



SAPIENZA
UNIVERSITÀ DI ROMA

Consiglio di
Amministrazione

Seduta del

17 NOV. 2015

..... OMISSIS

Sono presenti: il **rettore**, prof. Eugenio Gaudio; il **prorettore**, prof. Renato Masiani; i consiglieri: prof.ssa Antonella Polimeni, prof. Maurizio Barbieri, prof. Bartolomeo Azzaro, dott. Francesco Colotta, prof. Michel Gras, sig. Domenico Di Simone, dott.ssa Angelina Chiaranza, sig. Luca Lucchetti, sig.ra Federica Di Pietro e il **direttore generale** Carlo Musto D'Amore, che assume le funzioni di segretario.

Assiste per il Collegio dei Revisori dei Conti: dott. Michele Scalisi.

..... OMISSIS

DELIBERA
364/15
REL. INT
8.5



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17 NOV. 2015

SAPIENZA UNIVERSITÀ DI ROMA
Area per l'Internazionalizzazione
Il Direttore
Dott.ssa Antonella Cammisa

Un

SAPIENZA UNIVERSITÀ DI ROMA
Area per l'Internazionalizzazione
Ufficio Internazionalizzazione Ricerca
Il Capo Ufficio
Anna Gambogi

STIPULA CONTRATTO CON LA QS PER ACQUISIZIONE SERVIZIO "ACADEMIC REPUTATION DATASET"

Il Presidente sottopone all'esame del Consiglio di Amministrazione la seguente relazione, predisposta dall'Ufficio Internazionalizzazione Ricerca dell'Area per l'Internazionalizzazione.

Su sollecitazione della Governance di Ateneo, l'Area per l'Internazionalizzazione, il Settore Statistico e il Settore Ufficio Stampa e Comunicazione dell'Ufficio Supporto Strategico e Comunicazione hanno valutato la proposta presentata dalla QS - Quacquarelli Symonds, Intelligence Unit, relativa all'acquisizione di un servizio denominato "*Academic Reputation Dataset*", avviando contestualmente un'analisi per la definizione ex-ante degli obiettivi che si vogliono raggiungere con l'utilizzo di questo strumento.

Il servizio "*Academic Reputation Dataset*", è volto ad identificare, nell'arco di due anni, i punti di forza e i punti di debolezza di Sapienza Università di Roma per quanto concerne la sua reputazione internazionale, e quindi facilita l'identificazione di una strategia di Ateneo volta all'accrescimento della posizione di Sapienza nella classifica, attraverso l'analisi delle "nomination" acquisite negli anni nell' "*Academic Survey*" del *Ranking mondiale* di QS, grazie ad un sistema di interviste rivolte ad accademici di tutto il mondo, i cui nominativi vengono forniti da Sapienza.

Referente accademico per lo studio e lo sviluppo delle suddette strategie e per l'utilizzo dei dati forniti dal servizio è il prof. Luciano Saso, Prorettore alle reti Universitarie Europee.

L'*Academic Reputation Dataset* contiene le "nomination" che riguardano Sapienza e 15 "peers" selezionati da Sapienza, appartenenti ad accademici di oltre 140 Paesi per oltre 50 aree disciplinari, che possono essere filtrate per disciplina, per Paese, per tipo di Istituzione di appartenenza, e così via.

Il servizio viene erogato grazie ad una piattaforma analitica online, ed ha una struttura altamente flessibile, anche per quello che riguarda i filtri applicabili nelle ricerche.

Si rammenta che QS Quacquarelli Symonds è un istituto di ricerca privato fondato nel 1990, il quale dal 2004 compila una delle più accreditate



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classifiche internazionali dell'alta formazione, la *QS World University Ranking*, prendendo in esame circa 3.000 università di tutto il mondo, valutandone oltre 800, sulla base di sei indicatori: reputazione accademica (che pesa per il 40% del giudizio); giudizio dei datori di lavoro e *recruiters* (10%), rapporto docenti/studenti (20%), numero di citazioni per docente (20%), percentuale di studenti stranieri (5%) e docenti internazionali (5%).

