

Administered by UNIVERSITY OF MAINE SYSTEM Office of Strategic Procurement

REQUEST FOR PROPOSALS (RFP)

EXECUTIVE SEARCH ASSISTANCE

RFP #47-14

ISSUE DATE: June 17, 2014

PROPOSALS MUST BE RECEIVED BY: Tuesday, July 8, 2014

DELIVER PROPOSALS TO:

University of Maine System
Office of Strategic Procurement
Attn: Rachel Piper
104 Anderson Hall
37 College Avenue
Gorham, ME 04038

SECTION ONE

1.0 GENERAL INFORMATION:

1.1 Purpose: The University of Maine System (UMS) anticipates contracting for executive search assistance to conduct a search for President of the University of Southern Maine (USM). UMS expects to appoint a presidential search committee in July, 2014 and seeks to have the successful candidate assume the position in July, 2015. The search process will be directed by UMS in accordance with procedures of the UMS Board of Trustees. UMS invites proposals from executive search firms for this project.

In addition UMS will use this Request for Proposals to identify firms that may be engaged in future presidential searches for UMS. UMS will select one firm to conduct the University of Southern Maine search and may identify the same firm and/or other firm(s) to be engaged for subsequent searches.

This Request for Proposals (RFP) states the instructions for submitting proposals, the procedure and criteria by which a vendor may be selected.

A copy of the University's Contract for Services is included for your review. The University will require the standard terms and conditions included with that contract as part of any agreement resulting from this request for proposals.

- 1.2 Definition of Parties: The University of Maine System will hereinafter be referred to as the "University." Respondents to the RFP shall be referred to as "Bidder(s)" or "bidder(s)". The Bidder to whom the Contract is awarded shall be referred to as the "Consultant."
- 1.3 Scope: Consultant will work with the search committee appointed by the Board of Trustees and assigned UMS staff to conduct a search for the President of the University of Southern Maine. The search will be conducted in a manner that meets UMS standards for equal opportunity and affirmative action and in accordance with Board-established search policies and procedures.
- 1.4 Evaluation Criteria: The successful firm will be selected based on understanding of the needs of a public university system and a metropolitan university, scope of services, experience of firm, assigned personnel, references, cost and potential for effective working relationship with committee chair and chancellor.
- 1.5 Communication with the University: It is the responsibility of the bidder to inquire about any requirement of this RFP that is not understood. Responses to inquiries, if they change or clarify the RFP in a substantial manner, will be forwarded by addenda to all parties that have received a copy of the RFP. Addenda will also be posted on our web site, www.maine.edu/strategic/upcoming_bids.php. It is the responsibility of all bidders to check the web site before submitting a response to ensure that they have all pertinent documents. The University will not be bound by oral responses to inquiries or written responses other than addenda.

Inquiries must be made to: Rachel Piper

Office of Strategic Procurement University of Maine System 104 Anderson Hall 37 College Avenue Gorham, Maine 04038

Rachel.piper@maine.edu

The deadline for inquires is July 1, 2014.

The University will respond to written inquiries not later than close of business, July 3, 2014.

- 1.6 Award of Proposal: Presentations may be requested of two or more bidders deemed by the University to be the best suited among those submitting proposals on the basis of the selection criteria. Presentation may be either in person or remote (video). After presentations have been conducted, the University may select the bidder which, in its opinion, has made the proposal that is the most responsive and most responsible and may award the Contract to that bidder. The University reserves the right to waive minor irregularities. Scholarships, donations, or gifts to the University, will not be considered in the evaluation of proposals. The University reserves the right to reject any or all proposals, in whole or in part, and is not necessarily bound to accept the lowest cost proposal if that proposal is contrary to the best interests of the University. The University may cancel this Request for Proposals or reject any or all proposals in whole or in part. Should the University determine in its sole discretion that only one bidder is fully qualified, or that one bidder is clearly more qualified than any other under consideration, a contract may be awarded to that bidder without further action.
- 1.7 Award Protest: Bidders may appeal the award decision by submitting a written protest to the University of Maine System's Chief Procurement Officer within five (5) business days of the date of the award notice, with a copy of the protest to the successful bidder. The protest must contain a statement of the basis for the challenge.
- 1.8 Confidentiality: The information contained in proposals submitted for the University's consideration will be held in confidence until all evaluations are concluded and a vendor selected (the successful bidder). At that time the University will issue bid award notice letters to all participating bidders and the successful bidder's proposal may be made available to participating bidders upon request. After the protest period has passed and the contract is fully executed, the winning proposal will be available for public inspection. Pricing and other information that is an integral part of the offer cannot be considered confidential after an award has been made. The University will honor requests for confidentiality for information of a proprietary nature to the extent allowed by law. Clearly mark any information considered confidential.

