

## Commonwealth of Virginia Contracted Executive Search Firms

**Contract Number:** DHRM09-1

**Contract Title:** Executive Search Consulting Services

**Contract Period:** March 30, 2009 through March 31, 2011, with three additional one year renewal options

**Contract Renewal:** April 1, 2011 through March 31, 2012, with two additional one year renewal options

Company Name	Contact	SWAM Status	Cost Per Search	Type of Positions
<b>Greenwood/Asher &amp; Associates, Inc.</b>	Jan Greenwood, Ph.D. President & Partner The Summit 42 Business Center Drive, Suite 206 Miramar Beach, FL 32550 703-528-0841 (Office) 202-746-6987 (Mobile) 850-650-2272 (Fax) <a href="mailto:jangreenwood@greenwoodsearch.com">jangreenwood@greenwoodsearch.com</a>	<b>Small &amp; Women-Owned Business</b>	*1/3 of annual salary  *See <a href="#">Vendor Proposal</a> for billing details.	<b>High-Level</b> - positions requiring specialized qualifications and experience in disciplines critical to the Commonwealth's business operations.
<b>JDG Associates, Ltd.</b>	Joseph DeGioia President 1700 Research Boulevard Rockville, MD 20850 301-340-2210 (Office) 202-262-5554 (Cell) 301-762-3117 (Fax) <a href="mailto:degioia@jdgsearch.com">degioia@jdgsearch.com</a>	<b>None</b>	*27% of annual salary  *See <a href="#">Vendor Proposal</a> for billing details.	<b>High-Level</b> - positions requiring specialized qualifications and experience in disciplines critical to the Commonwealth's business operations.
<b>Korn/Ferry International</b>	Charles S. Ingersoll, Jr. Senior Client Partner 1700 K Street, NW Suite 700 Washington, DC 20006 202-955-0947 (Office) 202-822-8127 (Fax) <a href="mailto:Charles.Ingersoll@kornferry.com">Charles.Ingersoll@kornferry.com</a>	<b>None</b>	*30% of annual salary of selected candidate. \$55,000 minimum fee.  *See <a href="#">Vendor Proposal</a> for billing details.	<b>High-Level</b> - positions requiring specialized qualifications and experience in disciplines critical to the Commonwealth's business operations.