

RFP - VICE PRESIDENT FOR RESEARCH
EVALUATION CRITERIA

Executive Search Services for a Provost		Witt Kieffer	Korn Ferry International	Greenwood Asher & Associates	Academic Search	HRPS	Merritt Hawkins	RPA, Inc.	Wheless Partners	Parker Executive Search
	Points									
Completeness of Proposal	10	9	9	10	10	2	0	9	9	9
Comments:		no financial statements	no financial statements			incomplete	focus is clinical	no financial statements	no financial statements	no financial; no bios on people that we will work with
Content of Proposal	20	20	20	20	20	5	12	20	20	20
Comments:						not precise	not precise no diversity component			
Experience with similar projects	25	25	25	25	22	10	10	20	25	25
Comments:					mostly smaller colleges (regional universities)	no academic background	mostly a physician placement firm	mostly smaller colleges; few provost		
Ability of Vendor and its staff	25	24	22	25	22	0	5	25	20	22
Comments:			did not see academic background; no diversity		staff has very little exp with research univ	no information	not clear		no higher ed	
Cost	20	18	17	18	20	16	20	18	17	19
Comments:		1/3 + out of pocket; min of 60k	1/3 salary; min 90k	1/3 + out of pocket; min 60k (negotiable)	>\$50k	>\$100k	>\$45k	1/3 salary; min \$42k + out of pocket	max around \$100k	>\$75k
TOTAL	100	96	93	98	94	33	47	92	91	95