The University must adhere to the provisions of the Maine Freedom of Access Act (FOAA), $\underline{1}$ MRSA §401 et seq. As a condition of accepting a contract under this section, a contractor must accept that, to the extent required by the Maine FOAA, responses to this solicitation, and any ensuing contractual documents, are considered public records and therefore are subject to freedom of access requests.

- 1.9 Costs of Preparation: Bidder assumes all costs of preparation of the proposal and any presentations necessary to the proposal process.
- 1.10 Debarment: Submission of a signed proposal in response to this solicitation is certification that your firm (or any subcontractor) is not currently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by any State or Federal department or agency. Submission is also agreement that the University will be notified of any change in this status.
- 1.11 Proposal Understanding: By submitting a proposal, the bidder agrees and assures that the specifications are adequate, and the bidder accepts the terms and conditions herein. Any exceptions should be noted in your response.
- 1.12 Proposal Validity: Unless specified otherwise, all proposals shall be valid for ninety (90) days from the due date of the proposal.
- 1.13 Non-Responsive Proposals: The University will not consider non-responsive proposals, i.e., those with material deficiencies, omissions, errors or inconsistencies.

1.14 Specification Protest Process and Remedies: If a bidder feels that the specifications are written in a way that limits competition, a specification protest may be sent to the Office of Strategic Procurement. Specification Protests will be responded to within five (5) business days of receipt. Determination of protest validity is at the sole discretion of the University. The due date of the proposal may be changed if necessary to allow consideration of the protest and issuance of any necessary addenda. Specification protests shall be presented to the University in writing as soon as identified, but no less than five (5) business days prior to the bid opening date and time. No protest against the award due to the specifications shall be considered after this deadline. Protests shall include the reason for the protest and any proposed changes to the specifications. Protests should be delivered to the Office of Strategic Procurement in sealed envelopes, clearly marked as follows:

SPECIFICATION PROTEST, RFP #47-14

1.15 Proposal Submission: A **SIGNED** original and one virus-free electronic copy (e.g., CD, thumb drive) of the proposal must be submitted to the Office of Strategic Procurement, University of Maine System, Attn: Rachel Piper, 104 Anderson Hall, 37 College Avenue, Gorham, Maine 04038, in a sealed envelope by Tuesday, July 8, 2014, to be date stamped by the Office of Strategic Procurement in order to be considered. Normal business hours are 8:00 a.m. to 5:00 p.m., Monday through Friday. Bidders may wish to check http://www.maine.edu/alerts/ to determine if University operations have been suspended. Proposals received after the due date will be returned unopened. There will be no public opening of proposals (see Confidentiality clause). In the event of suspended University operations, proposals will be due the next business day. Vendors are strongly encouraged to submit proposals in advance of the due date to avoid the possibility of missing the due date because of unforeseen circumstances. Vendors assume the risk of the methods of dispatch chosen. The University assumes no responsibility for delays caused by any package or mail delivery service. Postmarking by the due date WILL NOT substitute for receipt of proposal. Additional time will not be granted to any single vendor, however additional time may be granted to all vendors when the University determines that circumstances require it. FAXED OR E-MAIL PROPOSALS WILL NOT BE ACCEPTED. The envelope must be clearly identified on the outside as follows:

> Name of Bidder Address of Bidder Due Date RFP # 47-14

- 1.16 Authorization: Any contract or agreement for services that will, or may, result in the expenditure by the University of \$50,000 or more must be approved in writing by the Director of Strategic Procurement and it is not approved, valid or effective until such written approval is granted.
- 1.17 University's Contract for Services: Attached is a copy of the University's Contract for Services for your review. Please be advised that the University will require the standard terms and conditions included with that contract as part of any agreement resulting from this request for proposals. It is not necessary to complete the contract at this time; it is for your information. The firm selected for this project will be required to show evidence of, and maintain through completion of the project, all required insurance as provided for in Attachment B of the Contract for Services.

