***SECTION 6: BIDDER’S WRITTEN RESPONSE***

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| **6** | **BIDDER’S WRITTEN RESPONSE** – Required, Scored, Maximum Total Points Available: 900 |
| A | Describe the experience of your firm and how it is distinguished from other firms in your industry. Max -193 -   Score \_\_115\_\_\_\_\_ |
|  | Comments: Data-driven information about previous work and indicating long-standing/repeat clients. Relevant information to public sector recruitment. Recruit nationwide, specialize in the PNW (not globally) 60th%  |
| B | Describe your firm’s approach to successful executive level recruitments. Max – 64 Score \_\_\_\_38\_\_\_\_\_\_\_ |
|  | Comments:Competency based recruitment. Unsure if they conduct sourcing, rather use the candidates they have connected with already. Seems DSHS would have to have a lot of involvement for a contract. 60th%  |
| C | Describe how your firm will help DSHS to hire individuals whose values and career goals align with the agency. Max – 128  Score \_\_\_\_64\_\_\_\_\_\_\_ |
|  | Comments:Relies upon meeting with DSHS and doesn’t include other information about how the firm will help hire those who have values and goals that align w/ the agency. Also doesn’t mention specifics about the agency values. 50th%   |
| D  | Describe your firm’s active sourcing strategy to identify and attract a diverse candidate pool. Max - 193 Score \_115\_\_\_\_\_\_\_\_\_\_  |
|   | Comments:Doesn’t mention the strategy, but does include that they have strong connections with historically underrepresented groups. **60th%**  |
| E | Please provide information for each recruitment professional(s) that will be assigned to work with DSHS should your firm be awarded the contract. Include a resume as well as completing the following for each staff. Bidder should note that if awarded the contract, it may not reassign key personnel without prior approval of DSHS.  Max – 128 Score \_\_102\_\_\_\_\_\_\_\_ |
|  | Comments:Resume? Relevant experience with some data to support experience. 80th% |
| F | Describe your method for assuring that your services and deliverables are provided in accordance with high quality standards and for immediate correction of deficiencies.  Max – 129 Score \_\_\_97\_\_\_\_\_\_\_\_\_ |
|  | Comments:Clear plan about mitigating risks associated with project. 75th% |
| G | Describe how your firm’s recruiting efforts have changed in the last few years (post-COVID-19). Max – 65 Score \_\_\_\_20\_\_\_\_\_\_ |
|  | Comments:Doesn’t provide a complete/comprehensive answer. 30th%  |