

Executive Search Proposal (P00109)		Diversified Search	Wheless Partners	Isaacson, Miller	David Gomez & Associates Inc.
	Points				
Completeness of Proposal	10	10	10	10	7
					No financial statement
					No dates for prior placements
Content of Proposal	20	18	20	18	15
		General information provided		Not as well written and presented	
Experience with similar projects	30	27	27	28	20
		Less relevant experience	Less relevant experience	Some relevant experience	Does not specificity searches for CFO or VPFA; only lists higher ed clients
Ability of Vendor and its staff	25	22	22	25	20
		Less higher education experience	Less higher education experience		Less experience in higher ed
Cost	15	11	14	12	15
		\$95,000 fixed fee	\$72,500 flat fee	1/3 of base salary	\$25,000 flat fee plus expenses
		Other expenses - \$36,500	plus expenses	plus expenses	
				minimum of \$60,000	
TOTAL	100	88	93	93	77

WorldBridge Partners	Greenwood/Asher & Associates, Inc	AGB Search	Ronin Staffing	Kaye/Bassman International Corp	Academic Search	Witt/Kiefer
8	10	10	8	10	10	8
No financial statement			No placements provided			Summary financial data
12	20	20	15	20	20	18
Very basic, summary information			Generic - not specific to higher ed recruiting			No dates for prior placements
20	29	28	0	20	30	27
More placements related to Academic Affairs and Admissions	Some relevant experience	Some relevant experience	No prior placements provided Unable to rate	No CFO or VPFA placements		No dates for prior placements
23	25	25	20	20	25	25
Less higher ed experience			Limited exp in higher ed recruiting	Limited exp recruiting for this type job		
12	12	14	14	13	13	12
1/3 of base salary \$15,000 retainer up front Reimbursement for interviewing expenses	1/3 of base salary plus expenses minimum of \$60,000	\$65,000 flat fee plus expenses	18% of base salary	28% of base salary plus expenses	\$75,000 flat fee plus expenses	1/3 base salary plus expenses; minimum \$60K
75	96	97	57	83	98	90

Storbeck/Pimentel & Associates
6
No cost proposal
No financial report
20
30
25
0
No cost proposal provided
81