



1-888-NJ Pool 1

New Jersey Schools Insurance Group

6000 Midlantic Drive, Suite 300 North
Mount Laurel, New Jersey 08054
(609) 386-6060 • FAX (609) 386-8877
www.njsig.org

Board of Trustees Meeting of March 15, 2017

Action Item

Outside Counsel RFQ

As a part of NJSIG's efforts to maintain compliance with the PSCL, NJSIG issued requests for qualifications for outside counsel for General Litigation, Complex General Litigation, School / Education Litigation, Workers' Compensation Litigation, and Complex Workers' Compensation Litigation. As a result of this competitive contracting process, NJSIG received numerous proposals from qualified firms. These proposals were evaluated using the weighted evaluation criteria, and the results of that evaluation are attached.

The designation of a firm as approved outside counsel is not a retention for a specific matter, and does not entitle a firm to be retained for a specific matter. Rather, these firms would now be eligible to handle matters on behalf of NJSIG insureds. Individual case assignments will be determined by the Chief Legal Officer and the Claims Manager based on the unique requirements of each matter. The cutoff for qualifying for the outside counsel designation was an average score of seventy-five or greater. Thus, it is proposed that the firms identified in the attached resolution be designated as outside counsel in the respective areas.

Recommended Resolution: to approve the firms identified in the attached resolution be designated as outside counsel in the respective areas.

William Mayo

William Mayo, CPCU, ARM
Executive Director



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Resolution Authorizing the Execution of Contracts Pursuant to the Public School Contracts Law

WHEREAS, the New Jersey Schools Insurance Group (“NJSIG”) is authorized by N.J.S.A. 18A:18B-1, et seq. to provide insurance coverage for its members;

WHEREAS, NJSIG requires professional services in the form of outside counsel to represent the interests of NJSIG’s insured in claims;

WHEREAS, NJSIG has engaged in a fair and open competitive contracting process, pursuant to which proposals were solicited; and,

WHEREAS, an evaluation committee was convened by NJSIG and has evaluated all proposals submitted.

NOW THEREFORE, BE IT RESOLVED, on this 15th day of March, 2017 that:

1) NJSIG designates the following firms as Outside Counsel as to each respective area based on technical criteria, management criteria, cost criteria and the service provider’s demonstrated service to public entities in the State of New Jersey:

a. General Litigation (C-2017-0001):

i. Capehart Scatchard;



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- ii. DeCotiis FitzPatrick Cole & Giblin;
 - iii. Diego F. Navas;
 - iv. DiFrancesco Bateman;
 - v. Florio Perrucci Steinhardt & Fader;
 - vi. Kent McBride;
 - vii. La Corte Bundy Varady & Kinsella;
 - viii. Lenox Socey Formidoni Giordano Cooley Lang & Casey;
 - ix. Methfessel & Werbel;
 - x. Nirenberg & Varano;
 - xi. Pashman Stein Walder Hayden;
 - xii. Riker Danzig Scherer Hyland Perretti;
 - xiii. Scarinci Hollenbeck; and,
 - xiv. Stephen E. Gertler.
- b. Complex General Litigation (C-2017-0002):
- i. Capehart Scatchard;
 - ii. Cleary Jacobbe Alfieri Jacobs;
 - iii. DeCotiis FitzPatrick Cole & Giblin;



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- iv. DiFrancesco Bateman;
 - v. Florio Perrucci Steinhardt & Fader;
 - vi. Kent McBride;
 - vii. La Corte Bundy Varady & Kinsella;
 - viii. Lenox Socey Formidoni Giordano Cooley Lang & Casey;
 - ix. Methfessel & Werbel;
 - x. Nirenberg & Varano;
 - xi. Pashman Stein Walder Hayden;
 - xii. Riker Danzig Scherer Hyland Perretti; and,
 - xiii. Scarinci Hollenbeck.
- c. School / Education Litigation (C-2017-0003):
- i. Capehart Scatchard;
 - ii. DeCotiis FitzPatrick Cole & Giblin;
 - iii. DiFrancesco Bateman;
 - iv. Florio Perrucci Steinhardt & Fader;
 - v. Kent McBride;
 - vi. La Corte Bundy Varady & Kinsella;



