

MLGCA Request For Proposals #2024-01 – Lottery Central Monitoring and Control System

Questions and Answers August 30, 2024

	RFP Reference Number	RFP Page Number	Question	Suggested Responses
10.	General		The RFP does not require that all equipment (systems, comm, terminals, instant warehouse equipment, etc.) be new and unused; the 2016 RFP did. If the current RFP allows old and used equipment, the incumbent will have a significant unfair advantage. Would the MLGCA confirm that new and unused equipment is a requirement?	Yes. ALL equipment shall be new and unused. <i>The RFP will be amended</i>
11.	General		With this being a multi-billion dollar RFP and the winner having the possibility to have this contract for 17 years. Would you please consider asking the Governor’s Office of Small Business Administration to look at the sub-goals again. The more sub-goals the more MBE companies will benefit. Even adding 1% Asian and 1% Hispanic will benefit more MBE companies. It’s such a large RFP.	The goals and subgoals have been approved at multiple levels and modifying them at this date may cause some confusion to potential Offerors. We do not believe that adding subgoals beyond those already included will have a significant impact. Keep in mind that Offerors are free to use any certified MBE they choose and additional subgoals will not change the total MBE spending goal.
12.	2.2.2.2.B	4	Regarding the Racetrax game, would the MLGCA confirm who the current vendor is for the 3D game animation and whether the contract agreement is with the MLGCA or Scientific Games? Additionally, can the Lottery confirm our assumption that the MLGCA has licensed the use of the Racetrax game and will allow for any system vendor to implement the game on their behalf?	The Racetrax® animation and payout structure is owned by Tabcorp. MLGCA does not pay a separate fee for Racetrax, and it is not a party to the current licensing agreement by which Tabcorp licenses use of Racetrax in Maryland.
13.	2.3.2.1 Retailer Terminals	7	Would the MLGCA please describe the functionality expected of “Non-selling Terminal for Self-Service Reporting and Validations” and its use cases?	These terminals are used by retailers in locations that sell only from self-service equipment. The terminals validate winning tickets, cancel tickets, and produce reports, which are functions required to be conducted by the retailers.
14.	2.3.2.1.B	7	Would the MLGCA please clarify the statement regarding “clean - no loose wires visible to public”?	We will not accept installations with wires hanging loosely on counter-tops or where visible to the public. A professional-looking installation is required.
15.	2.3.2.3.B	8	Would the MLGCA please provide a sample layout or photos of the existing layouts of monitors at Retailers?	Photographs of several actual installations are attached.
16.	2.3.2.4.C	9	Would the MLGCA please confirm the required number of debit PIN pads for clerk-operated terminals? (The RFP states 2,000, whereas the pricing sheet indicates 1,000.)	The MLGCA requires 2,000 clerk debit readers included in the base price. The pricing proposal has been modified to reflect that.
17.	2.3.2.4.I	9	Would the MLGCA please confirm the required number of cash drawers required? (The RFP states 4,000, whereas the pricing sheet indicates 4,500.)	The MLGCA requires 4,500 cash drawers included in the base price. <i>The RFP will be amended.</i>

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18.	2.3.3.1.B	10	<p>Regarding the Smartplay RNG, our assumption is that the MLGCA's new lottery system will have to integrate with this RNG.</p> <p>To help Offerors more accurately estimate the integration effort and costs, would the MLGCA provide further information regarding the integration? How many servers are involved in the production configuration? Where are they hosted? What is the integration protocol, i.e. RESTful API or other?</p>	<p>There is no integration of the MLGCA's RNG drawing system to the LCMCS. Current protocol is the following: MLGCA staff scan a printout of the numbers to a group that includes Contractor Operations staff. Agency staff posts animated drawing video to the mdlottery.com website. Winning numbers are verbally confirmed between MLGCA and Contractor staff before games are put in paying status.</p>
19.	2.3.3.1.D	10	<p>On average, how many new Fast Play games are launched annually?</p>	<p>Over the past two fiscal years we launched 20 games each year. Planning for FY 25 includes 21 games.</p>
20.	2.3.3.1.D	10	<p>Does the MLGCA replenish the pools of an existing Fast Play game as the game is selling, or do you simply end the game once a certain threshold has been reached, such as the selling of the last high-tier prize?</p>	<p>We manage games in several different ways:</p> <ul style="list-style-type: none"> a. End after the last top prize is sold b. End after a progressive jackpot is sold c. End at the end of day on a specific day d. We are able to reorder a game and continue selling beyond the end of the initial quantity e. We can re-launch a game, such as a seasonal game, starting with the next result after the last play sold. <p>When games are scheduled to close we prefer messaging that the game is closing soon.</p>