SECTION TWO

- 2.0 Proposal Content: Proposals shall address the following points.
 - 2.1 Overall approach to search.
 - 2.2 Firm's philosophy and general approach.
 - 2.3 Services provided: Consultant will work with the search committee appointed by the Board of Trustees and assigned UMS staff to conduct a search for the President of the University of Southern Maine. The search will be conducted in a manner that meets UMS standards for equal opportunity and affirmative action and in accordance with Boardestablished search policies and procedures.

Specify the services your firm proposes to provide, addressing the following areas. Please indicate any responsibilities which may be performed either by your firm or by UMS and identify the cost impact in the section on fees.

- 2.3.1 Organizing the search process Work with search committee chair and staff supporting the search to develop a timeline, plan of work, committee procedures and protocols, job description, criteria, position announcement and communication plans.
- 2.3.2 Institutional needs assessment Based on interviews with university constituents, analyze institution needs for the presidency in order to assist in formulating criteria for use in the search process, preparing materials for the search and working with candidates.
- 2.3.3 Develop and execute a search strategy -- Actively recruit candidates to develop a pool of well qualified and diverse candidates. Through a strategy of advertising, networking to seek nominations and direct contact with potential candidates, develop a pool of well qualified candidates interested in the position.
- 2.3.4 Application handling –Describe consultant's role in receiving and acknowledging applications and in maintaining a secure website for posting of candidate application materials and other materials for use by search committee members.
- 2.3.5 Candidate assessment and selection Work independently and with the search committee to review the candidates, conduct reference checks, conduct interviews, and obtain community input from campus visits. Consultant will conduct deep background checks and off list reference checks for finalist candidates.
- 2.3.6 Candidate support and liaison Work with candidates to cultivate their interest in the position. During the search process consultant will be responsible for all candidate communications. Facilitate communication between the finalist candidate(s) and the university regarding the search process and the terms of appointment, including salary. Provide background information and recommendations regarding terms of appointment to committee chair and chancellor.
- 2.3.7 Consultant will attend all meetings of the search committee and will develop meeting plans, agendas and other materials. Consultant will work with committee chair to provide necessary meeting management and facilitation.
- 2.3.8 Consultant will attend and assist committee in off-site interview process. Attendance at on- campus finalist visits is not required.

- 2.3.9 Consultant will work closely with and maintain communication with the search committee chair and chancellor to keep them apprised of the progress of the search.
- 2.3.10 Any other proposed services.
- 2.4 Personnel: Specify the personnel who will work with the UMS for this search.

2.5 Fees

- 2.5.1 Specify fees, with detailed fees for optional services.
- 2.5.2 Indicate fees for travel, phone, and any other out of pocket or administrative expenses.
- 2.5.3 Specify how costs for posting/advertising, printing and postage will be handled.
- 2.5.4 Specify timing of invoices and payments.
- 2.6 Timing: Include a proposed timetable for the project that begins with the needs assessment during the summer of 2014 and culminates with appointment of a president by March 2015 with a planned effective date prior to the start of the Fall 2015 semester.
- 2.7 Experience and References
 - 2.7.1 List engagements in higher education with emphasis on large, public institutions and metropolitan universities.
 - 2.7.2 List relevant references who have worked with the personnel you propose assigning to this project

SIGNATURE PAGE

COMPANY NAME:		
Bv:		
- , -	(Signature)	
	(Print Name)	
	(Title)	
	(Phone)	
	,	
	(Cell Phone)	
	(00.1110.10)	
	(E-mail Address)	
	(E-mail Address)	
	(Date)	

