

MR prices are stable, says ESOMAR—but are they?

Earlier this year, ESOMAR released their biannual Pricing Study, looking at MR prices in over 100 countries across the globe. The overall headline was that prices appear to be pretty steady, with only CATI showing a mild increase.

But, if you dig beneath the surface, the picture becomes very different!

[CLICK HERE](#) to view, **The Forensics of Market Research Prices**, an editorial release by Simon Chadwick featured in ESOMAR's RW CONNECT.

How “sellable” is your company?

Sellability Score offered by Cambiar is a quantitative tool that involves answering a 13-minute questionnaire. Upon completion you will receive a score of how sellable your company is and a custom report on what is needed to improve the sellability of your company.

The service is entirely complimentary. Click the button to learn more or to get started.

GET STARTED NOW

Cambiar and Transition Strategies are Now One!

For over a decade, Cambiar and Transition Strategies have been the two leading management consulting firms specializing in the marketing research and analytics industry. Few are the people in the profession who don't know, like and respect Michael Mitrano, Transition Strategies' Principal; and many are those who have turned to Transition Strategies for advice in mergers and acquisitions as well as financial management. At Cambiar, we have always viewed Transition Strategies as a friendly, complementary competitor. On a number of occasions, we have teamed together on strategic consulting assignments and, as a result, have built a healthy respect for each other's talents.

It was natural that the two companies come together to form a consulting powerhouse, capable of providing a full suite of management consulting and advice services to research and analytics companies and their clients. The combined firms will continue to trade as Cambiar. Now as one, we are more than ever the company to which to turn when seeking M&A advice and assistance as well as for strategic, financial, operational and HR consulting.

We very much look forward to continuing to assist you in all these areas and to making good on our promise, which is to increase the value of your organization and the impact it has on its clients' businesses.

[CLICK HERE](#) to view the official press release.



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Industry Reports

[2013 Future of Research Report](#)

[2013 Cambiar Capital Funding Index Report](#)

Join Cambiar at these Upcoming Conferences

[CASRO, 39th Annual Conference](#)
September 29—October 2, 2014
(Denver, CO)

Visit [Cambiar's website](#) to see the most up-to-date speaking schedule.

Enjoy a Good Blog Post? Read the Latest by Russ Rubin!

Q: Why did the researcher cross the street? A: To see what the chicken was doing.

Does this sound like you?

Do you live in fear that the chicken has discovered an amazing new research tool that allows it to understand the shopping behavior of humans in the poultry section of their grocery store? And that you might miss out unless you follow it?

[CLICK HERE](#) to continue reading.

Recruiting a CEO in Hong Kong? Not a Problem!

When a client recently asked Cambiar if we could recruit a Managing Director for their Asia-Pacific business, we had no hesitation in saying "yes." Within three months, we had an outstanding CEO in place in Hong Kong. When another client in DC wanted us to find a new CEO, we found the perfect candidate – in Qatar.

For eight years, Cambiar has been finding and recruiting extraordinary senior executive talent for our clients, whether they be CEOs, VPs of Sales, Operations Directors or others critical to the success of the organization.

Part of the reason that people come to us for recruitment is indeed that we deliver. But another part resides in the process we use. Cambiar is not like other recruitment houses. For a start, we don't link our fee to the salary of the successful candidate, as we see this to be a conflict of interest. Secondly, we only bill you a third of our fee up front, after which there is no other payment to be made until the successful candidate is actually in place. Even then, you only pay another third – the final payment is not due until 90 days after he or she starts the job. If, for any reason, the candidate does not work out in that time frame, we replace them – for free. We are not a résumé factory. Every assignment starts with a carefully designed position and character profile. We then screen, filter and pre-interview all candidates who fit that profile, providing you with a full report on the candidate as well as their résumé before you ever meet them. We help you design the right compensation package for the right candidate. And, very importantly, we mentor the candidate after they start the job to ensure they have the best possible chance of success.

If you're in search of a different recruitment company to work for you, give us a call or email Lock Collins at lock@consultcambiar.com. We would be delighted to assist.