21.	2.3.4.2 C	13	<p>To dimension the best solution for the sorter system, would the MLGCA please provide information regarding:</p> <ol style="list-style-type: none"> 1. The total area used by the 7 packing stations and the sorter system. 2. Number of orders per day. 3. Average packs per order. 4. Total number of instant (scratch) games. 5. Average games per order. 6. The number of days per week and hours per day that the Pick and Pack operation is active. And are there any variations in the schedule (e.g., peak seasons, holidays)? 7. Number of people employed to pick and pack on a daily basis. 8. Type of packaging used: single size or multiple sizes and types (boxes/bags). 9. What is the current process if the sorter breaks down – i.e., contingency arrangements, Machinery SLA, manual picking stations, etc.? 10. Is carryover of orders per week permitted or must all orders created in a 5-day week be completed? 11. Are consumables (rolls/slips) packaged with Replenishment orders? 12. Are all instant game orders put through the current sorter system or are some diverted to a manual picking line? 13. If there any manual picking/packing? If so, how many packs/orders per day are done via sorter and how many manually? 14. Is the sorter used only to feed the packing stations and the packer has to scan each individual pack? Or does the sorter also scan the individual packs and the only task performed by the packer is to pack the tickets? 	<ol style="list-style-type: none"> 1. 2,160 sq. ft. – 54 x 40 2. Most current 14 week totals: <table border="1" data-bbox="1814 259 2419 511"> <thead> <tr> <th>Replenishments</th> <th>Orders</th> <th>Packs</th> <th>Avg.</th> </tr> </thead> <tbody> <tr> <td>Mon</td> <td>16,016</td> <td>224,501</td> <td>14.02</td> </tr> <tr> <td>Tues</td> <td>15,901</td> <td>147,835</td> <td>9.30</td> </tr> <tr> <td>Wed</td> <td>12,363</td> <td>98,791</td> <td>7.99</td> </tr> <tr> <td>Thurs</td> <td>3,959</td> <td>52,408</td> <td>13.24</td> </tr> <tr> <td>Fri</td> <td>496</td> <td>4,080</td> <td>8.23</td> </tr> </tbody> </table> <table border="1" data-bbox="1814 544 2419 592"> <tbody> <tr> <td>Initials</td> <td>14,167</td> <td>150,437</td> <td>10.6</td> </tr> </tbody> </table> 3. See above 4. ~50 games launched annually 5. Not tracked 6. Monday through Friday, 7:30 am until orders are complete. Initials are typically packed on Thursdays and Fridays. Holiday launches are larger than other months. 7. Warehouse staff = 13. 1 Manager, 1 Supervisor, 11 packers, all of whom are MLGCA employees. 8. Multiple sizes of vinyl bags. Separate color used for Initial orders. Provided by primary instant printer. The MLGCA is preparing to pilot a program in which a new common carrier will deliver approximately 85% of the orders and a separate carrier 15%. If this is successful, the shipping platform must be able to identify which retailer orders are handled by each carrier and generate appropriate shipping labels. 9. If the sorter breaks down but the system is operational, we can manually pack orders. This has not occurred in a number of years. 10. Tickets are almost always shipped on the day ordered. The only carryover is for initials where we pack over 2 or more weeks. 11. No. The LCMCS Contractor ships all consumables 12. All orders except walk-ins (see below) go through the sorter. Oversized products or products over 11” cannot go down the sorter and are added at the packing stations. 	Replenishments	Orders	Packs	Avg.	Mon	16,016	224,501	14.02	Tues	15,901	147,835	9.30	Wed	12,363	98,791	7.99	Thurs	3,959	52,408	13.24	Fri	496	4,080	8.23	Initials	14,167	150,437	10.6
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				<p>13. Walk-ins, averaging about 5 per day, are picked and packed manually as are promotional orders for events. Oversize tickets do not go through the sorter and are scanned at the packing station to be added to an order.</p> <p>14. The system sorts all required games for a retailer order into bins. Staff then scans a single pack from the order to create a manifest and a shipping label.</p>
22.	2.3.4.2 C	13	<ol style="list-style-type: none"> 1. Would the MLGCA please clarify if the sorter is used for Initial Orders as well, or only for Replenishments? 2. If Initial Orders are processed on the sorter, would the MLGCA clarify how many orders are completed per day, how many “new” games per initial order, and what the frequency is (monthly?) 3. If Initial Orders are not processed on the sorter, would the MLGCA clarify how many orders are manually packed per day? 	<ol style="list-style-type: none"> 1. The sorter is used to pack initial orders, typically on Thursdays and Fridays. Shipments go out on Friday for Monday delivery. 2. Order information is in the above table. Holiday launches are larger than other months. 3. Initial orders are processed on the sorter. Game launches are generally monthly.
23.	2.3.4.2 C	13	<p>This section mentions “one return station.”</p> <p>Would the MLGCA please disclose 1) how many people are employed to process Returns and 2) the volume of the returns?</p>	<p>We have one return station in the warehouse that is solely used to process returns, but we anticipate adding a second. This return station is a separate station in addition to the 7 packing stations. One person will process the returns for the day when staffing allows. In the event that orders are complete for the day, each packing station is able to process returns as well.</p> <p>For the last 30 days, we have processed 6,871 returned packs. All of those were done in 3 weeks, since we do not process returns during blitz week, allowing field staff to focus on the game launches.</p>