UNIVERSITY OF MAINE SYSTEM CONTRACT FOR SERVICES

This (Unive	Contract entered into this day of,, by and between the rsity of Maine System, hereinafter referred to as the "University", and, hereinafter referred to as "Contractor".
the C	REAS , the University desires to enter into a contract for professional services, and ontractor represents itself as competent and qualified to accomplish the specific ements of this Contract to the satisfaction of the University;
	THEREFORE, in consideration of the mutual promises contained herein, the s hereby agree as follows:
1.	Specifications of Work : The Contractor agrees to perform the Specifications of Work as described in Attachment A , hereby incorporated by reference.
2.	<u>Term</u> : This Contract shall commence on and shall terminate on, unless terminated earlier as provided in this Contract.
3.	Payment:
	A. The total of all payments made against this contract shall not exceed \$ Any expenses not listed here will not be reimbursed.
	B. The University shall compensate the Contractor at the rate of \$ per (hour, week, semester, entire project.) Payment will be made within 30 days upon submittal and approval of invoices.
	C. Reimbursement for travel:
	All travel, lodging and meals are part of the compensation described in section A. No additional reimbursement will be made.
	OR
	Contractor will be reimbursed for pre-approved travel, lodging and meals in an amount not to exceed \$ Copies of receipts or itemized bills for expenses must be submitted for reimbursement.
	D. Other expenses (postage, printing, phone, etc.) shall not exceed \$ Copies of receipts or itemized bills for expenses must be submitted for reimbursement.
4.	<u>Termination</u> : This Contract may be terminated by mutual agreement of the parties or by either party upon thirty (30) days prior written notice to the other. If

at any time the Contractor fails to comply with the provisions of this Contract, the University shall have the right to terminate this Contract immediately with written notice. Termination does not release the Contractor from its obligations to provide services per the terms of the Contract during the notification period.

- Obligations Upon Termination: Any materials produced in performance of this agreement are the property of the University and shall be turned over to the University upon request. The University shall pay the Contractor for all services performed to the effective date of termination subject to offset of sums owed by the Contractor to the University.
- **Conflict of Interest:** No officer or employee of the University shall participate in any decision relating to this contract which affects his or her personal interest in any entity in which he or she directly or indirectly has interest. No employee of the University shall have any interest, direct or indirect, in this contract or proceeds thereof.
- **7.** <u>Modification</u>: This Contract may be modified or amended only in a writing signed by both parties.
- **8.** <u>Assignment</u>: This Contract, or any part thereof, may not be assigned, transferred or subcontracted by the Contractor without the prior written consent of the University.
- **9.** <u>Applicable Law</u>: This Contract shall be governed and interpreted according to the laws of the State of Maine.
- **10.** Administration: ______shall be the University's authorized representative in all matters pertaining to the administration of the terms and conditions of this Contract and to whom all notices must be sent.
- 11. <u>Non-Discrimination</u>: In the execution of the contract, the Contractor shall not discriminate on the basis of race, color, religion, sex, sexual orientation, transgender status or gender expression, national origin or citizenship status, age, disability, genetic information, or veteran status and shall provide reasonable accommodations to qualified individuals with disabilities upon request. The university encourages the employment of qualified individuals with disabilities.
- 12. <u>Indemnification</u>: The Contractor shall comply with all applicable federal, state and local laws, rules, regulations, ordinances and orders relating to the services provided under this Contract. Contractor shall indemnify, defend and hold the University, its Trustees, officers, employees, and agents, harmless from and against any and all loss, liability, claims, damages, actions, lawsuits, judgments and costs, including reasonable attorney's fees, that the University may become liable to pay or defend arising from or attributable to any acts or omissions of the Contractor, its agents, employees or subcontractors, in performing its obligations

under this Contract, including, without limitation, for violation of proprietary rights, copyrights, or rights of privacy, arising out of a publication, translation, reproduction, delivery, performance, use or disposition of any data furnished under the Contract or based on any libelous or other unlawful matter contained in such data.

