Permanent Mission of Italy
UN - New York

GUIDELINES FOR APPLICANTS

EXPRESSION OF INTEREST FOR LEGAL REPRESENTATION AND LITIGATION SERVICES IN A REAL ESTATE DISPUTE IN NEW YORK

1. Purpose of this Call

The Permanent Mission of Italy to the United Nations in New York (the "Mission") is issuing this Public Call for Expressions of Interest to identify qualified law firms admitted to practice in the State of New York to provide legal representation, defense, and related legal services in connection with a specific litigation matter involving a real estate transaction in Manhattan, New York.

This engagement concerns a specific and identified legal matter and is not intended to establish a general, recurring, or continuing legal services relationship with the Mission.

2. Legal Basis and Nature of the Procedure

The legal services requested under this Call fall within the specific exclusions set forth in Article 10(d)(i) and (ii) of Directive 2014/24/EU of the European Parliament and of the Council on public procurement, concerning:

- Legal representation by a lawyer in judicial proceedings before courts, tribunals, or public authorities of a Member State or a third country;
- Legal advice provided in preparation for such proceedings, or where there is a tangible indication and a high probability that the matter will become the subject of such proceedings.

Given the confidential and *intuitu personae* nature of the attorney-client relationship, this Call does not constitute a competitive tender or a public procurement procedure under Directive 2014/24/EU. However, the Mission is conducting this comparative process in accordance with principles of transparency, impartiality, equal treatment, proportionality, accountability, and value for money.

3. Scope of Services

Without prejudice to further details and documentation to be provided to qualified firms, the legal services may include:

- Review and legal analysis of the purchase agreement and related transaction documents;
- Assessment of contractual rights, alleged breaches, potential liabilities, defenses, and remedies;
- Development of litigation strategy;
- Preparation of legal notices, pleadings, motions, and other litigation documents;

- Representation of the Government of the Italian Republic in settlement negotiations and before competent State and/or City of New York courts and administrative bodies;
- Coordination with existing counsel, technical experts, real estate consultants, and expediting professionals.

Collaboration with Existing Legal Counsel:
The selected firm will be required to work in close collaboration and coordination with another law firm previously retained by the Mission, which has been involved in prior stages of the real estate transaction and specifically in the out-of-court (extrajudicial) negotiations. Seamless cooperation and information sharing with existing counsel will be an essential component of the engagement.

4. Required Firm Qualifications
Proposing law firms must demonstrate substantial experience in:

1. Complex real estate litigation in New York State;
2. Disputes involving high financial exposure, title issues, property conditions, construction, and municipal/DOB regulatory compliance;
3. Time-sensitive proceedings and expedited litigation;
4. Representation of sovereign states, diplomatic missions, or governmental entities.

Lead partners and primary attorneys assigned to the matter must be admitted to practice in the State of New York and possess extensive trial and litigation experience.

5. Selection Process and Phases
The selection process will be conducted in three distinct phases:

1. **Phase 1 – Submission of Expression of Interest & Conflict Check:**
   Firms must submit a formal Expression of Interest confirming that they have completed an internal conflicts-of-interest review and identified no actual or potential conflict preventing them from representing the Government of the Italian Republic and the Mission.
2. **Phase 2 – Confidential Case Disclosure (RFQ Phase):**
   Firms deemed qualified and free of conflicts of interest may, at the Mission's discretion and upon execution of appropriate confidentiality undertakings, be provided with selected confidential case documents to enable them to evaluate the matter thoroughly.
3. **Phase 3 – Submission of Full Proposal & Selection:**
   Admitted firms will be invited to submit a detailed Qualifications and Fee Proposal (including legal strategy, team structure, hourly rates, fixed/capped fees per litigation phase, and expense estimates).

6. Fee Structure and Financial Requirements (Fixed-Rate & Capped Fee Arrangement)
Because the Mission is an entity of the Government of the Italian Republic subject to strict public-sector budgetary and financial-control requirements, the economic agreement will be structured on a **fixed-rate / capped-fee basis**.
To enable the Mission to allocate a defined financial commitment that will serve as an **absolute, non-exceedable fee cap** for the entire matter:

- Participating firms will be required in Phase 3 to submit an **itemized and all-inclusive fee proposal** covering all phases of case management (e.g., initial

assessment, pre-litigation/negotiations, discovery, dispositive motions, trial, and ancillary expenses);
- The proposed economic terms must clearly detail every cost component (legal fees, partner/associate rates, overheads, and anticipated third-party expenses);
- No additional fees, rate increases, or costs beyond the agreed fixed fee or maximum authorized cap will be accepted unless expressly authorized in writing by the Mission prior to incurring such expenses.

7. Submission Terms and Instructions

Interested law firms must submit their Expression of Interest electronically **no later than November 23, 2026**.

Submissions must be sent to the following email addresses:

- Main Email: admin.italyun@esteri.it
- Copies to: eugenio.boldrini@esteri.it

Subject Line: *"Expression of Interest – Real Estate Litigation Services - [Firm Name]"*

The submission should include:

- A brief presentation of the firm and CVs of proposed lead attorneys;
- A concise overview of relevant representative matters (maintaining client confidentiality);
- Formal confirmation of a completed and cleared conflict check;
- Statement of immediate availability to mobilize upon appointment.

8. Confidentiality

All communications, information, and documentation exchanged in connection with this Call are strictly confidential. Prospective firms shall not contact opposing parties, their counsel, brokers, or third parties without prior written authorization from the Mission.

9. Rights of the Mission

This Call does not constitute an offer to contract or a binding commitment by the Mission. The Mission reserves the right to modify, suspend, or cancel this process at any time without incurring liability for costs or expenses incurred by participating firms. Appointment will become effective solely upon execution of a formal written engagement letter approved by the Mission's competent authority.

New York,

Head of Administration
Eugenio BOLDRINI

Firmato Digitalmente da/Signed by:
EUGENIO BOLDRINI

In Data/On Date:
lunedì 2 novembre 2026 15:10:27