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- vii. Methfessel & Werbel;
 - viii. Nirenberg & Varano;
 - ix. Purcell Mulcahy Hawkins & Flanagan;
 - x. Riker Danzig Scherer Hyland Perretti; and,
 - xi. Scarinci Hollenbeck.
- d. General Workers' Compensation Litigation (C-2017-0004):
- i. Biancamano & DiStefano;
 - ii. Braff Harris Sukoneck & Maloof;
 - iii. Brown & Connery;
 - iv. Kent McBride;
 - v. Leitner Tort DeFazio & Brause; and,
 - vi. Stephen E. Gertler.
- e. Complex Workers' Compensation Litigation (C-2017-0005):
- i. Biancamano & DiStefano;
 - ii. Braff Harris Sukoneck & Maloof;
 - iii. Brown & Connery;
 - iv. Capehart Scatchard;



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- v. Kent McBride; and,
 - vi. Leitner Tort DeFazio & Brause.
- 2) The Executive Director is hereby authorized to execute professional services agreements with the above-referenced service providers;
 - 3) The Chief Legal Officer, with the advice of the Claims Manager, is hereby authorized to retain firms designated as Outside Counsel that have executed a professional service agreement as to each respective area to represent NJSIG insureds in specific matters in accordance with NJSIG Policy 2212;
 - 4) This designation is in accordance with the Public School Contracts Law, N.J.S.A. 18A:18A-1, et seq.;
 - 5) A notice of this action shall be published once in the official newspaper designated by NJSIG, and is on file and available for public inspection at the office of NJSIG.

I certify that the foregoing is a true copy of a Resolution passed by the New Jersey Schools Insurance Group at the meeting duly held on the 15th day of March, 2017.



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Resolution Authorizing the Execution of Contracts Pursuant to the Public School Contracts Law

New Jersey Schools Insurance Group

By: _____
Irene Le Febvre, Chairperson

Board Secretary
Use Only

DATE:

MOVED BY:

SECONDED BY:

VOTE:

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Average			
Capehart Scatchard	90.66666667			
Pashman Stein Walder Hayden	90			
Kent McBride	89.33333333			
Riker Danzig Scherer Hyland Perretti	88.33333333			
Diego F. Navas	88			
DiFrancesco Bateman	87			
DeCottis FitzPatrick Cole & Giblin	86.66666667			
Florio Perrucci Steinhardt & Fader	86			
La Corte Bundy Varady & Kinsella	80			
Methfessel & Werbel	78.33333333			
Lenox Socy Formidoni Giordano Cooley Lang & Casey	76			
Nirenberg & Varano	75			
Stephen E. Gertler	75			
Scarinci Hollenbeck	75			
Adams Gutierrez & Lattiboudere	74.33333333			
Brown & Connery	72.33333333			

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Average				
Stahl & DeLaurentis	71.66666667				
Wolff Helies Spaeth & Lucas	71				
Malapero Prisco Klauber & Licata	68				
Biancamano & DiStefano	66.33333333				
Parker McCay	66				
Purcell Mulcahy Hawkins & Flanagan	63.33333333				
Eric M. Bernstein & Associates	59				
Florio Kenny Raval	58				
Bauch Zucker Hatfield	54				
Costigan & Costigan	54				
Bennett Bricklin & Saltzburg	39.66666667				

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	12	12	20	30	74
Bauch Zucker Hatfield	5	8	20	20	53
Bennett Bricklin & Saltzburg	5	5	20	10	40
Biancamano & DiStefano	13	12	20	20	65
Brown & Connery	8	8	20	30	66
Capehart Scatchard	18	17	20	35	90
Costigan & Costigan	8	8	20	15	51
DeCotuis FitzPatrick Cole & Gibling	18	15	20	30	83
Diego F. Navas	18	16	20	36	90
DiFrancesco Bateman	18	16	20	30	84
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Kenny Raval	10	12	20	15	57
Florio Perrucci Steinhardt & Fader	13	16	20	35	84
Kent McBride	18	19	20	33	90

