Inter-University Council Purchasing Group

Inter-University Council of Ohio

10 West Broad Street, Suite 450

Columbus, Ohio 43215

Phone (330) 968-4460

E-Mail: [es@uakron.edu](mailto:es@uakron.edu)

Web Page: [www.iucpg.com](http://www.iucpg.com)

To: All IUC-PG Member Institutions September 1, 2015

BeecherHill (aka SC Search Consultants, llc)

Greenwood/Asher & Associates

Harris Search Associates

Hudepohl & Associates

Isaacson, Miller, Inc.

Parker Executive Search

R. William Funk & Associates

**Price Agreement UN15-003 for Executive Search Firm Services**

This is a price agreement for Executive Search Firm Services for the State of Ohio Institutions of Higher Education as listed on the IUC-PG membership roster. The term of the price agreement shall commence on the first day of September, 2015 and shall terminate on the thirty-first (31) day of August, 2018. The IUC-PG reserves the right to extend the price agreement for up to two (2) additional year, one year at a time, subject to the mutual agreement of the IUC-PG and the selected vendor(s). The IUC-PG reserves the right to extend the resultant agreement beyond the normal expiration date if the IUC-PG determines it to be in their best interest and the selected vendor(s) agree.

The provisions expressed in Request for Proposal (RFP) UN15-003 are incorporated and made a part of this agreement. For additional information or details of this IUC-PG price agreement, please see **Attachment A (Awarded Vendor Information)** shown belowandon the IUC-PG website at the following address: <http://www.iucpg.com>

**Administrative Fee:** *Supplier will provide to the Inter-University Council Purchasing Group (IUC-PG), a Contract Administrative Fee (CAF), to be calculated quarterly, which is equivalent to one-half of one percent (.50%) of the total invoice amounts of all orders shipped pursuant to this Agreement during the previous quarter. These fees are to offset the expenses of the IUC-PG in administering this Agreement and are disclosed to and approved by its Members. The selected vendor is required to submit quarterly usage reports via the IUC-PG online report process. The Administrative Fee shall be made payable to The Inter-University Council Purchasing Group within 30 days from the end of each quarter. The above referenced payments are to be sent to the IUCPG, C/O Inter-University Council of Ohio, Attention: Cindy McQuade, 10 West Broad Street, Suite 450, Columbus, OH 43215.*

