



Smart Pension vs Nest



Comparison for the Employer

Benefits to Employer	Smart Pension	NEST
Defaqto rating	5	4
Automated employee assessment & contribution calculation	Yes	No
Automation of staff communications	Yes	No
Cost in additional man-hours	Very low	High
Additional on-line tools	Live online help centre, Knowledge bank, AE Planner, Pension calculator, Staging date calculator, Educational video generator, Fines calculator	Pensions calculator, Help centre
Elevated level of assistance with late staging	Yes	No
One-click payroll data submission	BrightPay, MyPAYE, Primo Payroll, SAGE*...many more in the pipeline	SAGE

* API with SAGE launched imminently

Comparison for the Employer

Benefits to Employer	Smart Pension	NEST
Payroll error handling	Individual employee IDs are assigned – if there is an error it is easy to pin-point	No employee IDs assigned - very laborious to work out errors
Additional benefits	20% discount of membership to the Forum of Private Business, 30% discount with the Organisation for Responsible Business, 1 year free trial membership with the CIPP, Smart Pension sponsored marketing software offered to clients at a vastly reduced rate	None
Digital direct debit	Yes	No
Electronic signature	Yes	No
Educational videos and material	Yes	No

Comparison for the Employees

Benefits to the Employee	Smart Pension	NEST
Total annual member charge	0.75%	0.3% + 1.8 % on each new contribution into a member's retirement pot
Ability to move accumulated funds to another provider	Yes, with no fee	*No – the money accumulated to that date must stay with NEST
Option to choose which of the standard default funds members' money is invested in	Yes	No
Free on-line tools	Live online support, pensions calculator, knowledge bank, educational videos	Help centre
Limit on annual contributions	No	Yes - £4,900
IHT payable on savings passed on	No	Yes

*** This restriction is potentially being lifted April 2017**

Comparison for the Adviser

Benefits to the Adviser	Smart Pension	NEST
Adviser platform	Yes	No
Automated employee assessment & contribution calculation	Yes	No
Automation of staff communications	Yes	No
Cost in additional man-hours	Very low	High
Elevated level of assistance with late staging	Yes	No
One-click payroll data submission	BrightPay, MyPAYE, Primo Payroll, SAGE*...many more in the pipeline	SAGE
Ability to invite other advisers to individual client accounts	Yes	No

* API with SAGE launched imminently

Comparison for the Adviser

Benefits to the Adviser	Smart Pension	NEST
Educational video generator	Yes	No
Bulk upload facility	Yes	No
Weekly platform improvements released	Yes	No
Assistance with marketing	Yes	No

N.B. Nest's most recent annual reports show that the amount it owes the government currently stands at £459.6m