Nell'edizione 2015 della *QS World University Ranking*, Sapienza si colloca al 213esimo posto e al terzo nella classifica italiana, mentre appare al primo posto tra le italiane nell'ambito delle Scienze Naturali.

La *QS Intelligence Unit*, uno dei Dipartimenti della QS istituito nel 2008, al fine di rispondere ad un crescente interesse pubblico relativo ai parametri di *benchmarking* tra istituzioni di istruzione superiore, elabora un'importante indagine per quanto riguarda la reputazione accademica, la *QS Global Academic Survey*. Si tratta della più grande raccolta di nomination da accademici di università di tutto il mondo. Oltre 65.000 tra docenti, studiosi e funzionari di università esprimono le loro preferenze in merito alle migliori università nelle rispettive discipline e funzioni.

Considerato il peso che ha nel *ranking* generale (40%), la reputazione accademica costituisce il fulcro del *QS World University Ranking*.

La QS si configura come unica fornitrice del servizio "*Academic Reputation Dataset*", in quanto la rilevazione delle *nomination* è pertinente alla redazione della classifica *QS World University Ranking*, che è stata individuata dalla Governance dell'Ateneo come la classifica più autorevole nel panorama mondiale.

Il servizio offerto dalla QS rientra tra le tipologie di provviste per l'acquisizione in economia previste all'art. 15 del "Regolamento dell'attività contrattuale dell'Università degli Studi "La Sapienza" di Roma", e può essere configurato come "servizio di consulenza, studi, ricerca, indagini e rilevazioni".

Il costo del servizio, per la durata di due anni, offerto dalla QS - Quacquarelli Symonds, *Intelligence Unit*, a Sapienza ammonta a complessivi 41.250,00 US\$ (pari a Euro 38.481,63 (alla data del 12 novembre 2015) per due anni, di cui 27.500,00 US\$ (pari a 25.654,42 Euro alla data del 12 novembre 2015) per l'esercizio 2015, e 13.750,00 US\$ (pari a 12.827,21 Euro alla data del 12 novembre 2015) per l'esercizio 2016.



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Essendo il costo del servizio inferiore alla soglia dei 40.000,00 Euro, è consentita l'acquisizione tramite affidamento diretto da parte del Responsabile del Procedimento, così come previsto dall'art 125, comma 11 del d.lgs. 163/2006 e successive modifiche (Codice dei Contratti Pubblici).

L'importo previsto per l'esercizio 2016, pari a Euro 12.827, 21 (alla data del 12 novembre 2015) sarà iscritto dall'Area per l'Internazionalizzazione in sede di redazione del bilancio di previsione autorizzatorio annuale e pluriennale per l'esercizio di riferimento delle attività concordate.

Tutto ciò premesso, si invita codesto Consesso a:

- approvare la stipula del contratto con la QS Quacquarelli Symonds *Intelligence Unit* per l'acquisizione del servizio "*Academic Reputation Dataset*";
- approvare il quadro economico, così come da allegata offerta, per l'importo complessivo di 41.250,00 US\$ pari a Euro 38.481,63 (alla data del 12 novembre 2015) da imputare sul conto di bilancio A.C.10.01.020.010 (Pubblicazioni e banche dati on line), UA.S. 001.DRD.AIN.INR, Codice Cofog 04.8;
- autorizzare l'Area Contabilità, Finanza e Controllo di gestione all'accantonamento di budget di Euro 25.654,42 sul conto di bilancio A.C.10.01.020.010 (Pubblicazioni e banche dati on line), UA.S. 001.DRD.AIN.INR, Codice Cofog 04.8, esercizio 2015. L'importo previsto per l'esercizio 2016, pari a Euro 12.827,21 alla data del 12 novembre 2015) sarà iscritto dall'Area per l'Internazionalizzazione in sede di redazione del bilancio di previsione autorizzatorio annuale e pluriennale per l'esercizio di riferimento delle attività concordate.
- dare mandato al Rettore di sottoscrivere l'atto in parola.

