

RECOMMENDATION FOR LAW FIRM SELECTION

Date: April 1, 2020

To: Gregory G. Schwab
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-2019-20 (Territory A) Issued December 23, 2019

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:

Ahmad Zaffarese LLC
Berman Voss
Elias Mickle Kennedy LLC
Goldfein and Joseph, P.C.
Kent & McBride, PC
Law Office of Nathaniel M. Holmes LLC
Rulis & Bochicchio, LLC
Sand and Sidel, PC
Swartz Campbell LLC
Thomas, Thomas & Hafer, 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 **December 23, 2019**.

B. EVALUATION COMMITTEE: An evaluation committee was established consisting of agency representatives from the **Department of Labor & Industry, Pennsylvania Insurance Department, 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-9 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-10 of the RFP.

PART III.

A. CRITERIA: The relative importance of the major evaluation criteria established prior to opening the proposals consisted of **technical 75%, cost 25% and 100 law firm diversity bonus points**.

B. PROPOSALS: A total of **fifteen (15)** proposals were received on or before the due date of **January 30, 2020**. 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, **two (2) offeror's** technical submittals failed to receive **75%** of the available technical points required in order to be eligible to be considered for award.
3. **Two (2) offeror's** failed to meet the SDB Participation Goal set forth in this RFP and were therefore rejected as non-responsive.
4. Upon reaching out for cost submittal clarifications, **one (1) offeror** requested to be removed from further consideration of award.
5. The Issuing Office evaluated and scored the cost proposals and law firm diversity submittals and combined the technical scores, cost scores and law firm diversity scores.

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6. INITIAL SCORING: The overall scoring for this procurement concluded as follows:

<i>Offeror</i>	<i>Technical Score</i>	<i>Price Score</i>	<i>Law Firm Diversity</i>	<i>Overall Score</i>
Ahmad Zaffarese LLC	700.94	241.40	60.00	1,002.34
Berman Voss	715.21	224.45	5.00	944.66
Elias Mickle Kennedy LLC	655.46	204.13	25.00	884.59
Goldfein and Joseph, P.C.	670.18	226.01	5.00	901.19
Kent & McBride, PC	608.20	220.45	5.00	833.65
Law Office of Nathaniel M. Holmes LLC	680.44	239.40	50.00	969.84
Rulis & Bochicchio, LLC	726.36	243.40	10.00	979.76
Sand and Saidel, PC	710.31	243.40	5.00	958.71
Swartz Campbell LLC	656.36	225.19	15.00	896.55
Thomas, Thomas & Hafer, LLP	750.00	223.87	25.00	998.87
<i>Law Firms NOT Meeting 75% Technical Threshold</i>				
Griesing Law, LLC	N/Q	N/Q	N/Q	N/Q
Kelly Law	N/Q	N/Q	N/Q	N/Q

7. 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.

8. SMALL DIVERSE BUSINESS/SMALL BUSINESS COMMITMENTS:

Ahmad Zaffarese, LLC is a certified Minority Business Enterprise and Small Diverse Business prime law firm.

Berman Voss is committed to subcontracting with one (1) small diverse firm, the Law Office of Nathaniel M. Holmes, LLC, for legal services over the entire engagement timeframe. Berman Voss is committing **20%** of the total value of its offering to the **Law Office of Nathaniel M. Holmes, LLC.**

Elias Mickle Kennedy LLC is a certified Women Business Enterprise and Small Diverse Business prime law firm.

Goldfein and Joseph, P.C. is committed to subcontracting with one (1) small diverse firm, the Law Office of Nathaniel M. Holmes, LLC, for legal services over the entire engagement timeframe. Goldfein and Joseph, P.C. is committing **20%** of the total value of its offering to the **Law Office of Nathaniel M. Holmes, LLC.**

Kent & McBride, PC is committed to subcontracting with one (1) small diverse firm, Griesing Law, LLC, for legal services over the entire engagement timeframe. Kent & McBride, PC is committing **30%** of the total value of its offering to **Griesing Law, LLC.**

The Law Office of Nathaniel M. Holmes, LLC is a certified Minority Business Enterprise and Small Diverse Business prime law firm.