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24.	2.3.4.2 C	13	<ol style="list-style-type: none"> 1. Considering the space used for the sorter system and the packing stations, how does the MLGCA envision the transition to the new Contractor? 2. Is there enough space in the warehouse to have both systems installed at the same time? 3. Would the MLGCA feed the retailers with enough instant stock while the new sorter is being installed? 4. Or are you planning on a manual Pick and Pack process while the current system is de-installed and the new one installed? 	<ol style="list-style-type: none"> 1. Warehouse space is currently limited although we are exploring leasing some overflow space. We anticipate over-shipping prior to system installation and then swapping the current sorter for a new one. Offerors are encouraged to suggest plans they have successfully executed in the past. 2. No, there would not be enough space to have two systems installed at the same time because space is currently limited with one sorter. 3. Yes, the plan is to over-ship instant stock to retailers prior to the installation of a new sorter. 4. We do not plan on a manual Pick and Pack process, but offerors are encouraged to suggest plans that they have successfully executed in the past.
25.	2.3.9.2 Analytic (SAS) Tool	18	Would the MLGCA please disclose the cost of the current proprietary SAS tool it uses and provide a copy of a contact so that Offerors can research the Analytic (SAS) tool/functionality to better understand its capabilities?	The cost is \$22,750 per month. The MLGCA is not a party to the contract.
26.	2.3.13.4	23	Do the DHS and CCU interfaces support real-time API calls, or is the interface a file transfer with State debt information?	The current process involves daily or weekly file transfers, but the MLGCA may be able to convert to an API prior to the launch of the new system.
27.	2.3.13.4.B	23	Regarding the requirement to “scan” tickets and forms of identification, can the MLGCA clarify what is meant by scanning? Is our assumption correct that this is referring to scanning barcodes and extracting available data?	Yes, scan the barcode of a ticket to determine if it is a winning ticket. If it is and the prize is reportable for tax purposes a player’s identification card is scanned to retrieve identifying data.
28.	2.3.17.1.B	31	Does the MLGCA require storage space or is there a need for power/data in this location? What kind of security is required for this dedicated space?	This space is intended for storage only, there are no power requirements or other data. The space should be secure, but does not require a surveillance or alarm system.
29.	2.3.17.2.F	31	How often are self-service terminals moved or expected to be relocated?	We try to minimize movement once units are installed, but you can expect 5 relocations in a typical month. There are also instances where more equipment is moved, based on corporate account needs.