Allegato parte integrante:

- *Proposal and Outline for Academic Reputation Dataset Services di QS Intelligence Unit*



..... O M I S S I S

Consiglio di
Amministrazione

Seduta del

17 NOV. 2015

DELIBERAZIONE N. 364/15

IL CONSIGLIO DI AMMINISTRAZIONE

- **Letta la relazione istruttoria;**
- **Esaminato il testo della proposta di cui in narrativa;**
- **Considerata la rilevanza dell'acquisizione del servizio, anche al fine del raggiungimento dell'obiettivo di accrescere la posizione di Sapienza nei ranking internazionali;**
- **Considerata l'autorevolezza della classifica QS World University Ranking, nonché l'unicità del servizio offerto "Academic Reputation Dataset";**
- **Presenti n. 12, votanti n. 10: con voto unanime espresso nelle forme di legge dal rettore e dai consiglieri: Polimeni, Barbieri, Azzaro, Colotta, Gras, Di Simone, Chiaranza, Lucchetti e Di Pietro**

DELIBERA

- **di approvare la stipula del contratto con la QS Quacquarelli Symonds Intelligence Unit per l'acquisizione del servizio "Academic Reputation Dataset";**
- **di approvare il quadro economico, così come da allegata offerta, per l'importo complessivo di 41.250,00 US\$ pari a Euro 38.481,63 (alla data del 12 novembre 2015) da imputare sul conto di bilancio A.C.10.01.020.010 (Pubblicazioni e banche dati on line), UA.S. 001.DRD.AIN.INR, Codice Cofog 04.8;**
- **di autorizzare l'Area Contabilità, Finanza e Controllo di gestione all'accantonamento di budget di Euro 25.654,42 per le attività relative all'esercizio 2015 sul conto di bilancio A.C.10.01.020.010 (Pubblicazioni e banche dati on line), UA.S. 001.DRD.AIN.INR, Codice Cofog 04.8, esercizio 2015. L'importo previsto per l'esercizio 2016, pari a Euro 12.827,21 (alla data del 12 novembre 2015) sarà iscritto dall'Area per l'Internazionalizzazione in sede di redazione del bilancio di previsione autorizzatorio annuale e pluriennale per l'esercizio di riferimento delle attività concordate;**
- **di dare mandato all'Area per l'Internazionalizzazione di procedere con le attività prodromiche alla stipula del contratto con la QS;**
- **di dare mandato al Rettore di sottoscrivere l'atto in parola.**

Letto e approvato seduta stante per la sola parte dispositiva.

IL SEGRETARIO

Carlo Musto D'Amore

IL PRESIDENTE

Eugenio Gaudio

+++++



PROPOSAL & OUTLINE FOR ACADEMIC REPUTATION DATA SERVICES



SAPIENZA
UNIVERSITÀ DI ROMA

Sapienza - Università di Roma

Attention

Ms Antonella Cammisa
Head of International Relations

14 July 2015

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Introduction & Objectives

This proposal and its addenda outline plans to deliver deeper competitive awareness to the client institutions through provision of an information & data service comparing the subject institution against a chosen selection of its peers utilizing a set of key performance indicators from the 2013 QS Global Academic Survey.

About QS Intelligence Unit

The QS Intelligence Unit (QSIU) was formed in 2008 as a distinct and autonomous department in order to meet the increasing public interest for comparative data on universities and organisations, and the growing demand for institutions to develop deeper insight into their competitive environment.

Building on over 20 years of collecting institutional data, beginning with a global survey of MBA employers, our portfolio of research projects include the QS World University Rankings®, which has been in existence since 2004.

With over 20 team members in the London and Singapore offices, QSIU is a highly skilled and culturally diverse team.

Quick Stats About Us...

