

Executive Search Consulting Services

Contract Number: DHRM20-01
Contract Title: Executive Search Consulting Services
Contract Period: October 1, 2019 through September 30, 2022 with 3 one-year renewal options
Renewal Year: N/A

Company Name	Fahrenheit Advisors
Contact	Rich Reinecke, Co-Managing Partner & Co-Founder 1500 Mactavish Avenue Richmond, VA 23230 (804) 955-4423 (office) (804) 986-0485 (mobile) rreinecke@fahrenheitadvisors.com (email)
SWAM Status	Yes
Experience	Corporate

Cost – Full Executive Search Services

- plus expenses

Base Salary	Fixed Fee
\$90,000 – 109,999	\$27,000
\$110,000 – 124,999	\$32,000
\$125,000 – 149,999	\$37,500
\$150,000 – 174,999	\$44,000

Cost – Limited Scope Services

Services	Price
Position Planning	\$150 hour (estimated 12-20 hours to complete)
Advertising & Marketing	\$150/hour (estimated 10-80 hours to complete)
Sourcing	\$150/hour (in 40 hour blocks)
Interview Preparation & Coordination	\$150/hour (estimated 12-20 hours)
Background & Reference Checks	\$750-1,500 per candidate dependent on requested references and screenings

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Company Name	Greenwood/ Asher & Associates
Contact	Dr. Jan Greenwood and Dr. Betty Turner Asher Greenwood/Asher & Associates, Inc. 42 Business Center Dr., Suite 206 Miramar Beach, FL 32550 (850) 650-2277 (office) (202) 374-2111 (mobile) team@greenwoodsearch.com jangreenwood@greenwoodsearch.com bettyasher@greenwoodsearch.com www.greenwoodsearch.com (website)
SWAM Status	Yes
Experience	Higher Education, Nonprofit

Cost – Full Executive Search Services

- excludes candidate costs for interviews, advertisements, and background checks

Salary Range	Professional Fee	Indirect Expenses (12% of Fee)	Consultant Travel	Total Pricing Package
Up to \$180,000	\$60,000	\$7,200	\$10,000	\$77,200
\$181,000 – 249,000	\$75,000	\$9,000	\$10,000	\$94,000
\$250,000 – 349,000	\$90,000	\$10,800	\$10,000	\$110,800
\$350,000 - \$499,000	\$120,000	\$14,400	\$10,000	\$144,400
\$500,000 and over	\$150,000	\$18,000	\$10,000	\$178,000

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Company Name	GovHR USA
Contact	Joellen Cademartori, GovHR CEO 630 Dundee Road, Suite 130 Northbrook, IL 60062 (847) 380-3238 (office) (847)-380-3240 (main line) jcademartori@govhrusa.com (email) www.GovHRRusa.com (website)
SWAM Status	None
Experience	Local Government, Nonprofit

Cost – Full Executive Search Services

Component	Fee
Recruitment Fee	\$14,000
Recruitment Expenses (not to exceed)	\$6,000
Advertising	\$2,500 (estimate)
Candidate Travel	TBD and paid by agency

Cost – Limited Scope Services

Services	Price
Position Planning, Advertising, Marketing, & Sourcing	\$5,010 + expenses
Screening & Evaluation of Applicants With Recommendations & Background/Reference Checks	\$7,140 + expenses
Interview Preparation & Coordination	\$1,850
Optional Assessment Center	\$6,500 \$750 for each additional candidate + expenses

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Company Name	Harvard Group International
Contact	Patricia Crenshaw, Managing Director 8669 E. San Alberto Dr., Ste. 100 Scottsdale AZ 85258 (678) 214-6095 (office) (602) 768-3352 (mobile) PCrenshaw@harvardsearch.com (email) www.harvardsearch.com
SWAM Status	None
Experience	Corporate, Nonprofit, Higher Education

Cost – Full Executive Search Services

- plus expenses

Base Salary	Fixed Fee
\$90,000 – 109,999	\$31,000
\$110,000 – 124,999	\$36,425
\$125,000 – 149,999	\$42,625
\$150,000 – 174,999	\$50,375
\$175,000 and above	\$54,250

Cost – Limited Scope Services

Can negotiate an interest in limited scope services with using agencies.