- **13.** <u>Contract Validity</u>: In the event one or more clauses of this Contract are <u>declared</u> invalid, void, unenforceable or illegal, that shall not affect the validity of the remaining portions of this Contract.
- 14. Independent Contractor: Contractor is an independent contractor of the University, not a partner, agent or joint venture of the University and neither Party shall hold itself out contrary to these terms by advertising or otherwise, nor shall either party be bound by any representation, act or omission whatsoever of the other. For U.S. entities, Contractor, its employees and subcontractors if any, is/are independent contractors for whom no Federal or State Income Tax will be deducted by the University, and for whom no retirement benefits, social security benefits, group health or life insurance, vacation and sick leave, Worker's Compensation and similar benefits available to University's employees will accrue. The parties further understand that annual information returns as required by the Internal Revenue Code and Maine Income Tax Law will be filed by the University with copies sent to Contractor. Contractor will be responsible for compliance with all applicable laws, rules and regulations involving but not limited to, employment, labor, Workers Compensation, hours of work, working conditions, payment of wages, and payment of taxes, such as unemployment, social security and other payroll taxes, including other applicable contributions from such persons when required by law.
- **15.** <u>Intellectual Property</u>: Any information and/or materials, finished or unfinished, produced in performance of this Contract, and all of the rights pertaining thereto, are the property of the University and shall be turned over to the University upon request.
- **16.** Entire Contract: This Contract sets forth the entire agreement between the parties on the subject matter hereof and replaces and supersedes all prior agreements on the subject, whether oral or written, express or implied.
- 17. <u>Licensing</u>: Contractor shall secure in its name and at its expense all federal, state, and local licenses and permits required for operation under this Contract. Contractor shall provide proof of such licensure or permit to the University prior to commencing work under this Contract.
- 18. Record Keeping, Audit and Inspection of Records: The Contractor shall maintain books, records and other compilations of data pertaining to the requirements of the Contract to the extent and in such detail as shall properly substantiate claims for payment under the Contract. All such records shall be kept for a period of seven years or for such longer period as specified herein. All retention periods start on the first day after the final payment of the Contract. If

any litigation, claim, negotiation, audit or other action involving the records is commenced prior to the expiration of the applicable retention period, all records shall be retained until completion of the action and resolution of all issues resulting therefrom, or until the end of the applicable retention period, whichever is later. The University, the grantor agency (if any), or any of their authorized representatives shall have the right at reasonable times and upon reasonable notice, to examine and copy the books, records and other compilations of data of the Contractor pertaining to this Contract. Such access shall include on-site audits.

- Publicity, Publication, Reproduction and use of Contract's Products or Materials: Unless otherwise provided by law or the University, title and possession of all data, reports, programs, software, equipment, furnishings and any other documentation or product paid for with University funds shall vest with the University. The Contractor shall at all times obtain the prior written approval of the University before it, any of its officers, agents, employees or subcontractors, either during or after termination of the Contract, makes any statement bearing on the work performed or data collected under this Contract to the press or issues any material for publication through any medium of communication. If the Contractor or any of its subcontractors publishes a work dealing with any aspect of performance under the Contract, or of the results and accomplishments attained in such performance, the University shall have a royalty free, non-exclusive and irrevocable license to reproduce, publish or otherwise use and to authorize others to use the publication.
- **20.** <u>Confidentiality:</u> The contractor shall comply with all laws and regulations relating to confidentiality and privacy including but not limited to any rules or regulations of the University.
- 21. Force Majeure: Neither party shall be liable to the other or be deemed to be in breach of this Contract for any failure or delay in rendering performance arising out of causes beyond its reasonable control and without its fault or negligence. Such causes may include, but are not limited to, acts of God or of a public enemy, fires, flood, epidemics, strikes, embargoes or unusually severe weather. Dates or time of performance shall be extended to the extent of delays excused by this section provided that the party whose performance is affected notifies the other promptly of the existence and nature of such delay.
- **22.** <u>Notices</u>: Unless otherwise specified in an attachment hereto, any notice hereunder shall be in writing and addressed to the persons and addresses below.
- 23. Insurance Requirements: Attachment B, hereby incorporated by reference.