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30.	2.5.1.A	37	As the MLGCA has requested a priced option for an Internet lottery platform, would the MLGCA please clarify the specific requirements that it expects to be included in the Offeror's price? For the MLGCA to fairly assess the value of an Offeror's Internet lottery option, it would be helpful to receive MLGCA-issued requirements so that the scope of that Offeror's offering and the associated pricing could be evaluated equitably against that of all other Offerors.	An Internet Lottery (iLottery) system would necessarily have features in place including: account creation, obtaining and securing player PII, KYC functions, geolocation checks, player wallets, and rewards program. MLGCA is unable to provide requirements for iLottery generally, or details about iLottery game offerings, because enabling legislation does not exist. Please describe your offering and what you recommend for an iLottery program if enabling legislation were to be enacted by the Maryland General Assembly.
31.	2.5.3 In-Lane Options B. Hanging Cards	37	1. Would the MLGCA please clarify that "Hanging Cards" are equivalent to "Quickcards" being sold in Arizona and "QuickTickets" being sold in Texas and Oklahoma? "Hangtags" is another term used for merchandising in-lane products, and we want to avoid any confusion. 2. Also, today's Quickcards and QuickTickets only support lotto-type games (currently only Powerball and Mega Millions are offered) in accordance with the NASPL API Specification. Would the MLGCA modify the requirement from "to support all draw games" to "to support all games supported by the current version of the NASPL API Specification"? 3. Would the MLGCA please clarify who is responsible for the cost of printing and distributing the Hanging Cards?	1. Yes, the hanging cards referred to here are Quickcards 2. No, we are not modifying the requirement. We prefer to allow for a broader offering to afford flexibility if we pursue the Quickcards. 3. MLGCA will be responsible to pay for the cost of printing and distributing the cards.
32.	3.6.1.B	44	Considering the current state of the Errors and Omission/Professional Liability insurance market, the requirement to have a \$50,000,000 per claim/\$100,000,000 aggregate policy is extremely high. The 2016 RFP only required \$1,000,000. Would the MLGCA please reconsider and lower this limit to \$25,000,000 per claim and in the aggregate?	Agreed. <i>The RFP will be amended.</i>
33.	3.6.1.C	44	Crime policies are written on an occurrence basis. Would the MLGCA please amend this section as follows: To cover theft with a minimum single loss limit of \$1,000,000 per loss per occurrence	Agreed. <i>The RFP will be amended.</i>
34.	3.6.1.C	44	The Crime section requires that the loss retention not exceed \$10,000. For large multinational companies, this is not possible in today's marketplace. Also, the financial strength of a company supports Risk Management decisions to have higher deductibles. Therefore, we respectfully request that the requirement to have a loss retention not to exceed \$10,000 be deleted.	Agreed. <i>The RFP will be amended.</i>

