



AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

HUMAN RESOURCES & EQUAL OPPORTUNITY SERVICES SCHEDULE 738X PRICE LIST

General Services Administration
Authorized Federal Supply Schedule Price List
Human Resources & Equal Employment Opportunity
Services Schedule 738X Pricelist

Contract #: GS-02F-0187Y

Period Covered by Contract: September 17, 2012 through September 16, 2017

GSA AUTHORIZED PRICELIST
Human Resources and EEO Services
SIN 595-21 NAICS 561311, 561312

General Support Services:
Executive Search and Recruitment

Precision Recruiting, Inc. is a Small, Minority-Owned Business

Experience the Quick Execution and Quality of Service we provide!

Tony Bengtson, SPHR
Managing Principal, Precision Recruiting, Inc.
4610 South Ulster Street, Suite 150 Denver, CO 80237
Phone: (303) 627-9189 Fax: (303) 600-5030
tony@pri.jobs or tony@precisionrecruiting.com

SENIOR EXECUTIVE SERVICES (SES) SEARCH:

Our government practice is committed to help you in identifying and engaging the best senior executive (and often hidden) talent for the government. To ensure you do not miss out on Top Talent due to an application process error, we take the time to educate and follow up with our SES candidates about the OPM's ECQ and MTQ application process and expectations. *Our most recent government search assignment was for the CEO of Western Area Power Administration. Reporting to the Department of Energy, they operate 58 power plants supplying wholesale power to 11.4M end-users in 15 western states.*

THE HIGH QUALITY OF OUR WORK MEANS LESS RISK FOR YOU:

The CEO search for Western Area Power Administration (WAPA) we just recently completed serves as a typical example of our strong proficiency in difficult executive searches. This search was completed in less than 30 days. To fully appreciate what we accomplished, consider the following: this was a government (DOE) position and it was paying about half of the private industry salary. Check out our performance metrics:

- We presented 5 qualified and genuinely interested executive candidates
- 9 candidates *from other sources* applied directly to WAPA and passed the initial screening process
- After formal teleconference interviews, 4 candidates were selected for onsite interviews in Washington, DC with DOE Secretary Dr. Steven Chu: 3 of the candidates were ours and the other was an internal federal employee.
- The CEO position was awarded to one of our candidates.

PROFESSIONAL LEVEL SEARCH – SL, ST, & GS (11-15)

OUR PAST PERFORMANCE ENSURES SUCCESS FOR YOU:

Precision Recruiting, Inc. (PRI) is an award winning search firm that has been servicing Government and "Start-Up" to Fortune 500 clients in Colorado and across the country for over 15 years. In 2003 PRI was the only search firm selected (out of over 6000 vendors) to receive the prestigious [Coors Corporate Gold Supplier Award!](#)

PRI was also recognized for its performance by winning the **Colorado and USA Regional Minority Enterprise Development Week Awards**.

We Search For the Best For You

Established in 1997, Precision Recruiting, Inc. (PRI) knows the true value of any organization depends on the quality of its employees and leaders.

PRI is dedicated to helping organizations grow - and prosper - through the identification and selection of key professional and executive management talent, based on their proven past performance. Our professional commitment to our clients and candidates, coupled with our proven and disciplined search process, provides you with a business partner on which you can depend.

FIRM PROFILE:

To give you the peace of mind that your organization will be well served, please review a select list of achievements:

- Received an average **performance rating of 92 out of 100 on a Dun & Bradstreet client performance evaluation** in 2011 from 10 clients. The evaluation considered elements such as reliability, accuracy, timeliness and customer service. Precision Recruiting scored the highest marks from clients for quality and cost.
- Honored as the **2003 Coors Gold Award Winner** for suppliers. It was the first time that Coors Brewing Company bestowed this award to a search firm.
- Honored as the **2003 MED (Minority Enterprise Development) Week Colorado and 2003 MED Regional Service Firm Award Winner**. PRI was one of the very few companies to be recognized in both categories at the same time.
- The majority of our business comes from client referrals and repeat business.

PROFESSIONAL ACTIVITY AND COMMUNITY INVOLVEMENT:

In 1992 Mr. Bengtson founded the Colorado Talent Recruitment Network (www.ctrn.org) to give back to the industry that he loves and to provide a way to educate both current and the next generation of recruiting professionals on talent acquisition best practices. This non-profit professional association has **donated tens of thousands of dollars in scholarships** to worthy, financially disadvantaged college students within Colorado. Mr. Bengtson also organizes a yearly training conference to educate 100s of CTRN members on industry trends and best practices.

What to Expect from Our Search Process:

Precision Recruiting doesn't take shortcuts. *Ever.* We take extra steps to make the recruiting process as easy and painless as possible for you. Our process is designed to

fully understand your goals and needs, ensure clear communication, identify the most qualified candidates, and make the best use of your time.

We are “big picture” thinkers who take the time to understand your company, your workplace culture, your management style, and how your open role fits into the big picture, so we can better pinpoint the right talent and personality type for your needs.

Here is what you can expect from Precision Recruiting, Inc.:

Discovery and Planning

- Meet with you to clearly understand the expectations and define exactly what you are looking for in a candidate.
- Develop, present and get your feedback on a:
 - Suggested target list of companies from which to recruit.
 - Candidate questionnaire tailored to the search assignment.
- Conduct the search assignment in accordance with your timeline, so you don't have any surprises or unexpected headaches.
- While recruiting, develop a picture of the current compensation for the target position within the industry.

