

PRE-PROPOSAL CONFERENCE SUMMARY
Solicitation #BPM038144
CONSULTING SERVICES RELATED TO
iGAMING OPERATION IN MARYLAND AND LICENSED STATES
RFP NUMBER 2023-05

June 14, 2023

At approximately 2:00 p.m., Mr. John Lloyd, Director of Procurement for the Maryland State Lottery and Gaming Control Agency (“MLGCA”), welcomed everyone to the Pre-Proposal Conference for *Solicitation #BPM038144*, Consulting Services Related to iGaming Operation In Maryland And Licensed States, RFP NUMBER 2023-05. He introduced MLGCA representatives that were in attendance: Jim Nielsen, Deputy Director/Chief Operating Officer; Sean Ford, Director of Legislation and Policy Development / Program Manager for the RFP; James Butler, Assistant Deputy Director/Chief of Staff.

Mr. Lloyd stated that a physical sign-in sheet will not be necessary, as this was a virtually held pre-proposal conference. The mailing list and the number of attendees would be used as a sign-in sheet for the file record.

Mr. Lloyd said that the Sign-In Sheet (useful for primes and subs to network), a Summary of the Pre-Proposal Conference, final answers to any questions asked at the Pre-Proposal Conference, and any Amendments to the RFP, if necessary, would be posted on eMaryland Marketplace Advantage (eMMA), to ensure that equal access to the information to those in attendance and those who were unable to attend. The information will also be available on the MLGCA’s website (<https://www.mdgaming.com/lottery-and-gaming-procurement/>).

There were no written questions submitted prior to the pre-proposal conference. Mr. Lloyd, said that he will go through and review the sections of the RFP and if there are any questions today, please feel free to ask. We ask for and want your feedback on this RFP. However, keep in mind that all questions and responses will be posted. Although we will attempt to answer questions today, the responses given verbally today by State representatives are not binding upon the State, are for informational purposes only, and are subject to later written clarification. Should substantive issues be raised which cause changes to be made to the RFP, a written Amendment to the RFP will be issued. No changes to the RFP are effective unless contained in a written Amendment issued to all parties. The deadline for submitting questions regarding the RFP is June 22, 2023, at 2:00 p.m. These questions can be sent directly to Mr. Lloyd via email or USPS and must be received by this date.

Mr. Lloyd noted that the State has developed a statewide standard RFP template that all State agencies are required to use regardless of what service they are procuring. Due to the one-size-fits-all design of this RFP template, there are references to things like

federal funding, HIPAA, etc. which clearly have no applicability to this project and any items that do not apply to this RFP are so noted in each section.

Mr. Lloyd then proceeded to review the RFP to address any other questions that potential offerors may have.

Key Information Sheet

Mr. Lloyd reviewed this information, and there were no questions.

Legislative Reasoning and Purpose of Study

Mr. Ford reviewed this information, and there were no questions.

SECTION 2 - CONTRACTOR REQUIREMENTS/SCOPE OF WORK

Mr. Lloyd / Mr. Ford reviewed Section 2 and provided an opportunity for the MLGCA representatives to comment on the Scope of Work.

Question #1: Would the MLGCA be able to provide points of contact for the states that are participating in the iGaming market, for the awardee to be able to reach out and get information? The trepidation, was that the awardee would not be given access, as the participating states representatives may be reluctant to provide information to a 3rd party with any frame of reference.

Answer: Mr. Nielsen stated that the MLGCA would work with the awardee to provide information that they had on hand, but it is incumbent on the awardee to work to define the correct points of contact for entities that participate in the iGaming market.

SECTION 4 - PROCUREMENT INSTRUCTIONS

Mr. Lloyd reviewed Section 4, and there were no questions.

Question #1: Mr. Lloyd stated that the technical proposal and the financial proposal had to be separate and distinct proposals. Either sealed in an envelope, if hard copy submissions, or on a thumb drive, password protected. The question was, if each proposal had to have a unique password for protection?

Answer: Mr. Lloyd stated keep them separated and ensure that all procedures are followed. Mr. Lloyd also noted that, if submitting proposals via a thumb drive, each proposal must have a separate and distinct password.

SECTION 5. - PROPOSAL FORMAT

Mr. Lloyd reviewed Section 5, and there were no questions.

Mr. Lloyd then asked if there were any further questions about any sections of the RFP or this procurement in general.

In conclusion, Mr. Lloyd stated that a Summary of the Pre-Proposal Conference will be published and sent to all parties as soon as possible. Mr. Lloyd thanked everyone for attending today. The Pre-Proposal Conference concluded at 2:34 p.m.