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35.	3.6.3 Notices	44	<p>Not all insurance companies today send notice by certified mail anymore; some send notice via regular mail or email. Also, notice is usually only given for notice of cancellation and not for nonrenewal or expiration.</p> <p>Therefore, we respectfully ask that the first sentence in 3.6.3 be deleted as follows; and that the Contractor be responsible for notifying the Procurement Office.</p> <p>All insurance policies shall be endorsed to include a clause requiring the insurance carrier provide the Procurement Officer, by certified mail, not less than 30 days' advance notice of any nonrenewal, cancellation, or expiration. The Contractor shall notify the Procurement Officer in writing, if policies are cancelled or not renewed within five (5) days of learning of such cancellation or nonrenewal. The Contractor shall provide evidence of replacement insurance coverage to the Procurement Officer at least fifteen (15) days prior to the expiration of the insurance policy then in effect.</p>	<p>The RFP will be amended to require providing notice by regular mail or email.</p> <p>All insurance policies shall be endorsed to include a clause requiring the insurance carrier provide the Procurement Officer, by certified mail regular mail or email, not less than 30 days' advance notice of any nonrenewal, cancellation, or expiration. The Contractor shall notify the Procurement Officer in writing, if policies are cancelled or not renewed within five (5) days of learning of such cancellation or nonrenewal. The Contractor shall provide evidence of replacement insurance coverage to the Procurement Officer at least fifteen (15) days prior to the expiration of the insurance policy then in effect.</p>
36.	4.10 Oral Presentation	63	<p>Would the MLGCA please consider a three-to-four-week advanced notice of oral presentations so that Offerors have enough time to prepare and coordinate presenters, travel arrangements, and equipment delivery?</p>	<p>We will endeavor to provide three to four-week notice, but note that MLGCA will pay its own travel costs.</p> <p>MLGCA must approve the sites, and we prefer similar sized states and those with similar product lines, especially monitor games.</p>
37.	4.10 Oral Presentation	63	<p>Will the MLGCA be providing an agenda for the oral presentations, or will the agenda be at the discretion of the Offeror?</p>	<p>No, MLGCA will not be providing Offerors with a required agenda for their oral presentations. Offerors will create an agenda and submit it to MLGCA before the presentation.</p>
38.	4.10 Oral Presentation	63	<p>Are oral presentations expected to be entirely in-person or can Offerors use a hybrid approach with some presenters/demonstrations being remote?</p>	<p>MLGCA prefers in person presentations. A hybrid approach is acceptable if some presenters are unable to be present.</p>
39.	4.16.3	64	<p>Would the MLGCA please confirm that the SEC and financial reports for an Offeror's indirect, public parent corporation (which includes the consolidated results of operation for the public parent and all of its subsidiaries, including the Offeror) will satisfy the requirements of Section 4.16.3 without a guarantee of the parent organization?</p>	<p>No, if a parent organization's assets and financial position are part of the basis for finding an Offeror qualified, then the parent must be a guarantor for the Offeror.</p>

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40.	4.26.1	68	<p>In RFP Section 4.26.1, this statement appears: “Offerors are encouraged to enter into agreements whereby socially or economically disadvantaged individuals are able to become part of the bidding entity and acquire equity interests.”</p> <ol style="list-style-type: none"> 1. Where in an Offeror’s proposal should the existence, or non-existence, of such an agreement be set forth? 2. Will the existence of such an agreement be considered during the evaluation of Proposals? If so, what will that consideration consist of? 3. What effect, if any, will the existence, or the non-existence, of such an agreement have on the scoring or ranking of an Offeror’s proposal? 4. If the existence, or non-existence, of such an agreement will have an effect on the scoring or ranking of an Offeror’s proposal, under what Evaluation Criteria set forth in Section 6 of the RFP will the existence, or non-existence, of such an agreement be evaluated? 5. Please clarify what is contemplated by the phrase “part of the bidding entity” in RFP Section 4.26.1. 6. Does the MLGCA contemplate that the agreement being encouraged must provide that the socially or economically disadvantaged individual both (a) “become part of the bidding entity” AND (b) “acquire equity interests”? If not, will greater weight in the evaluation of proposals be given to an agreement providing only for (a), or to an agreement providing only for (b)? 7. If an Offeror has entered into such an agreement, should a copy of the agreement be appended to its Technical Proposal? 	<ol style="list-style-type: none"> 1. The MLGCA does not specify or require where an Offeror may include this item in its Proposal. It may make sense to include this in the Executive Summary and provide an overview, or to include this in one or more specific areas where work may be performed by the entity if that is the arrangement. 2. No. This not an evaluation factor. 3. None. This is not a part of an evaluation factor. 4. None. This is not a part of an evaluation factor. 5. Please explain the subject and structure of any contemplated agreement. 6. Please explain the subject and structure of any contemplated agreement. Please see responses to # 2, 3, and 4 in this Question. 7. Yes, please include a copy of any executed agreement.
41.	4.26.1 and 4.27.2 B	68 and 71	<p>To ensure accurate calculation of MBE and VSBE goals, would the MLGCA please confirm if the total contract dollar amount is the total of Effective Price for Part A(1) + Estimated Total Cost of the Renewal Option Pricing?</p>	<p>Your calculation is correct, but keep in mind that required spending to meet the goal is based on actual amounts paid to the Contractor. The proposal should explain how the Offeror will meet the 28% and 1% goals set forth in the RFP, or if it will request a waiver of one or both goals.</p>

