

Enrollment Management Consulting Services (P0092)		Williams & Company	SEM Works	Noel-Levitz	Scannell & Kurz	Huron Consulting	
	Points						
1	Prior experience in academia	25	15	15	25	20	20
		Only 8 publics in last 10 yrs	Mainly smaller institutions		Only 9 comparable assignments in history of firm.	Most at smaller inst	Difficult to assess from proposal
2	Cost	30	30	30	15	30	25
				Proposed cost was for an initial eval.			Proposed cost a little high
				No idea what final price would be.			
3	Proposed method of execution & ability to meet time line	25	20	18	15	10	25
		Method and approach were fine. Concerned about ability to meet timeline as a small company.	Need more financial aid info.	Proposed initial consult with milestones to be defined later.	Not comprehensive	Fin aid not in deliverable	Cookie cutter
4	Completeness of proposal	20	15	15	10	10	15
		No financials	No financials	Only addresses initial visit. Other requirements not included in proposal	No financials	Financial aid not addressed	Info on similar engagements not specific
TOTAL		100	80	78	65	70	85