



MARYLAND LOTTERY  
AND GAMING

# **iGaming Study Pre-Proposal Conference**

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*Solicitation #BPM038144*

*CONSULTING SERVICES RELATED TO  
iGAMING OPERATION IN MARYLAND AND LICENSED STATES*

*RFP NUMBER 2023-05*

# ***WELCOME***

John Lloyd, Director of Procurement, MLGCA

Jim Nielsen, Deputy Director/COO, MLGCA

James Butler, Assistant Deputy Director/Chief of Staff, MLGCA

Sean Ford, Director of Legislation and Policy Development, MLGCA



# ***INTRODUCTIONS***

- Please introduce yourself. Provide the following in the Chat:
  - Name
  - Company
  - Title



# ***AGENDA***

- Solicitation Schedule
- General Information
- Scope of Work
- MBE and VSBE Requirements
- Proposal Submission Requirements
- Questions & Inquiries
- Comments



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# ***SOLICITATION SCHEDULE***

- Pre-Proposal Conference
  - June 14, 2023; 2 p.m. EDT
- Deadline for Questions
  - June 22, 2023; 2 p.m. EDT
- Technical & Price Proposal Due
  - July 17, 2023; 2 p.m. EDT
- Contract Award
  - July 31, 2023 (Projected)



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# ***GENERAL INFORMATION***

- The purpose of today's conference is to provide guidance to potential offerors.
- Answers will be provided in writing. The statements and interpretations contained in responses to any questions, whether verbally or in writing, are not binding on the MLGCA unless it issues an RFP amendment in writing.
- The Key Information Summary Sheet on Page iii of the RFP has all pertinent information, contact information and deadlines.
- Closing date for questions is June 22, 2023 at 2 p.m. EDT.
- Proposals are due by July 17, 2023 at 2 p.m. EDT.
- Your proposal must be received by the Procurement Officer by the due date and time for Proposal submission stated in the RFP.



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# SCOPE OF WORK

- **2.2 Background, Purpose and Goals**

- **2.2.1 Project Goals**

- A. The Maryland General Assembly FY24 Budget requires the MLGCA to submit a report on iGaming and authorizes MLGCA to contract with a third party to assist in the completion of a study on iGaming. The report on iGaming shall be submitted to the Budget Committees of the General Assembly no later than November 15, 2023.
- B. The General Assembly is generally interested in understanding the current regulatory landscape for iGaming; the estimated market in Maryland; the potential economic impact of legal regulated iGaming on Maryland's brick-and mortar casinos, other gaming venues, and the State Lottery; the experience of other states; methods to transition individuals from the illegal iGaming market to the legal market, and the impact on problem gambling.



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# ***SCOPE OF WORK (CONTINUED)***

- **2.3 Responsibilities and Tasks**

- The Contractor(s) shall gather and compile information, impressions, statistics and recommendations from iGaming jurisdictions, iGaming operators and Gaming publications and provide a report addressing each of the topics in 2.3.1.



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# ***SCOPE OF WORK (CONTINUED)***

- **2.3.1 Task I: Gather and analyze data on the following items:**
  - 2.3.1.1: The estimated size and revenue potential of a legal iGaming market in Maryland;
  - 2.3.1.2: The estimated impact of iGaming on revenue generated by Maryland's brick-and-mortar casinos, other legislatively authorized gaming venues in Maryland, and the State lottery;
  - 2.3.1.3: The experience and learnings of other states, to include CT, DE, MI, NJ, PA and WV, in implementing iGaming;
  - 2.3.1.4: The potential impacts on brick-and-mortar casinos and gaming venues through partnerships with iGaming operators;
  - 2.3.1.5: The potential usage of multi-jurisdictional gaming agreements;
  - 2.3.1.6: The estimated size of the existing illegal iGaming market in Maryland and methods to transition individual players from the illegal market to a legal market;



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# ***SCOPE OF WORK (CONTINUED)***

- The MLGCA intends to address the following topics using internal resources with the assistance of the Maryland Center of Excellence on Problem Gambling, but the Contractor must analyze and incorporate the information into the final report. To help MLGCA reach this goal, the Contractor(s) will coordinate efforts and results on a schedule to be defined upon award with the State Project Manager.
  - The revenue generated by iGaming in other states where it is legal;
  - The estimated impact of iGaming on revenue generated by brick-and-mortar casinos, other gaming venues, and the lottery in other states;
  - The consumer protections available for users of legal iGaming, including the verification process for transactions and the ability to limit and monitor those transactions to ensure responsible gaming; and
  - The impact of iGaming on problem gambling and methods to encourage responsible gaming and combat the growth of problem gambling.



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## ***SCOPE OF WORK (CONTINUED)***

For each topic, the Contractor shall be available upon request to meet with MLGCA staff and other appropriate individuals to present and explain its analyses or to participate in consultations by phone. If in-person meetings are held, they will take place in Baltimore or Annapolis, Maryland. There shall be no payments made to the Contractor for travel, if it is required.



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# ***MBE AND VSBE REQUIREMENTS***

- As noted in the Key Information Sheet and sections 4.26 MBE Participation Goal & 4.27 VSBE Goal of the RFP:
  - There is no MBE subcontractor participation goal for this procurement.
  - There is no VSBE participation goal for this procurement.



# ***PROPOSAL SUBMISSION REQUIREMENTS***

- Proposals should be submitted by hand or by mail.
- Per section 5.1 of the RFP, all proposals shall be submitted in two separate volumes:
  - Volume 1 is the technical proposal.
  - Volume 2 is the financial proposal.
- Please pay close attention to the submission instructions in Section 5.2 when creating your technical proposal.
  - Failure to completely and accurately fill out all required forms and affidavits may cause your proposal to be deemed not eligible for award. Some of these forms cannot be cured and may result in your proposal being removed from consideration.



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# ***PROPOSAL SUBMISSION REQUIREMENTS***

- Please keep the following in mind when preparing the technical proposal:
  - Clearly identify the solicitation point of contact while the proposal is in the evaluation process.
- The financial volume must contain all price information in the format specified in Section 5.2.3B of the RFP:
  - Submit your financial proposal on the price sheets provided.
  - Failure to complete the price sheet(s) or to sign the price sheet(s) may result in your proposal being ineligible for award.
- Both the technical proposal and financial proposal must be password protected with separate passwords for each.
  - Provide the passwords for both proposals to John Lloyd, MLGCA's Director of Procurement.



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# ***QUESTIONS & INQUIRES***

- Please enter any questions you may have into the chat at this time.



# ***COMMENTS***

- Comments may be sent to MLGCA's Director of Procurement, John Lloyd at [john.lloyd@maryland.gov](mailto:john.lloyd@maryland.gov)