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socey Formidoni Giordano Cooley Lang & Casey	18	18	20	38	94
Malapero Prisco Klauber & Licata	13	14	20	25	72
Methfessel & Werbel	10	15	20	35	80
Nirenberg & Varano	10	10	20	35	75
Parker McCay	8	5	10	40	63
Pashman Stein Walder Hayden	18	17	20	35	90
Purcell Mulcahy Hawkins & Flanagan	5	5	20	30	60
Riker Danzig Scherer Hyland Perretti	16	16	20	35	87
Scarinci Hollenbeck	18	18	0	35	71
Stahl & DeLaurentis	17	18	20	15	70
Stephen E. Gertler	10	18	20	32	80
Wolff Helies Spaeth & Lucas	6	6	20	30	62

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	12	13	20	30	75
Bauch Zucker Hatfield	8	8	20	20	56
Bennett Bricklin & Saltzburg	5	6	20	10	41
Biancamano & DiStefano	13	12	20	20	65
Brown & Connery	11	15	20	30	76
Capehart Scatchard	18	17	20	35	90
Costigan & Costigan	8	8	20	15	51
DeCotuis FitzPatrick Cole & Gibling	18	16	20	35	89
Diego F. Navas	17	15	20	37	89
DiFrancesco Bateman	18	16	20	35	89
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Kenny Raval	10	12	20	15	57
Florio Perrucci Steinhardt & Fader	17	16	20	35	88
Kent McBride	18	16	20	35	89

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socy Formidoni Giordano Cooley Lang & Casey	12	12	20	30	74
Malapero Prisco Klauber & Licata	13	14	20	25	72
Methfessel & Werbel	10	10	20	35	75
Nirenberg & Varano	10	10	20	35	75
Parker McCay	8	8	20	35	71
Pashman Stein Walder Hayden	18	18	20	35	91
Purcell Mulcahy Hawkins & Flanagan	5	5	20	30	60
Riker Danzig Scherer Hyland Perretti	16	16	20	37	89
Scarinci Hollenbeck	16	16	12	40	84
Stahl & DeLaurentis	17	18	20	15	70
Stephen E. Gertler	8	8	20	35	71
Wolff Helies Spaeth & Lucas	11	10	20	35	76



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	12	12	20	30	74
Bauch Zucker Harfield	5	8	20	20	53
Bennett Bricklin & Saltzburg	3	5	20	10	38
Biancamano & DiStefano	12	12	20	25	69
Brown & Connery	10	15	20	30	75
Capehart Scatchard	20	17	20	35	92
Costigan & Costigan	10	10	20	20	60
DeCotis FitzPatrick Cole & Giblin	18	15	20	35	88
Diego F. Navas	15	15	20	35	85
DiFrancesco Bateman	18	15	20	35	88
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Kenny Raval	10	10	20	20	60
Florio Perrucci Steinhardt & Fader	15	16	20	35	86
Kent McBride	18	16	20	35	89

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0001

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socey Formidoni Giordano Cooley Lang & Casey	10	10	20	20	60
Malapero Prisco Klauber & Licata	10	10	20	20	60
Methfessel & Werbel	10	15	20	35	80
Nirenberg & Varano	10	10	20	35	75
Parker McCay	9	10	10	35	64
Pashman Stein Walder Hayden	17	17	20	35	89
Purcell Mulcahy Hawkins & Flanagan	10	10	20	30	70
Riker Danzig Scherer Hyland Perretti	17	17	20	35	89
Scarinci Hollenbeck	15	15	10	30	70
Stahl & DeLaurentis	17	18	20	20	75
Stephen E. Gertler	12	12	20	30	74
Wolff Helies Spaeth & Lucas	10	10	20	35	75