\_\_\_\_\_\_\_\_\_\_(Signature on File)\_\_\_\_\_\_\_\_\_\_

Gene Stephens

IUC-PG, Director of Strategic Procurement

***ATTACHMENT A (Effective 5-19-2016)***

***UN15-003 - Executive Search Firm Services***

***Awarded Vendor* Information Page 1**

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| **BeecherHill 31-1732636**  aka  **SC Search Consultants, llc** Extends to AICUO  250 Civic Center Dr., Suite 105  Columbus, Ohio 43215  *Contac*t: Cindy Hilsheimer  *Phone*: 614-939-4240  *Fax*: 614-939-4250  *E-mail*: hilsheimer@beecherhillsearch.com  *Website*: www.Beecherhillsearch.com    *Payment Terms*: Upon Receipt | ***Discount/Fee Schedule***  Executive search services **= 28% of first year base**  **salary excluding signing**  **bonus or other**  **expenses.**  **3 equal installments.**  **Misc. business expenses:** background screens, references, printing included in fee.  **Other expenses:** Travel expenses and cost of posting positions (if desired). |
| **Greenwood/Asher & Associates, Inc 20-06854960**  42 Business Center Dr, Suite 206 Extends to AICUO  Miramar Beach, FL 32550  *Contac*t: Jan Greenwood  *Phone*: (850) 650-2277  *Fax*: (850) 650-2272  *E-mail*: jangreenwood@greenwoodsearch.com  *Website*: www.greenwoodsearch.com    *Payment Terms*: Net 30 | ***Discount/Fee Schedule***  Executive search service = **33 1/3% of first year’s**  **cash compensation.**  **Minimum fee of $60,000.**  ***Misc. business expenses expressed as a % of fee:***  12% of fee for indirect expenses.  **Other Expenses:**  Direct expenses, based on client. |
| **Harris Search Associates 31-1576181**  4236 Tuller Road Extends to AICUO  Dublin, OH 43017  *Contac*t: Jeffrey Harris  *Phone*: 614-798-8500 ext. 125  *Fax*: 614-798-8588  *E-mail*: [jeff@harrisandassociates.com](mailto:jeff@harrisandassociates.com)  *Website*: www.harrisonandassociates.com    *Payment Terms*: Net 30 | ***Discount/Fee Schedule***  Executive search services = **27% of total**  **compensation**  **for remainder of 2015.**  **30% of total cash**  **compensation**  **beginning 2016.**  ***Misc. business expenses, expressed as a % of fee:***  Indirect expenses are billed as a one-time charge of $3,500.  **Other Expenses:**  Travel, lodging, meals, background check, etc. will be preapproved and billed at cost, and due upon receipt. |
| **Hudepohl & Associates, Inc. 35-2519438**  1251 Jupiter Park Dr. Extends to AICUO  Suite 10  Jupiter, FL 33458  *Contac*t: Gary Hudepohl  *Phone*: (614) 571-3056  *Fax*: N/A  *E-mail*: ghudepohl@hudepohl.com  *Website*: www.hudepohl.com    *Payment Terms*: Upon Receipt | **Page 2**  ***Discount/Fee Schedule***  Executive search services = **33 1/3% of total cash**  **compensation.**  **Minimum fee of $65,000.**  **Misc. business expenses, expressed as a % of fee:** No misc. expenses, such as telephone, fax, research, etc., charged.  **Other Expense:**  Advertising and travel costs charged at actual cost.  Reference interviews - $650/candidate. |
| **Issacson, Miller, Inc. 04-3061714**  263 Summer St. Extends to AICUO  Boston, MA 02210  *Contact:* John Fahy  *Phone:* (617) 262-6500  *Fax:*  (617) 986-7101  *E-mail:* [jfahy@imsearch.com](mailto:jfahy@imsearch.com)  *Website:* [www.imsearch.com](http://www.imsearch.com)  *Payment Terms:* Net 30 | ***Discount/Fee Schedule***    Executive search services =  **33 1/3% of total**  **compensation**  **Minimum fee of $50,000.**  **Misc. business expenses, expressed as a % of fee:**  11% of fee for indirect expenses - no receipts.  **Other Expense:**  Direct expenses at actual cost with receipts. |
| **Parker Executive Search, LLC 81-1786717**  Five Concourse Pkwy, Suite 2900 Extends to AICUO  Atlanta, GA 30328  *Contac*t: Laurie Wilder  *Phone*: 770-804-1996 ext. 101  *Fax*: 770 804-1917  *E-mail*: [lwilder@parkersearch.com](mailto:lwilder@parkersearch.com)  *Website*: www.parkersearch.com    *Payment Terms*: Net 30 | ***Discount/Fee Schedule***  Executive search services = **Based on salary:**  **>$350,000 => negotiated**  **$250,000.-$350,000 => 30%**  **$150,000.-$249,999 => $65,000.**  **< $150,000. => $60,000.**    **Misc. business expenses, expressed as a % of fee:** 10% of the fee.  **Other expenses:** N/A |
| **R. William Funk & Associates 20-5477223**  100 Highland Park Village Extends to AICUO  Ste. 200  Dallas, TX 75205  *Contact:* Krisha Creal  *Phone:* (214) 522-1222  *Fax:* (214) 295-3312  *E-mail:* [krisha.creal@rwilliamfunk.com](mailto:krisha.creal@rwilliamfunk.com)  *Website:* [www.rwilliamfunk.com](http://www.rwilliamfunk.com)  *Payment Terms:* Net 30 | ***Discount/Fee Schedule***  Executive search services = **33 1/3% of 1st year**  **anticipated salary.**  Fixed Fee is available.    **Misc. business expenses, expressed as a % of fee:**  10% of the fee.  **Other expenses:** Candidate and Consultant Travel,  advertising, background checks, etc. |