

**Reference Number:** FOI2021/217  
**From:** Private Individual  
**Date:** 21 June 2021  
**Subject:** Tendering Process used to instruct Gatenby Sanderson in recruitment of NED

I note that the Trust has used executive search firm Gatenby Sanderson to recruit its new Non-Executive Director.

Please could you confirm:

Q1 The scope of these services provided

A1 Support in the appointment of two Non-Executive Directors.

Q2 The cost of the above services

A2 Total payments for services provided by Gatenby Sanderson is £17,000. No further breakdown of unique costs will be provided as exempt under S43 Commercial Interests.

Q3 How many firms were asked to submit proposals to undertake the work

A3 One

Q4 The process undertaken to select this firm and the rationale for selecting this company rather than others

A4 Direct Award against Crown Commercial Services Framework RM6002: Permanent Recruitment Lot 7. Rationale based on previous experience of using this firm.

Q5 The tender documentation and proposal submitted by the firm

Q6 Please also release the above proposal or tender documentation in full, but redacted as appropriate

A5-  
A6 We can confirm that, whilst we do hold this information, we believe that it would be inappropriate to disclose it given its commercially sensitive nature and we will therefore be withholding it under a section 43(2) exemption (Commercial Interests) of the Freedom of Information Act 2000. The act permits access to information as opposed to documents, however we strongly believe that disclosing such information would be prejudicial to the supplier as it would reveal competitive elements of their bids such as internal processes and costings.