

## ATTACHMENT 1

### Labor Relations Consulting Services Request for Proposals Interview Panel Scoring Summary

|                                                                                                                                                                                                                                                                                           | <b>Liebert<br/>Cassidy<br/>Whitmore</b> | <b>Meyers<br/>Nave</b> | <b>Wiley,<br/>Price, &amp;<br/>Radulovich</b> |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|------------------------|-----------------------------------------------|
| <b>Experience (30)</b><br>Demonstrates experience with and knowledge of public sector labor relations and negotiations, understands specific needs and key issues pertaining to Bay Area cities, has a track record of success in bargaining with a variety of employee groups            | 29                                      | 27                     | 29                                            |
| <b>Communication &amp; Interpersonal Effectiveness (30)</b><br>Demonstrates effective verbal communication, ability to develop rapport with labor representatives and employees, ability to work effectively with management and elected officials.                                       | 30                                      | 24                     | 25                                            |
| <b>Expertise and Strategy (30)</b><br>Demonstrates high level of expertise in labor and employment law and best practices pertaining to compensation, benefits, and others subjects of bargaining, shows creativity and strategic thinking when working with groups to achieve agreement. | 29                                      | 23                     | 27                                            |
| <b>Pricing and Value (30)</b><br>Fees are reasonable in relation to service level provided, flexibility in pricing and/or staffing options to contain costs.                                                                                                                              | 25                                      | 24                     | 25                                            |
| <b>Total (120 Points Possible)</b>                                                                                                                                                                                                                                                        | 113                                     | 98                     | 106                                           |