

**HACC, CENTRAL PENNSYLVANIA'S COMMUNITY COLLEGE
PROPOSAL RESULTS FOR RFP12-15
COLLECTION AGENCY SERVICES**

**THREE (3) YEAR CONTRACT FOR COLLECTION AGENCY SERVICES FOR ALL
CAMPUSES**

BE IT RESOLVED THAT THE BOARD OF TRUSTEES

Authorizes the President and/or Provost/Vice President of Academic Affairs to enter into a three (3) year contract with Enterprise Recovery Systems, Inc., Eastern Revenue, Inc., and EOS CCA for collection agency services for all campuses for fee stated below.

| <u>Vendor</u> | <u>1st - 2nd Referral Fee</u> |
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| <u>Enterprise Recovery Systems, Inc.</u> <u>Oak Brook, IL</u> | <u>22% - 22%</u> |
| <u>Eastern Revenue, Inc.</u> <u>Audubon, PA</u> | <u>24% - 24%</u> |
| <u>EOS CCA</u> <u>Norwell, MA</u> | <u>19% - 19%</u> |

BACKGROUND

In addition to advertisement, thirty-eight (38) vendors were solicited. Twenty-four (24) vendors submitted a proposal. After evaluation review, the top three (3) firms were selected to assist in the collection of bad debt based on history, project plan, and competitive fee rates. Multiple contract award permits placement of accounts into second referral status should first referral fail.