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Average			
Kent McBride	89.33333333			
Pashman Stein Walder Hayden	88.66666667			
Riker Danzig Scherer Hyland Perretti	88.33333333			
DiFrancesco Bateman	87.33333333			
DeCotiis FitzPatrick Cole & Giblin	86.66666667			
Florio Perrucci Steinhardt & Fader	86.66666667			
Scarinci Hollenbeck	86.66666667			
Capehart Scatchard	85			
Lenox Socey Formidoni Giordano Cooley Lang & Casey	81			
La Corte Bundy Varady & Kinsella	80			
Cleary Giacobbe Alfieri Jacobs	78.66666667			
Methfessel & Werbel	78.33333333			
Nirenberg & Varano	75			
Wolff Helies Spaeth & Lucas	73			
Brown & Connery	72.33333333			
Malapero Prisco Klauber & Licata	72			

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Average				
Adams Gutierrez & Lattiboudere	71.66666667				
Stephen E. Gertler	71.66666667				
Stahl & DeLaurentis	70				
Parker McCay	69.33333333				
Biancamano & DiStefano	63.33333333				
Purcell Mulcahy Hawkins & Flanagan	60				
Eric M. Bernstein & Associates	59				
Florio Kenny Raval	57				
Costigan & Costigan	56				
Bauch Zucker Hatfield	53				
Bennett Bricklin & Saltzburg	39.66666667				



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	5	5	20	30	60
Bauch Zucker Hatfield	5	8	20	20	53
Bennett Bricklin & Saltzburg	5	5	20	10	40
Biancamano & DiStefano	13	12	20	20	65
Brown & Connery	8	8	20	30	66
Capehart Scatchard	15	15	20	30	80
Cleary Giacobbe Alfieri Jacobs	6	6	20	25	57
Costigan & Costigan	8	8	20	15	51
DeCotis FitzPatrick Cole & Giblin	18	15	20	30	83
DiFrancesco Bateman	18	16	20	30	84
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Kenny Raval	10	12	20	15	57
Florio Perrucci Steinhardt & Fader	13	16	20	35	84
Kent McBride	18	19	20	33	90



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socey Formidoni Giordano Cooley Lang & Casey	18	18	20	38	94
Malapero Prisco Klauber & Licata	13	14	20	25	72
Methfessel & Werbel	10	15	20	35	80
Nirenberg & Varano	10	10	20	35	75
Parker McCay	8	5	20	40	73
Pashman Stein Walder Hayden	18	17	20	35	90
Purcell Mulcahy Hawkins & Flanagan	5	5	20	30	60
Riker Danzig Scherer Hyland Perretti	16	16	20	35	87
Scarinci Hollenbeck	18	18	20	35	91
Stahl & DeLaurentis	17	18	20	15	70
Stephen E. Gertler	10	18	20	32	80
Wolff Helies Spaeth & Lucas	8	8	20	35	71



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	12	13	20	30	75
Bauch Zucker Hatfield	8	8	20	20	56
Bennett Bricklin & Saltzburg	5	6	20	10	41
Biancamano & DiStefano	13	12	20	20	65
Brown & Connerly	11	15	20	30	76
Capehart Scatchard	18	17	20	35	90
Cleary Giacobbe Alferi Jacobs	15	16	20	37	88
Costigan & Costigan	8	8	20	15	51
DeCotiis FitzPatrick Cole & Giblin	18	16	20	35	89
DiFrancesco Bateman	18	16	20	35	89
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Kenny Raval	10	12	20	15	57
Florio Perrucci Steinhardt & Fader	17	16	20	35	88
Kent McBride	18	16	20	35	89



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socey Formidoni Giordano Cooley Lang & Casey	12	12	20	30	74
Malapero Prisco Klauber & Licata	13	14	20	25	72
Methfessel & Werbel	10	10	20	35	75
Nirenberg & Varano	10	10	20	35	75
Parker McCay	8	8	20	35	71
Pashman Stein Walder Hayden	18	18	20	35	91
Purcell Mulcahy Hawkins & Flanagan	5	5	20	30	60
Riker Danzig Scherer Hyland Perretti	16	16	20	37	89
Scarinci Hollenbeck	16	16	20	35	87
Stahl & DeLaurentis	17	18	20	15	70
Stephen E. Gertler	5	5	20	35	65
Wolff Helies Spaeth & Lucas	9	9	20	35	73

