**EXHIBIT B - PRICING**

**Academic Search, Inc.**

Percentage of selected candidate's first-year salary to be paid to Consultant for the candidate position that Contractor is hired to fill: 30% (including only the actual paid salary as may be reduced by furlough, unpaid leave, or other state salary reductions due to budget cuts, deferred compensation) ("Contractor's Fee"). Contractor's Fee is due and payable within 30 days following candidate's start date. Invoices shall be submitted to the name and address indicated on each UNLV Purchase Order or as requested by UNLV. Contractor's Fee is on a contingent basis and is only payable to Contractor if the chosen and hired candidate has been directly or indirectly referred to UNLV through Contractor's efforts within the preceding twelve (12) months before the candidate's start date for the position that Contractor was hired to fill. Notwithstanding anything to the contrary herein, in no event shall Contractor be paid a Contractor's Fee for any candidates sourced by UNLV or for any candidates that are currently, or have been employed (either part-time or full-time) by NSHE/UNLV in any capacity during the last three years. This Contract is nonexclusive and UNLV may use similar services from similar vendors or source candidates itself, at its sole discretion. However, if UNLV requests in writing to utilize Contractor for a particular search, then UNLV may not simultaneously use any other search firms for that particular search, but may elect to also simultaneously source candidates itself.

All Direct Expenses and Travel Expenses must be pre-approved in writing (email acceptable) by UNLV, substantiated by receipts and invoiced without mark-up to UNLV within thirty (30) days of being incurred. At the UNLV's discretion, pre-approval will be provided for an exact price or a range on a trip per trip or project by project basis, or simply for a specific trip or a collection of trips (i.e. all trips or collections of interview rounds involving travel must be either pre-approved individually for singular travel, or as a collection if part of an interview round or a series of visits by Contractor to UNLV).

"Direct Expenses" include costs related to advertising and background checks on finalists, and any other expenses requested by UNLV in writing except for Travel Expenses. All Direct Expenses must be actual expenses incurred specifically for the applicable search, and in no event shall include Contractor's general costs of doing business or a percentage of any salaries.
"Travel Expenses":

UNLV has established the following travel reimbursement rates for faculty and staff:
Rental Cars: The traveler shall use the UNLV contracted rental car agency;
Airfare: The most economical rate available;
Meals & Lodging: For information on applicable lodging and meal rates, go to the following website: http://accountspayable.unlv.edu/Trvlman/ap_m.dwt.

Consultant shall utilize these reimbursement rates for all Consultant and candidate travel. All travel and trips must be pre-approved in writing by UNLV (email acceptable) with a range or a do not exceed price. In the event that any travel is not in accordance with UNLV’s travel policy or exceeds the approved scope, Consultant shall be responsible for the amount of Travel Expenses above the permitted amount.

Amount or percentage of refund of Contractor’s Fee(s) should candidate leave UNLV or be otherwise removed from their position within the first year of the selected candidate’s employment:

0% refund; Guarantee extended search or replacement search to be initiated. No additional Contractor’s Fee will be invoiced or owed; Consultant will be paid Direct and Travel Expenses only.

Should the Search Committee determine that the Consultant is not meeting the standards of performance set forth in this RFP, UNLV reserves the right to terminate the Contract. Indicate what fees and expenses the Consultant would require reimbursement for, should the Contract be terminated by UNLV.

If UNLV cancels search, UNLV will only be obligated to pay the accrued Contractor’s Fee (if a Contractor’s candidate is hired), Direct and Travel Expenses as of the cancellation date.

Misc. Options:
If more than one person is hired through this search effort, an additional Contractor’s Fee Contractor’s Fee of 15% of the candidate’s first year’s salary (including only the actual paid salary as may be reduced by furlough, unpaid leave, or other state salary reductions due to budget cuts, deferred compensation) will be payable for each additional individual hired. ("Secondary Contractor’s Fee"). Secondary Contractor’s Fee is due and payable within 30 days following candidate’s start date. Invoices shall be submitted to the name and address indicated on each UNLV Purchase Order or as requested by UNLV. Secondary Contractor’s Fee is on a contingent basis and is only payable to Contractor if the chosen and hired candidate has been directly or indirectly referred to UNLV through Contractor’s efforts within the preceding twelve (12) months before the candidate’s start date. Notwithstanding anything to the contrary herein, in no event shall Contractor be paid a Secondary Contractor’s Fee for any candidates sourced by UNLV or for any candidates that are currently, or have been employed (either part-time or full-time) by NSHE/UNLV in any capacity during the last three years.