock as an option. The firm also provides compliance testing, comprehensive and accurate participant reporting that is never late

and always easy to read, a proactive approach to keeping clients abreast of new regulations and legislation, use of advanced software and hardware technology and, most importantly, reasonable and competitive fees.

Founders Sanchez and Schutzman say, "Our goal is to provide the highest quality and most technologically advanced record keeping services available in the marketplace. We also work to maintain competent, experienced and professional staff to serve our client base, and to exceed client expectations and create a professional relationship based on mutual trust and respect between Sansima, our customers, stakeholders and the community."

Though Sansima's clients are throughout the U.S., Puerto Rico and Central America, future plans include an office in San Juan and public relations to better serve clients' needs in Puerto Rico and Central America. Over the last 10 years the firm has grown steadily. Its founders are eager to see what the next decade will bring for Sansima Consulting Group. ■

Milestone: Sansima Consulting marks 10 years of reliable benefits consulting