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	20	10	20	30	80
Bauch Zucker Hatfield	5	5	20	20	50
Bennett Bricklin & Saltzburg	3	5	20	10	38
Biancamano & DiStefano	10	10	20	20	60
Brown & Connerly	10	15	20	30	75
Capehart Scatchard	18	17	20	30	85
Cleary Giacobbe Alfieri Jacobs	18	18	20	35	91
Costigan & Costigan	8	8	20	30	66
DeCotis FitzPatrick Cole & Giblin	18	15	20	35	88
DiFrancesco Bateman	18	16	20	35	89
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Kenny Raval	10	12	20	15	57
Florio Perrucci Steinhardt & Fader	17	16	20	35	88
Kent McBride	18	16	20	35	89



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0002

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socy Formidoni Giordano Cooley Lang & Casey	10	15	20	30	75
Malapero Prisco Klauber & Licata	13	14	20	25	72
Methfessel & Werbel	10	15	20	35	80
Nirenberg & Varano	10	10	20	35	75
Parker McCay	9	8	12	35	64
Pashman Stein Walder Hayden	15	15	20	35	85
Purcell Mulcahy Hawkins & Flanagan	5	5	20	30	60
Riker Danzig Scherer Hyland Perretti	17	17	20	35	89
Scarinci Hollenbeck	16	16	20	30	82
Stahl & DeLaurentis	17	18	20	15	70
Stephen E. Gertler	8	12	20	30	70
Wolff Helies Spaeth & Lucas	10	10	20	35	75



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Average			
Kent McBride	90.33333333			
Florio Perrucci Steinhardt & Fader	87.33333333			
Purcell Mulcahy Hawkins & Flanagan	87			
Riker Danzig Scherer Hyland Perretti	85.66666667			
DeCotuis FitzPatrick Cole & Giblin	85			
DiFrancesco Bateman	84.33333333			
Methfessel & Werbel	80			
La Corte Bundy Varady & Kinsella	79.66666667			
Capehart Scatchard	78.33333333			
Nirenberg & Varano	76.33333333			
Scarinci Hollenbeck	76.33333333			
Adams Gutierrez & Lattiboudere	74.33333333			
Wolff Helies Spaeth & Lucas	72.66666667			
Brown & Connery	71.33333333			
Stephen E. Gertler	70			
Lenox Socey Formidoni Giordano Cooley Lang & Casey	67			

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Average					
Eric M. Bernstein & Associates	58.33333333					
Parker McCay	58.33333333					
Bauch Zucker Hatfield	54					
Bennett Bricklin & Saltzburg	41.33333333					

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	12	12	20	30	74
Bauch Zucker Hatfield	5	8	20	20	53
Bennett Bricklin & Saltzburg	5	5	20	10	40
Brown & Connery	8	5	20	30	63
Capehart Scatchard	10	10	20	30	70
DeCotis FitzPatrick Cole & Gilbin	18	15	20	30	83
DiFrancesco Bateman	18	16	20	30	84
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Perrucci Steinhardt & Fader	13	16	20	35	84
Kent McBride	18	18	20	35	91
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socey Formidoni Giordano Cooley Lang & Casey	12	12	20	30	74
Nirenberg & Varano	10	10	20	35	75
Parker McCay	8	5	10	40	63



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Purcell Mulcahy Hawkins & Flanagan	16	16	20	35	87
Riker Danzig Scherer Hyland Perretti	16	16	20	35	87
Scarinci Hollenbeck	18	18	0	35	71
Stephen E. Gertler	10	10	20	40	80
Wolff Helies Spaeth & Lucas	8	8	20	35	71
Methfessel & Werbel	10	15	20	35	80