Candidate Screening and Selection

- Recruit and assess executive candidates in accordance with: OPM ECQ's for SES, and our professional commitment to treat candidates with dignity, respect and the proper ethics.
- Give you written profiles of viable candidate(s), including each person's:
 - Resume
 - Completed search questionnaire
 - Interview summary
 - Summary of candidate's strong points
 - Candidate's needs

Interview Coordination

- Coordinate schedules and take care of scheduling your interviews with candidates, so you don't have to worry about administrative details.
- Participate in the interview process, when it's appropriate to do so.
- Provide candidate feedback upon completion of the interview process.

Final Selection

- Conduct and present a written summary of reference checks to help with your decision about the final candidate.

- Prepare a written offer of employment detailing all of the agreed to terms between your final candidate and your company, if you choose.
- Facilitate and/or negotiate the employment offer with your final candidate.
- Help your final candidate resign from his or her current company, and prepare your candidate on how to deal with the possibility of a counteroffer, so we can minimize the chances of losing your candidate at the last moment.

PRIMARY INDUSTRIES WE SERVE INCLUDE:

Federal/State/Local Government
Government Contracting
Mining
Engineering
Health Care
Manufacturing
Power Generation
Telecommunications
Supply Chain / Logistics
Information Technology
Energy and Environment

LABOR CATEGORIES FOR WHICH WE PLACE EXECUTIVES (SES/SL/ST) AND SENIOR STAFF (GS 14-15):

Legal
Science
Statistics
Operations
Engineering
Sales and Marketing
Accounting/Finance
General Management
Product Management
Information Technology
Human Capital/Resources
Environmental Health & Safety
Acquisition/Contracting/Procurement

PRICE SCHEDULE

PRI works on an exclusive basis. Our fee for commercial clients is 25% of the accepted base salary for the candidate placed. Our discounted fee for the Government is only 19% (a 24% discount off our regular fees) of the accepted base salary for the candidate placed. The fee includes the 0.75% Industrial Funding Fee (“IFF”). This 19% fee will remain in effect for the full, five-year option period.

Expenses: The client pays candidate and recruiter travel. Reimbursement for these expenses is based on a per diem rate under [FAR] Clause 31.205-46. Other expenses (telephone, postage, printing, advertising, research, FedEx, criminal check, and educational verification) are charged at cost. Expenses will not exceed \$4,000 per search assignment.

GSA Schedule Contract Information, Terms & Conditions:

- 1a. **Table of awarded special item number with appropriate cross-reference to page number.** Not Applicable.
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price.** See Price Schedule.
- 1c. **If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate as such.** Not applicable.
2. **Maximum order.** \$1,000,000 is a breakpoint for possible additional discounts. Dollar value for work performed is unlimited.
3. **Minimum order.** \$100
4. **Geographic coverage.** All 50 states
5. **Point(s) of production.** Not Applicable.
6. **Discounts from list prices or statement of net price.** See Price Schedule.

7. **Quantity discounts.**
2% discount for 2-4 placements per year within same government agency (18.62%)
5% discount for 5+ placements per year within same government agency (18.05%)
8. **Prompt payment terms.** Net 30 days.
- 9a. **Notification that Government purchase cards are accepted below the micro-purchase threshold.** Negotiable
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold.** Negotiable
10. **Foreign items.** Not Applicable.
- 11a. **Time of delivery:** Timeframe negotiated at time of purchase order.
- 11b. **Expedited delivery:** Contact us for expedited delivery requests.
- 11c. **Overnight and 2 day delivery.** Not Applicable.
- 11d. **Urgent Requirements.** Contact us for urgent requirement requests.
12. **F.O.B. point is Denver, Colorado**
- 13a. **Ordering Address.**
Precision Recruiting, Inc.
4610 South Ulster Street, Suite 150
Denver, CO 80237
- 13b. **Ordering procedures.** Orders can be placed by telephone, by email or facsimile with the contacts at the Business Office listed below:

Tony Bengtson, SPHR
Managing Principal
Precision Recruiting, Inc.
4610 South Ulster Street, Suite 150
Denver, CO 80237
Phone: (303) 627-9189
Fax: (303) 600-5030
tony@pri.jobs or tony@precisionrecruiting.com

14. **Payment Address.**

Payment by check should be sent to the following address:
Precision Recruiting, Inc.
P.O. Box 461804
Aurora, CO 80046

Wire payment is the preferred method. Specific Routing# and Account# to be provided.

15. **Warranty provision.** Should the new employee resign or be fired for cause prior to 90 days, Precision Recruiting, Inc. will replace the candidate at no additional cost other than expenses.

16. **Export packing charges.** Not Applicable.

17. **Terms and conditions of government purchase card acceptance.** Not Applicable.

18. **Terms and conditions of rental, maintenance, and repair.** Not Applicable.

19. **Terms and conditions of installation.** Not Applicable.

20. **Terms and conditions of repair parts.** Not Applicable.

20a. **Terms and conditions for any other services.** Not Applicable.

21. **List of service and distribution points.** Not Applicable.

22. **List of participating dealers.** Not Applicable.

23. **Preventive maintenance.** Not Applicable.

24. **Environmental attributes.** Not Applicable.

25. **Data Universal Number System (DUNS) #:** 092135081

26. **Notification regarding registration in System for Award Management (SAM) database.** Precision Recruiting, Inc. is registered in the SAM (System for Award Management) Database under Cage Code 4NB20.