24. Signatures:

FOR THE UNIVERSITY OF MAINE SYSTEM:	FOR THE CONTRACTOR:		
STSTEIWI.	LEGAL NAME:		
BY:(signature) Name:(print or type)	BY: (signature) Name: (print or type) Title:		
Title:	Address:		
Telephone:	Telephone:Fax:		
Fax: Date:	_ Date:		
result in the expenditure by the Univ	or agreement for services that will, or may, versity of \$50,000 or more must be approved. Officer, or designee, and it is not approved, oproval is granted."		
BY:	_		
Title:Chief Procurement Officer or design	gnee		
Date:	_		

Attachment A

Specifications of Work to be Performed		
The Contractor agrees to the Specifications of Work to be Performed as follows:		
Additional Attachments, if applicable:		
Insurance Requirements: Attachment B hereby incorporated by reference.		

UNIVERSITY OF MAINE SYSTEM CONTRACT FOR SERVICES INSURANCE REQUIREMENTS

ATTACHMENT B

Contractor's Liability Insurance: During the term of this agreement, the Contractor shall maintain the following insurance:

Insurance Type	Coverage Limit	
Commercial General Liability (Written on an Occurrence-based form)	\$1,000,000 per occurrence or more (Bodily Injury and Property Damage)	
Vehicle Liability (Including Hired & Non-Owned)	\$1,000,000 per occurrence or more (Bodily Injury and Property Damage)	
Workers Compensation (In Compliance with Maine Law)	Required for all personnel	

Coverage limit requirements can be met with a single underlying insurance policy or through the combination of an underlying insurance policy plus an Umbrella insurance policy.

The University of Maine System shall be named as Additional Insured on the Commercial General Liability insurance.

Certificates of Insurance for all of the above insurance shall be filed with:
Office of Strategic Procurement
University of Maine System
16 Central Street
Bangor, Maine 04401

Certificates shall be filed prior to the date of performance under this Agreement. Said certificates, in addition to proof of coverage, shall contain the standard statement pertaining to written notification in the event of cancellation, with a thirty (30) day notification period.

The University reserves the right to change the insurance requirement or to approve alternative insurances or limits, at the University's discretion.

Substitute Form W-9 - Taxpayer Identification Number Request & Certification

Please complete the following information. We are required by law to obtain this information from you when making a reportable payment to you.

If you do not provide us with this information, your payments may be subject to federal income tax backup withholding. Use this form only if you are a **U.S. person** (including US. resident alien.). If you are a foreign person, use the appropriate Form W-8.

Print Name:	
Address (number, street, and apt. or suite	
):	
City:	State: Zip:
Phone: ()	
mplete One:	
Individual/Sole Proprietor Business Name, if dit	fferent from above
Social Security Number	oer
- or - Business EIN	
Partnership EIN	-
Corporation EIN	
Please answer questions below if you are a corpor	ation:
1. Corporation providing legal services? ${f Y}$ ${f N}$	
2. Corporation providing medical services? ${f Y}$ ${f N}$	
Limited Liability Company	EIN
Tax-Exempt or Not-for-Profit under § 501(C)(3)	EIN
Government Entity	EIN
Estate or Trust	EIN
All other Entities	EIN
rt 2 Exemption: If exempt from Form 1099 reporting, and circle your qualifying exemption	
 An organization exempt from tax un The United States or any of its agenc A state, the District of Columbia, a p 	

Part 3 Certification:

Under penalties of perjury, I certify that:

6. Other:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me) and

5. An international organization or any of its agencies or instrumentalities

4. A foreign government or any of its political subdivisions, agencies, or instrumentalities

2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the

Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends,

or (c) the IRS has notified me that I am no longer subject to backup withholding, and

3. I am a U.S. person (including a U.S. resident alien).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup

withholding because you have failed to report all interest and dividends on your tax return.

Please return this f	form with the attached contract	Thank you for your	cooneration
Date:			
Signature of U.S. person: _			_