***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 193 |
|  | Comments: |
| B | Describe your firm’s approach to successful executive level recruitments. Max – 64  Score 64 |
|  | Comments: |
| C | Describe how your firm will help DSHS to hire individuals whose values and career goals align with the agency.  Max – 128    Score 128 |
|  | Comments: |
| D | Describe your firm’s active sourcing strategy to identify and attract a diverse candidate pool. Max - 193  Score 193 |
|  | Comments: |
| 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 128 |
|  | Comments: |
| 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 129 |
|  | Comments: |
| G | Describe how your firm’s recruiting efforts have changed in the last few years (post-COVID-19). Max – 65  Score 32.5 |
|  | Comments:  The response provided doesn't address the post-covid issue of labor market changes & challenges affecting recruiting efforts However, they noted how candidate desires have changed and they mediate between the expectations of the candidate and the client organization. |