

**Shaker Place Rehabilitation and Nursing Center**  
**RFP #2022-034**  
**Recruiting Consultant**

**Shaker Place (SP) received a total of four (4) proposals in response to the Request for Proposals (RFP) for Recruiting Consultant. The proposals were reviewed by SP staff members, Thomas Coffey, Administrator, Frank Commisso, Director of Fiscal Operations and Laura Vartanian, RN. The Committee's rating sheets, reflecting the individual evaluations of each committee member, accompany this document. Below, are the consensus comments of the Committee as they pertain to the proposals, as well as the Committee's final recommendation for award of the contract.**

**Comments:**

Our current environment is faced with a national healthcare worker shortage. Our collective efforts to date have not afforded us with the necessary staffing complement or access to the said workforce and we find it necessary to seek additional resources to connect with the qualified staff required to meet the clinical needs of our residents. We recognize that we are competing for these staff members with the many hospitals, nursing facilities and independent healthcare settings in our community and beyond. As such, it is incumbent upon ourselves to engage a professional recruitment firm to augment our outreach.

All four (4) firms demonstrated in their proposal the capability to meet the Scope of Services as outlined in the RFP. It is clearly evident that each firm has the professional qualifications and experience necessary to provide employment recruiting services for the purposes of supplying direct placement services for health care management and hard to fill positions. The proposed cost of each firm was the determining factor in the evaluative process. The Proposed Cost, as represented on our individual Rating Worksheets, has a weighted effect of 25% of the overall score determining the recommendation for awarding of the contract. The proposals were evaluated based on the prospective annual cost to Shaker Place to secure the employment of our current and prospective vacancies in healthcare management and hard to fill positions as identified by Administration.

The firm that we are recommending was the lowest annual cost proposal of the four proposals that were submitted for consideration. Additionally, this firm works exclusively in senior care helping organizations recruit and hire their workforce. Our committee contacted the references provided and found that this firm has maintained a positive working relationship with them and generated the results requested by the respective healthcare facility.

Upon review of the four (4) proposals, the committee is recommending that the contract be awarded to Eklego Workforce Solutions.

**RFP #2022-034: Recruiting Consultant**

**Proposal Rating Worksheet**

**Proposer: Eklego**

	Weight	Tom Coffey		Frank Commisso		Laura Vartanian		Reviewer 4	
		Rate	Score	Rate	Score	Rate	Score	Rate	Score
Quality and Comprehensiveness of all aspects of the consulting services as it is related to the stated scope of	30%	4	1.2	4	1.2	4	1.2		0
Demonstrated history of providing services for health care providers as stated in the scope of services	35%	5	1.75	4	1.4	5	1.75		0
Proposed Cost.	25%	5	1.25	5	1.25	5	1.25		0
Client references.	10%	5	0.5	5	0.5	5	0.5		0
<b>TOTALS:</b>			4.7		4.35		4.7		0

Avg 4.58

**NOTES:**

**RFP #2022-034: Recruiting Consultant**

**Proposal Rating Worksheet**

**Proposer: Talent4Health**

	Weight	Tom Coffey		Frank Commisso		Laura Vartanian		Reviewer 4	
		Rate	Score	Rate	Score	Rate	Score	Rate	Score
Quality and Comprehensiveness of all aspects of the consulting services as it is related to the stated scope of	30%	4	1.2	4	1.2	4	1.2		0
Demonstrated history of providing services for health care providers as stated in the scope of services	35%	5	1.75	4	1.4	5	1.75		0
Proposed Cost.	25%	4	1	3	0.75	4	1		0
Client references.	10%	5	0.5	5	0.5	5	0.5		0
<b>TOTALS:</b>			4.45		3.85		4.45		0

Avg 4.25

**NOTES:**

**RFP #2022-034: Recruiting Consultant**

**Proposal Rating Worksheet**

**Proposer: Infojimi**

	Weight	Tom Coffey		Frank Commisso		Laura Vartanian		Reviewer 4	
		Rate	Score	Rate	Score	Rate	Score	Rate	Score
Quality and Comprehensiveness of all aspects of the consulting services as it is related to the stated scope of	30%	5	1.5	4	1.2	4	1.2		0
Demonstrated history of providing services for health care providers as stated in the scope of services	35%	5	1.75	4	1.4	5	1.75		0
Proposed Cost.	25%	3	0.75	2	0.5	3	0.75		0
Client references.	10%	5	0.5	5	0.5	5	0.5		0
<b>TOTALS:</b>			4.5		3.6		4.2		0

Avg 4.1

**NOTES:**

**RFP #2022-034: Recruiting Consultant**

**Proposal Rating Worksheet**

**Proposer: Medlink Health**

	Weight	Tom Coffey		Frank Commisso		Laura Vartanian		Reviewer 4	
		Rate	Score	Rate	Score	Rate	Score	Rate	Score
Quality and Comprehensiveness of all aspects of the consulting services as it is related to the stated scope of	30%	5	1.5	4	1.2	5	1.5		0
Demonstrated history of providing services for health care providers as stated in the scope of services	35%	5	1.75	4	1.4	3	1.05		0
Proposed Cost.	25%	2	0.5	1	0.25	2	0.5		0
Client references.	10%	5	0.5	5	0.5	5	0.5		0
<b>TOTALS:</b>			4.25		3.35		3.55		0

Avg 3.72

**NOTES:**