Rulis & Bochicchio, LLC is committed to subcontracting with one (1) small diverse firm, the Ahmad Zaffarese, LLC, for legal services over the entire engagement timeframe. Rulis & Bochicchio, LLC is committing **20%** of the total value of its offering to the **Ahmad Zaffarese, LLC.**

Sand and Saidel, PC is committed to subcontracting with one (1) small diverse firm, Griesing Law, LLC, for legal services over the entire engagement timeframe. Sand and Saidel, PC is committing **20%** of the total value of its offering to **Griesing Law, LLC.**

Swartz Campbell, LLC is committed to subcontracting with one (1) small diverse firm, the Law Office of Nathaniel M. Holmes, LLC, for legal services over the entire engagement timeframe. Swartz Campbell, LLC is committing **20%** of the total value of its offering to the **Law Office of Nathaniel M. Holmes, LLC.**

Thomas, Thomas & Hafer, LLP is committed to subcontracting with one (1) small diverse firm, Griesing Law, LLC, for legal services over the entire engagement timeframe. Thomas, Thomas & Hafer, LLP is committing **20%** of the total value of its offering to **Griesing Law, LLC.**

9. CONTRACTOR RESPONSIBILITY: Ahmad Zaffarese, LLC, Berman Voss, Elias Mickle Kennedy LLC, Goldfein and Joseph, P.C., Kent & McBride, PC, the Law Office of Nathaniel M. Holmes LLC, Rulis & Bochicchio, LLC, Sand and Saidel, PC, Swartz

Campbell, LLC, Thomas, Thomas & Hafer, 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.

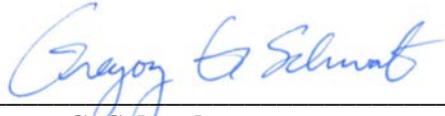
RECOMMENDATION: As the Issuing Officer, I recommend Ahmad Zaffarese, LLC, Berman Voss, Elias Mickle Kennedy LLC, Goldfein and Joseph, P.C., Kent & McBride, PC, the Law Office of Nathaniel M. Holmes LLC, Rulis & Bochicchio, LLC, Sand and Saidel, PC, Swartz Campbell, LLC and Thomas, Thomas & Hafer, LLP 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 Labor & Industry, 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 Labor & Industry is seeking Ahmad Zaffarese, LLC, Berman Voss, Elias Mickle Kennedy LLC, Goldfein and Joseph, P.C., Kent & McBride, PC, the Law Office of Nathaniel M. Holmes LLC, Rulis & Bochicchio, LLC, Sand and Saidel, PC, Swartz Campbell, LLC and Thomas, Thomas & Hafer, LLP to begin working immediately.**

PART V.

CONTRACTING OFFICER DETERMINATION:

Based upon the results of the evaluation and the above recommendation, I have determined that Ahmad Zaffarese, LLC, Berman Voss, Elias Mickle Kennedy LLC, Goldfein and Joseph, P.C., Kent & McBride, PC, the Law Office of Nathaniel M. Holmes LLC, Rulis & Bochicchio, LLC, Sand and Saidel, PC, Swartz Campbell, LLC and Thomas, Thomas & Hafer, LLP are the best qualified law firms based on the evaluation factors set forth in the RFP.

I disapprove the recommendation.



Gregory G. Schwab
General Counsel

April 1, 2020

Date

PART VI.

AUTHORIZATION:

Based upon the Contracting Officer's determination, I authorize the Issuing Office to make contract awards to Ahmad Zaffarese, LLC, Berman Voss, Elias Mickle Kennedy LLC, Goldfein and Joseph, P.C., Kent & McBride, PC, the Law Office of Nathaniel M. Holmes LLC, Rulis & Bochicchio, LLC, Sand and Saidel, PC, Swartz Campbell, LLC and Thomas, Thomas & Hafer, LLP.

PENNSYLVANIA DEPARTMENT OF LABOR & INDUSTRY:



Marsha A. Sajer
Chief Counsel

4/1/20

Date