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	12	13	20	30	75
Bauch Zucker Hatfield	8	8	20	20	56
Bennett Bricklin & Saltzburg	5	6	20	10	41
Brown & Connery	11	15	20	30	76
Capehart Scatchard	10	10	20	35	75
DeCotis FitzPatrick Cole & Giblin	18	16	20	35	89
DiFrancesco Bateman	18	16	20	35	89
Eric M. Bernstein & Associates	12	12	20	15	59
Florio Perrucci Steinhardt & Fader	17	16	20	35	88
Kent McBride	18	16	20	35	89
La Corte Bundy Varady & Kinsella	15	15	20	30	80
Lenox Socy Formidoni Giordano Cooley Lang & Casey	10	10	20	30	70
Nirenberg & Varano	10	10	20	35	75
Parker McCay	8	8	15	35	66



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Purcell Mulcahy Hawkins & Flanagan	16	16	20	35	87
Riker Danzig Scherer Hyland Perretti	16	16	20	37	89
Scarinci Hollenbeck	16	16	12	35	79
Stephen E. Gertler	5	5	20	35	65
Wolff Helies Spaeth & Lucas	9	9	20	35	73
Methfessel & Werbel	10	10	20	35	75

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Adams Gutierrez & Lattiboudere	12	12	20	30	74
Bauch Zucker Hatfield	5	8	20	20	53
Bennett Bricklin & Saltzburg	4	4	20	15	43
Brown & Connery	10	15	20	30	75
Capehart Scatchard	18	17	20	35	90
DeCotis FitzPatrick Cole & Giblin	18	15	20	30	83
DiFrancesco Bateman	16	14	20	30	80
Eric M. Bernstein & Associates	10	12	20	15	57
Florio Perrucci Steinhardt & Fader	18	17	20	35	90
Kent McBride	18	18	20	35	91
La Corte Bundy Varady & Kinsella	15	14	20	30	79
Lenox Socey Formidoni Giordano Cooley Lang & Casey	11	11	20	15	57
Nirenberg & Varano	12	12	20	35	79
Parker McCay	8	8	15	15	46



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0003

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Purcell Mulcahy Hawkins & Flanagan	16	16	20	35	87
Riker Danzig Scherer Hyland Perretti	16	15	20	30	81
Scarinci Hollenbeck	18	16	10	35	79
Stephen E. Gertler	5	5	20	35	65
Wolff Helies Spaeth & Lucas	9	10	20	35	74
Methfessel & Werbel	15	15	20	35	85

R.A.

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0004

Firm Name	Average					
Brown & Connery	96.66666667					
Braff Harris Sukoneck & Maloof	92.33333333					
Kent McBride	89					
Biancamano & DiStefano	87					
Leitner Tort DeFazio & Brause	76.66666667					
Stephen E. Gertler	75					
Bennett Bricklin & Saltzburg	70					
Florio Perrucci Steinhardt & Fader	67.66666667					
Florio Kenny Raval	63					
Eric M. Bernstein & Associates	58					
Stahl & DeLaurentis	57.33333333					

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0004

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Bennett Bricklin & Saltzburg	15	10	20	20	65
Biancamano & DiStefano	20	15	20	30	85
Braff Harris Sukoneck & Maloof	20	20	10	35	85
Brown & Connerly	20	15	20	35	90
Eric M. Bernstein & Associates	10	10	20	10	50
Florio Kenny Raval	10	10	20	20	60
Florio Perrucci Steinhardt & Fader	8	6	20	20	54
Kent McBride	19	20	20	30	89
Leitner Tort DeFazio & Brause	17	12	20	28	77
Stahl & DeLaurentis	10	5	20	10	45
Stephen E. Gertler	16	12	20	25	73



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0004

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Bennett Bricklin & Saltzburg	15	10	20	30	75
Biancamano & DiStefano	20	20	20	30	90
Bruff Harris Sukoneck & Maloof	20	20	20	40	100
Brown & Connery	20	20	20	40	100
Eric M. Bernstein & Associates	10	10	20	10	50
Florio Kenny Raval	10	10	20	20	60
Florio Perrucci Steinhardt & Fader	18	6	20	25	69
Kent McBride	19	20	20	30	89
Leitner Tort DeFazio & Brause	17	12	20	35	84
Stahl & DeLaurentis	10	5	20	10	45
Stephen E. Gertler	16	12	20	25	73