800 universities in the QS World University Rankings®
110 clients in QSIU's portfolio
40 countries our clients span
17 languages spoken in the QSIU offices
10 years since the QS World University Rankings® has been in existence

Trusted.
Independent.
Global

Biographies of Key Project Contributors

Nunzio Quacquarelli

Founder and managing director of QS Quacquarelli Symonds Ltd.

Nunzio believes that education and career decisions are too important to leave to chance. QS aims to be the world's leading media and solutions company in the higher education sector - the most trusted on-line and off-line meeting place for all candidates, schools and businesses for career and educational related decisions, at each key career stage; first degree, masters, PhD, MBA and executive development.

Nunzio took his MBA at The Wharton School in the USA, where he won the Glockner Prize for Management, after gaining an MA at the University of Cambridge. At Wharton, Nunzio also led the team that won the Moot Corp Business Venture Award in 1990, in competition with teams from all the top US and European business schools. Before starting his own business Nunzio worked in strategy consulting for Mercer Management Consulting and Bain & Company, in the UK and Italy.

A respected journalist on management education and careers, Nunzio has written regularly for *The Times* for the past seventeen years and is also a contributor to other key media around the world such as *The Guardian* (UK), *Handelsblatt* (Germany), *South China Morning Post* (Hong Kong) and *Corriere della Sera* (Italy). In his journalistic capacity Nunzio has personally interviewed several hundred CEOs, partners and executives of major international corporations.

Committed to QS setting an example in socially responsible leadership, Nunzio has given this reality by establishing the charitable foundation, QS Education Trust, which provides higher education scholarships to young people who have already demonstrated socially responsible leadership. QS Education Trust is funded by the QS Asia Pacific Professional Leaders in Education Conference - an event which, each year, brings together many hundreds of leading educators from around the world to discuss international partnerships and developments.

Nunzio is married with four children.

Ben Sowter

Head of Research at QS, leading the QS Intelligence Unit.

Ben has a BSc in Computer Science from the University of Nottingham, where he was also awarded the Union Prize for outstanding contribution to the student union and served as chairman of the Nottingham University Debating Society. Upon graduation, Ben spent two sabbatical years, working for the UK national office of international student charity, AIESEC, the latter for which he was elected National President and led his team in successfully increasing operational results for the charity, whilst also consolidating their financial security.

Soon after joining QS, whilst working in a role focused principally on marketing, Ben recognized the great research potential in QS broad range of relationships with employers, educators, applicants, job-seekers and the media and made this a focus of his work.

Ben is fully responsible for the operational management of all major QS research projects and is actively involved in all the collection, compilation and tabulation of all the data that lead to, amongst others, the QS Top MBA Applicant and Recruiter Research and the World University Rankings research since its initial inception in 2004.

Ben is a frequent contributor to the press and his opinion and his expertise is used regularly by major global publications. Ben has travelled to over 40 countries and spoken on his research in over 20. He has personally visited over 30 of the world's top 100 universities amongst countless others and is also a regular on the conference speech circuit. His lectures, seminars, workshops and opinions are highly sought after.

Academic Reputation Dataset

A data-rich solution for measuring academic performance and institutional brand recognition

The Academic Reputation Dataset is a benchmarking tool exclusive for World Top 250 institutions. It will enable Sapienza - Università di Roma to further analyze its academic performance and institutional brand perception worldwide.

This extensive dataset provides access to raw data from the QS Global Academic Survey, arguably the largest and strongest survey in its type, drawing over 62,000 responses. Its results feed into the Academic Reputation indicator, the most distinctive component of QS World University Rankings®.

What is included?

The dataset includes all the academic responses nominating Sapienza - Università di Roma and 15 selected peers, breaking down by respondent and institution profiles.

Although pre-defined tables will be provided, the dataset will allow the institution to filter and cross-reference data according to its own needs.