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42.	4.38.2.B	76	In the 2016 RFP, the Performance bond requirement was \$10,000,000. In this RFP, the Performance bond requirement is now \$50,000,000. Would the MLGCA consider lowering this amount?	If the bond holder (Offeror) has a net worth in excess of \$500 million or the Offeror has a parent company that is a guarantor for the Offeror and has a net worth in excess of \$500 million, then a \$25 million performance bond is permitted. If the bond holder (Offeror) is unable to evidence the \$500 million in net worth threshold then the performance bond requirement of \$50,000,000 per claim/ \$100,000,000 aggregate must remain to protect the MLGCA.
43.	4.38.2.C	76	Would the MLGCA accept an industry-standard bond form in lieu of the one in Appendix 3?	MLGCA cannot be certain, or assume, what the question means by its reference to “industry-standard bond form.” The bond form included in Appendix 3 of the RFP is the current Maryland standard.

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44.	4.38.2.E	76	<p>Section 4.38.2 E states that the bond may be annually renewable. However, the bond form is not clear. Therefore, we request to delete the following:</p> <p>“NOW, THEREFORE, during the original term of said Contract, during any extensions thereto that may be granted by the Administration, and during the guarantee and warranty period, if any, required under the Contract, unless otherwise stated therein, this Performance Bond shall remain in full force and effect unless and until the following terms and conditions are met”</p> <p>And replace it with this:</p> <p>NOW, THEREFORE, during the original term of said Contract, during any extensions thereto that may be granted by the Administration, and during the guarantee and warranty period, if any, required under the Contract, unless otherwise stated therein, the Contractor must at all times maintain with the Obligee a Performance Bond that shall remain in full force and effect unless and until the following terms and conditions are met or the bond is nonrenewed in accordance with terms stated herein</p> <p>To further clarify, the following language is to be added:</p> <p>Add:</p> <p>Notwithstanding the provisions of the Contract, the term of this bond shall apply from _____, _____, until _____, _____, and may be extended by the Surety by Continuation Certificate and increased or decreased by a Rider for additional periods from the expiry date hereof. However, neither nonrenewal by the Surety, nor the failure or inability of the Principal to file a replacement bond in the event of nonrenewal, shall itself constitute a loss to the Obligee recoverable under this bond or any renewal or continuation thereof, provided that the foregoing shall not relieve Principal of its obligation to furnish a replacement bond in the event of nonrenewal, as set forth in the Contract, nor for any liabilities arising from its failure to do so. The liability of the Surety under this bond and all continuation certificates issued in connection therewith shall not be cumulative and shall in no event exceed the amount as set forth in this bond or in any additions, riders, or endorsements properly issued by the Surety as supplements thereto.</p>	<p>No, these modifications are not acceptable. The bond form is a template provided by the State of Maryland and we are unable to make these changes.</p>
45.	4.38.2.D	76	<p>Providing evidence of a bond renewal is standard; however, evidencing payment of the premium is not.</p> <p>We respectfully request deletion of the language: “and payment of the required premium shall be provided to the State”.</p>	<p>Agreed. <i>The RFP will be amended</i></p>

