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

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 AICUO250 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 AICUOMiramar 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 AICUODublin, OH 43017*Contac*t: Jeffrey Harris*Phone*: 614-798-8500 ext. 125*Fax*: 614-798-8588*E-mail*: 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 AICUOSuite 10Jupiter, 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 AICUOBoston, MA 02210*Contact:* John Fahy*Phone:* (617) 262-6500*Fax:*  (617) 986-7101*E-mail:* 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 AICUOAtlanta, GA 30328*Contac*t: Laurie Wilder*Phone*: 770-804-1996 ext. 101*Fax*: 770 804-1917*E-mail*: 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 AICUOSte. 200Dallas, TX 75205*Contact:* Krisha Creal*Phone:* (214) 522-1222*Fax:* (214) 295-3312*E-mail:* 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. |