The data will be presented in a raw format**, including the following information:

- Responses from 5 continents and 140 countries
- Over 50 disciplines
- The tool allows filtering by:
 - Narrow discipline field
 - Broad faculty area
 - Respondent profile (country, job classification and experience in academia)
 - Respondent institution rank range in the QS World University Rankings®
 - Respondent institution country
 - Respondent institution size
 - Respondent institution focus
 - Respondent institution research intensity
 - Respondent institution age

Deliverables

The dataset is intended to provide a high level of flexibility, and it is presented on response-by-response basis. The report will be delivered in MS Excel 2010 format (or a compatible analytics software/platform), including dynamic tables and visualizations.

The first dataset will be delivered on a mutually agreed date after the receipt of signed contract and peer list. Subsequent datasets will be sent on anniversary of the first delivery date.

* Only institutions among the top 250 institution in the 2013 QSWUR[®] can be selected.

QSIR reserves the right to reject any proposed peer if it does not meet the minimum response rate required.

** For privacy reasons, personal details and specific institution names will not be disclosed.

*** Institutions' ranks will be presented in ranges of 50.

Schedule & Fees

This schedule includes 15 peer institutions over a three year period and is priced in US dollars (\$).

Pricing is broken down as follows:

2-year Academic Reputation Dataset Service Fee	\$ 41, 250
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Total	\$ 41, 250
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Valid for one month.

The invoice will be sent upon receipt of signed order.

Invoicing schedule

Subject to adjustment if additional services are requested

Invoice 1 (upon receipt of signed order)	\$27,500
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Invoice 2 (on anniversary of 1 st invoice)	\$13,750
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This proposal is valid for one month

Please, list 15 peers for the QS Academic Dataset service.

A large, empty rectangular box with a light gray background, intended for a drawing or sketch. The box is bounded by a thin black line. Above the box, there are two small, faint, illegible markings that appear to be the letters 'A' and 'B'.

17 Nov. 2015

Authorisation

Sapienza - Università di Roma agrees to the scope of work as outlined on the above proposal dated 14 July 2015. QSIU is directed to proceed with the scheduling as outlined on the proposal.

Authorisation and commencement of above work requires a signed copy of this proposal.

Upon receipt of the signed authorisation and any purchase order numbers, QSIU will schedule the work and invoice as per the above schedules.

This proposal is valid for one month.

Item	Total Contract Value (Priced in US dollars)	Contract Duration
QS Academic Reputation Dataset (15 peers / 2 years)	\$ 41,250	2 years
Additional peers (optional) (US\$ 7,500 per peer for a 2 year period)		2 years
TOTAL*	\$ 41,250	2 years

* The total amount will change if additional peers are selected

Signed: _____

For and on behalf of Sapienza - Università di Roma

Name & Position: _____

Date: _____

Please sign, scan and email your signed authorisation to **Dario Consoli** at dario@qs.com

17 NOV. 2015
QSIU-Sapienza-JUL-15

Addendum 1: NON-DISCLOSURE AGREEMENT

Effective the ____th day of October 2013, QS Quacquarelli Symonds Limited ("QS") and Sapienza - Università di Roma ("the Institution") agree as follows:

