

RECOMMENDATION FOR LAW FIRM SELECTION

Date: January 10, 2018

To: Denise J. Smyler
General Counsel

From: Jordan M. Kiessling
Issuing Officer

CC: Shawn E. Smith
Deputy Chief Counsel
Department of General Services

RE: Evaluation of Proposals Submitted in Response to
RFP OGC-2017-15 Issued September 20, 2017

PART I.

This RFP was issued pursuant to Executive Order 2015-2 dated January 20, 2015, and in accordance with Section 518 of the Commonwealth Procurement Code, 62 Pa.C.S. § 518, and Part III Chapter 8 of the Department of General Services (DGS) Procurement Handbook.

The Issuing Office designated to conduct this procurement has completed its evaluation. As further described below, the following law firms are being recommended for award of legal services contracts:

Cantilo & Bennett, LLP
Cozen O'Connor
Stradley Ronon Stevens & Young, LLP

This memorandum also documents that all necessary steps were taken in conducting the procurement in accordance with the provisions of the Commonwealth Procurement Code. To the extent that written determinations are required under the Code for any of the following steps and no attached record exists, this memorandum shall serve as written confirmation that such step occurred.

**** DUE TO THE URGENT NEED FOR LEGAL SERVICES, APPROVAL IS BEING SOUGHT FOR THE SELECTED LAW FIRMS TO BEGIN WORK IMMEDIATELY ****

PART II.

A. PUBLIC NOTICE: Public notice of the RFP was posted on both the DGS website and the Office of General Counsel's website on September 20, 2017.

B. EVALUATION COMMITTEE: An evaluation committee was established consisting of agency representatives from the **Department of Insurance, Department of General Services and the Governor's Office of General Counsel.**

C. ADDENDA TO THE RFP: Potential offerors were given the opportunity in accordance with Section I-8 of the RFP to submit questions concerning the procurement to the Issuing Office. The official responses to the questions were incorporated into the RFP by addenda per Section I-9 of the RFP.

PART III.

A. CRITERIA: The relative importance of the major evaluation criteria established prior to opening the proposals consisted of **technical 60%, cost 20%, small diverse and small business (SDB/SB) participation 20%, and 10% law firm diversity bonus points.**

B. PROPOSALS: A total of **seven (7)** proposals were received on or before the due date of **October 13, 2017.** No law firms responded by stating that they would not be submitting proposals. No proposals were received late.

C. RESULTS:

1. The evaluation committee reported the following results of its evaluation to the Issuing Office:
2. As indicated in the initial scoring, **one (1) offeror's** technical submittal failed to receive **70%** of the available technical points required in order to be eligible to be considered for award.
3. The Issuing Office evaluated and scored the cost proposals and law firm diversity submittals and combined the technical scores, cost scores, law firm diversity scores and the SDB/SB scores received from the DGS Bureau of Diversity, Inclusion and Small Business Opportunities.
4. **INITIAL SCORING:** The overall scoring for this procurement concluded as follows:

<i>Offeror</i>	<i>Technical Score</i>	<i>SDB/SB Score</i>	<i>Price Score</i>	<i>Law Firm Diversity</i>	<i>Overall Score</i>
Cantilo & Bennett, LLP	60.00	0.00	18.57	1.00	79.57
Cozen O'Connor	51.92	12.50	20.00	2.00	86.42
DLA Piper LLP	56.22	15.00	7.97	3.00	82.19

Drinker Biddle & Reath, LLP	49.62	10.00	7.75	2.00	69.37
Morgan Lewis & Bockius, LLP	47.20	0.00	5.95	2.00	55.15
Stradley Ronon Stevens & Young, LLP	53.46	20.00	19.52	3.00	95.98
Law Firms NOT Meeting 70% Technical Threshold					
Fellheimer & Eichen, LLP	16.74	N/A	N/A	N/A	N/A

5. FAIR AND REASONABLE COMPENSATION:

As provided in the RFP, and pursuant to Section 518 of the Procurement Code, fair and reasonable compensation was negotiated with the best qualified law firms, as needed, prior to awards being made.

During negotiations, fair and reasonable compensation could not be reached with DLA Piper LLP, therefore they were not selected for award.

6. SMALL DIVERSE BUSINESS/SMALL BUSINESS COMMITMENTS:

Cozen O'Connor is committed to subcontracting with one (1) small diverse firm, Tucker Law Group, LLC, for legal services over the entire engagement timeframe. Cozen O'Connor is committing **25%** of the total value of its offering to **Tucker Law Group, LLC**.

Stradley Ronon Stevens & Young, LLP is committed to subcontracting with one (1) small diverse firm, Tucker Law Group, LLC, for legal services over the entire engagement timeframe. Stradley Ronon Stevens & Young, LLP is committing **40%** of the total value of its offering to **Tucker Law Group, LLC**.

7. CONTRACTOR RESPONSIBILITY: Cantilo & Bennett, LLP, Cozen O'Connor, Stradley Ronon Stevens & Young, LLP and their respective subcontractors required to be disclosed or approved by the Commonwealth have been verified as responsible contractors in accordance with management directives, the Procurement Handbook and the Procurement Code, as applicable.

PART IV.

RECOMMENDATION: As the Issuing Officer, I recommend Cantilo & Bennett, LLP, Cozen O'Connor and Stradley Ronon Stevens & Young, LLP be awarded contracts for legal services. This recommendation selection is based upon the results of the evaluation and review of the

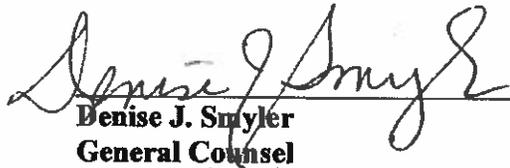
proposals as summarized above. **The term of the contract will be one year with two (2) additional one (1) year renewals.** The Department of Insurance, in consultation with the Office of General Counsel, will allocate the legal services set forth in the resulting contracts among the selected law firms. **Due to the urgent need for legal services, the Department of Insurance is seeking Cantilo & Bennett, LLP, Cozen O'Connor and Stradley Ronon Stevens & Young, LLP to begin work immediately.**

PART V.

CONTRACTING OFFICER DETERMINATION:

Based upon the results of the evaluation and the above recommendation, I have determined that Cantilo & Bennett, LLP, Cozen O'Connor and Stradley Ronon Stevens & Young, LLP are the best qualified law firms based on the evaluation factors set forth in the RFP.

I disapprove the recommendation.

 1/10/18

Denise J. Smyler Date
General Counsel

PART VI.

AUTHORIZATION:

Based upon the Contracting Officer's determination, I authorize the Issuing Office to make contract awards to Cantilo & Bennett, LLP, Cozen O'Connor and Stradley Ronon Stevens & Young, LLP.

PENNSYLVANIA DEPARTMENT OF INSURANCE:

 1/10/18

Amy G. Daubert Date
Chief Counsel