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46.	4.38.2.G	76	Once a bond amount is lowered, industry standard is that the amount does not increase. Would the MLGCA please delete the last sentence from this requirement: “If any reduction is granted, the Agency’s (sic) shall have the right to increase the amount of the Performance Bond to any amount, up to the original amount, at any time and at the Agency’s sole discretion”.	No. If MLGCA determines, based on the financial stability of the Contractor, that the bond must be returned to a higher level after it has been reduced, MLGCA may impose that requirement. However, any increase would not exceed the maximum amount identified in section 4.38.2.G of the RFP.
47.	5.2.5.A.3	78	Due to the technical difficulties associated with working with large thousand-page word documents, would the MLGCA please permit the electronic version of the Technical Proposal to be submitted within multiple Word document files?	Yes
48.	5.3.1	79	Would the MLGCA please allow the consecutive page numbering of the Technical Proposal submission to be broken up by section? For example, within our Technical Proposal 5.3.3.F.1, we would respond to Section 2 in sections page numbered as follows: <ul style="list-style-type: none"> ● Section 2.3.1 would have page numbers 2.3.1 - 1 to 2.3.1 – XXX ● Section 2.3.2 would have page numbers 2.3.2 - 1 to 2.3.2 – XXX ● etc. 	Yes
49.	5.3.1	79	Would the MLGCA allow foldouts, pre-printed materials, and the like to have their own numbering scheme?	Yes
50.	5.3.3 Order Within the Technical Proposal	82	This section does not tell Offerors where to place their responses to Section 5.3.2, Additional Technical Responses Required. Would the MLGCA please clarify which Tab should include the 5.3.1 responses?	The section “Additional Technical Responses Required.” references the organization and numbering of Sections in the RFP (e.g., 5.3.1.A.).
51.	5.3.3 Item E	83	Would the MLGCA please confirm that the reference to Section 5.3.2.I in this requirement should be 5.3.3.I?	Correct. <i>The RFP will be amended</i>
52.	5.3.3 Item K	87	Would the MLGCA permit Offerors to include their financial statements only on the electronic versions of their proposal submission, and to omit them from the printed hard-copy versions?	Yes

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53.	5.3.3.M	87	Would the MLGCA clarify if the MBE and VSBE subcontractor forms (D-1A, E-1, and E-1A) are to be included in this section behind Tab L or included behind Tab O?	Behind Tab L
54.	5.3.3.P.1	88	Would the MLGCA please confirm that, in addition to instructions within an individual form, Offerors should also place forms per other instructional areas of the RFP (i.e., Appendix 2 Offeror information sheet required to be behind Tab B per Section 5.3.3.C)?	Yes, Offerors should also place forms per other instructional areas of the RFP

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55.	6.2	90	<p>Would the MLGCA please confirm corrections to the references within this section as follows:</p> <p>6.2.1:</p> <ul style="list-style-type: none"> ● Reference to RFP § 5.3.2.F should be 5.3.3.F <p>A. Level 1 Criteria:</p> <ul style="list-style-type: none"> ● 6. Racetrax 2.3.16.4.4 should be 2.3.16.4.C ● 10. Promotional Capabilities 2.3.16.4.1 should be 2.3.16.3 <p>B. Level 2 Criteria:</p> <ul style="list-style-type: none"> ● 5. Field Service Plan 2.3.17.4 should be 2.3.17 ● 12. System Security Plan 2.7.7 should be 3.7.7 <p>6.2.2:</p> <ul style="list-style-type: none"> ● Reference to RFP § 5.3.2.H should be 5.3.3.H <p>6.2.3:</p> <ul style="list-style-type: none"> ● Reference to RFP § 5.3.2.G should be 5.3.3.G 	<ul style="list-style-type: none"> ● Reference to RFP § 5.3.2.F should be 5.3.3.F (Question #5 - 16 AUG 2024 questions and answers. Amendment 2) <p>A. Level 1 Criteria:</p> <ul style="list-style-type: none"> ● 6. Racetrax 2.3.16.4.4 should be 2.3.16.4.C (CORRECT) <i>The RFP will be amended</i> ● 10. Promotional Capabilities 2.3.16.4.1 should be 2.3.16.3 (CORRECT) <i>The RFP will be amended</i> <p>B. Level 2 Criteria:</p> <ul style="list-style-type: none"> ● 5. Field Service Plan 2.3.17.4 should be 2.3.17 (CORRECT) <i>The RFP will be amended</i> ● 12. System Security Plan 2.7.7 should be 3.7.7 (CORRECT) <i>The RFP will be amended</i> <p>6.2.2:</p> <ul style="list-style-type: none"> ● Reference to RFP § 5.3.2.H should be 5.3.3.H (Question #7 - 16 AUG 2024 questions and answers. Amendment 2) <p>6.2.3:</p> <ul style="list-style-type: none"> ● Reference to RFP § 5.3.2.G should be 5.3.3.G (Question #8 - 16 AUG 2024 questions and answers. Amendment 2)