1. In connection with the possible interest of the parties in discussing and evaluating potential business transactions, it may be necessary or appropriate for either party to disclose to the other specifications, drawings, data, computer programs, software, marketing and financial or other technical and business information, in whatever form, which the disclosing party considers proprietary ("Information") relating to potential business dealings concerning the desire of the parties to explore and discuss the possibility of working in concert to further their respective business purposes.
2. If the Information is provided in a tangible form, it shall be clearly marked as confidential, or proprietary. If the Information is provided orally, it will be considered confidential and proprietary if it is represented to be confidential or proprietary at the time of disclosure and summarized in a writing provided to the other party within ten (10) days of the oral disclosure, which writing shall be clearly marked as confidential or proprietary.
3. With respect to Information provided under or in contemplation of this agreement ("Agreement"), the receiving party shall: (a) hold the Information in confidence using the same degree of care as it normally exercises to protect its own proprietary Information, (b) restrict disclosure and use of the Information solely to those employees (including any contract employees or third party consultants and/or attorneys) of such party with a "need to know", and not disclose it to any other parties, (c) advise those employees and consultants of their obligations with respect to the Information, (d) not copy, duplicate, reverse engineer or decompile anything provided hereunder, and (e) use the information only for evaluation purposes.
4. The receiving party shall have no obligations to preserve the proprietary nature of any Information which: (a) was previously known to the receiving party free of any obligation to keep it confidential, or (b) is or becomes publicly available, by other than unauthorized disclosure, or (c) is independently developed by the receiving party, or (d) is disclosed to third parties by the disclosing party without restriction, or (e) is received from a third party whose disclosure would not violate any confidentiality obligation, however, such Information shall not be disclosed until thirty (30) days after written notice is given to the disclosing party along with the asserted grounds for disclosure.
5. The Information shall be deemed the property of the disclosing party and, upon request, the receiving party will return all Information in tangible form or destroy all such Information and certify such destruction in writing.
6. Nothing in this Agreement or in any disclosure of Information hereunder shall be construed as (a) granting or conferring any rights by license or otherwise in any Information, (b) creating warranties or representations of any kind in connection with the Information, (c) constituting or implying any representation or commitment as to the development or availability of commercial products, features or services, (d) constituting or implying any announcement of products, services, features, delivery or any other commercial factor, (e) soliciting any business or organizational changes or incurring any obligations of any kind not specified herein, or (f) prohibiting either party from proceeding independently to develop services or product competitive with those involved herein and/or associating themselves with competitors of the other party for purposes substantially similar to those involved herein.
7. This Agreement may not be assigned by either party without the prior written consent of the other, except by QS to its affiliates, and any such purported assignment shall be void.
8. All obligations undertaken hereunder shall survive any termination of this Agreement. If this Agreement is or becomes ancillary to another contract this Agreement shall be deemed incorporated therein by reference unless such contract explicitly provides otherwise with specific reference to this Agreement; thereupon, each party shall be permitted to use any Information disclosed hereunder to the extent necessary for its performance under such other contract. Subject to Paragraph 9 below, the obligations hereunder shall in all other respects survive the termination of such other contract.

17 NOV. 2015

9. This Agreement may be terminated by either party upon thirty (30) days prior written notice to the other. The obligation to protect the confidentiality of Information received prior to such termination shall survive for a period of three (3) years from the date(s) of respective disclosures made hereunder. Neither this Agreement nor any prior or subsequent oral statements by either party constitutes or creates, and shall not constitute or create, any legally binding or enforceable obligation on the part of any party to this Agreement other than as provided by this Agreement. Except as set forth in this Agreement, no further legally binding obligation shall arise except by the execution and delivery of an agreement containing such terms and conditions of the proposed transaction as shall have been agreed upon by the parties, and then only in accordance with the terms and conditions of such agreement. Such agreement shall be subject to approval of the Board of Directors of both parties by means of signature of a member of the Board of Directors or an executive officer. Both parties herewith agree that in a situation where one of the parties decides, regardless the moment or the reason of such decision, not to continue the negotiations of the agreement no legally binding or enforceable obligation shall arise to reimburse the other party for any fees, expenses, costs or damages.
10. This Agreement supersedes any prior oral or written understandings and constitutes the entire Agreement between the parties with respect to its subject matter; and no modification, amendment or waiver thereof shall be effective unless in writing and signed by both parties.
11. Regardless of the place of physical execution of this Agreement, or of its delivery, this Agreement shall be treated as though executed within England and Wales (the "Governing State") and shall be governed and interpreted according to the laws of that country or state; and the parties irrevocably submit to the jurisdiction of the courts of the Governing State with respect to all disputes or matters arising out of or pertaining to this Agreement.
12. Each party intends the facsimile of its signature printed by a receiving fax machine to be an original signature.

Sapienza - Università di Roma

Date:

OMISSIS