

## QUESTIONS AND RESPONSES

### QUESTION 1:

Section 1, letter e: Do you require the specific client names for the listing, or can we provide their industry and a description of the matters we have worked on? We err on the side of caution and do not divulge names of clients unless we obtain waivers from each one.

#### RESPONSE:

We understand that, for confidentiality purposes, specific client names may not be divulged. Therefore, excluding references, firms may respond by providing sufficient information to glean the industry and types of matters related to this RFP.

### QUESTION 2:

Section 2, letter a: Do you simply want a copy of our engagement letter, or do you want proposed fees, hourly rates, fee arrangements etc. in this section?

#### RESPONSE:

At this time, we only seek a copy of the engagement letter. Should a firm be selected for further consideration, we will request proposed fees, hourly rates, and fee arrangements at that time.

### QUESTION 3:

Regarding RMTA's RFP of March 26<sup>th</sup> (attached), Reed Smith has one question. Services to be provided are separated into three categories – Contract/Litigation, Employment, and Lobbying/Government Affairs. The RFP states that RMTA is seeking one or more legal firms – can you confirm that a response by a firm would be complete if it was responding to one or two of the three categories and does not need to respond to all three – i.e. a firm could respond on Employment and Lobbying.

#### RESPONSE:

Certainly, firms are welcomed to respond to all three categories or just one or two. Therefore, yes, as long as all parts of the RFP are completed, a response by a firm would be considered complete if it responded to one or two of the three categories.

### QUESTION 4:

We noticed that on page 2 of the RFP under the service area “Employment”, you refer specifically to providing advice, counsel, and contract review. Does this include employment litigation as well?

**RESPONSE:**

Our primary employment need is an advisory role. Even when employment litigation matters arise, the employment counsel’s role may still be an advisory one.

**QUESTION 5:**

On page 2 of the RFP under “Scope”, it indicates that the RMTA is seeking one or more “full service” legal firms. While we are a full service labor and employment firm, and have attorneys that practice in all of the service areas set forth on page 2, would a proposal limited to providing services for one or two areas be accepted?

- For instance, would a proposal to handle all of RMTA’s “*Employment*” needs or “*Employment*” and “*Lobbying and Government Affairs*” needs be accepted?
- Or would the firm need to submit a proposal to handle all three areas of service 1) *Contract/Litigation/Real Estate/Board Secretary/General Services*, 2) *Employment* 3) *Lobbying and Government Affairs*?

**RESPONSE:**

See response to Question 3 above.

**QUESTION 6:**

Under “Submission of Proposals” on page 3-4, you request “Experience” of the Firm and an “Engagement Letter”. There is no request for a fee proposal.

- We welcome the opportunity to develop a custom fee arrangement for RMTA.
- Are you interested in a specific type of arrangement (*e.g.*, discounted hourly rates, flat fees)?
- Or are you open to suggestions?

**RESPONSE:**

See response to Question 2 above.