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0004

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Bennett Bricklin & Saltzburg	10	10	20	30	70
Biancamano & DiStefano	19	17	20	30	86
Braff Harris Sukoneck & Maloof	20	17	20	35	92
Brown & Connery	20	20	20	40	100
Eric M. Bernstein & Associates	17	17	20	20	74
Florio Kenny Raval	18	6	20	25	69
Florio Perrucci Steinhardt & Fader	18	19	20	23	80
Kent McBride	19	20	20	30	89
Leitner Tort DeFazio & Brause	17	12	20	20	69
Stahl & DeLaurentis	18	17	20	27	82
Stephen E. Gertler	16	18	20	25	79



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0005

Firm Name	Average				
Capehart Scatchard	98				
Brown & Connery	95				
Braff Harris Sukoneck & Maloof	93.33333333				
Kent McBride	89				
Biancamano & DiStefano	88.33333333				
Leitner Tort DeFazio & Brause	80				
Stephen E. Gertler	73				
Bennett Bricklin & Saltzburg	68.33333333				
Scarinci Hollenbeck	66				
Florio Perrucci Steinhardt & Fader	64				
Florio Kenny Raval	60				
Eric M. Bernstein & Associates	50				
Stahl & DeLaurentis	45				

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0005

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Bennett Bricklin & Saltzburg	5	10	20	20	55
Biancamano & DiStefano	20	15	20	30	85
Braff Harris Sukoneck & Maloof	20	20	10	35	85
Brown & Connery	20	15	20	35	90
Capelhart Scatchard	15	20	20	40	95
Eric M. Bernstein & Associates	10	10	20	10	50
Florio Kenny Raval	10	10	20	20	60
Florio Perrucci Steinhardt & Fader	8	6	20	20	54
Kent McBride	19	20	20	30	89
Leitner Tort DeFazio & Brause	17	12	20	28	77
Scarinci Hollenbeck	10	15	5	30	60
Stahl & DeLaurentis	10	5	20	10	45
Stephen E. Gertler	16	12	20	25	73



New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0005

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Bennett Bricklin & Saltzburg	15	10	20	30	75
Biancamano & DiStefano	20	20	20	30	90
Braff Harris Sukoneck & Maloof	20	20	20	40	100
Brown & Connelly	20	20	20	40	100
Capehart Scatchard	20	20	20	40	100
Eric M. Bernstein & Associates	10	10	20	10	50
Florio Kenny Raval	10	10	20	20	60
Florio Perrucci Steinhardt & Fader	18	6	20	25	69
Kent McBride	19	20	20	30	89
Leitner Tort DeFazio & Brause	17	12	20	35	84
Scarinci Hollenbeck	10	15	5	30	60
Stahl & DeLaurentis	10	5	20	10	45
Stephen E. Gertler	16	12	20	25	73

New Jersey Schools Insurance Group - RFQ Evaluation - C-2017-0005

Firm Name	Technical Criteria (20)	Management Criteria (20)	Cost Criteria (20)	Service to Public Entities in the State of New Jersey (40)	Total
Bennett Bricklin & Saltzburg	15	10	20	30	75
Biancamano & DiStefano	20	20	20	30	90
Braff Harris Sukoneck & Maloof	20	20	20	35	95
Brown & Connery	20	20	20	35	95
Capehart Scatchard	20	20	20	39	99
Eric M. Bernstein & Associates	10	10	20	10	50
Florio Kenny Raval	10	10	20	20	60
Florio Perrucci Steinhardt & Fader	18	6	20	25	69
Kent McBride	19	20	20	30	89
Leitner Tort DeFazio & Brause	17	12	20	30	79
Scarinci Hollenbeck	14	15	14	35	78
Stahl & DeLaurentis	10	5	20	10	45
Stephen E. Gertler	16	12	20	25	73