	RFP Reference Number	RFP Page Number	Question	Suggested Responses
56.	6.2	90	<p>Would the MLGCA please clarify these unfound references from section 6.2.1:</p> <p>A. Level 1 Criteria:</p> <ul style="list-style-type: none"> 4. Fast Play Games – reference to 2.3.16.4.2 7. Instant Ticket Program – reference to 2.3.4.3 <p>B. Level 2 Criteria:</p> <ul style="list-style-type: none"> 2. Consumables Ordering and Delivery – reference to 2.3.2.5 11. Real Time Data Feed to Sales Tools – reference to 2.3.4.2 	<p>A. Level 1 Criteria</p> <ul style="list-style-type: none"> 4. Fast Play Games – reference to 2.3.3.1.D / 2.3.12.2 / 2.3.13.10 / 5.3.2.4 The RFP will be amended 7. Instant Ticket Program – reference to 2.3.4 The RFP will be amended <p>B. Level 2 Criteria:</p> <p>2. Consumables Ordering and Delivery – reference to 2.3.17.3.B The RFP will be amended</p> <p>11. Real Time Data Feed to Sales Tools – reference to 2.3.4.2.D The RFP will be amended</p>
57.	6.2.1.B.8	91	<p>Would the MLGCA please clarify this reference to 1.1.2 found in item 8. System Features, as requirements for storage capacity, memory, and robustness are not found in the RFP?</p>	<p>Offerors should define in their Proposal their recommendations for storage capacity, memory size, and level of system robustness</p>
58.	Financial Proposal Attachment B – Price Sheet	Base Proposal, Part A.	<p>Would the MLGCA please confirm its definition of Net Sales?</p>	<p>Net Sales means sales less ticket cancelations, less discounts or free promotional tickets, less credits.</p>
59.	Financial Proposal Attachment B – Price Sheet	Base Proposal, Part A.	<p>Would the MLGCA please confirm if the terminal quantities listed in A(1) include terminals needed for testing and training?</p>	<p>No, those terminals are in addition to selling terminals. MLGCA also requires one of each type of terminal for demonstration purposes in our offices and a device to control games monitors, advertising displays and jackpot signs in 4 different locations at MLGCA headquarters.</p>
60.	Financial Proposal Attachment B – Price Sheet	Base Proposal, Part B. Specified Options	<p>“Price shall be expressed as a Fixed Percentage of iLottery Sales.”</p> <p>Would the MLGCA please confirm if any deductions to the sales figure are required before applying the price percentage?</p>	<p>Deductions for discounts or free promotional tickets and refunds will be made before determining the fee.</p>

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	RFP Reference Number	RFP Page Number	Question	Suggested Responses
61.	Financial Proposal Attachment B – Price Sheet	Additional Options, Part C. Offeror Options	Is it permitted for the Offeror to add more sections (copying your formatting) that would enable additional equipment/services to be offered?	Yes