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Maryland Lottery and Gaming Control Commission

STAFF AGENDA MEMORANDUM

DATE OF MEETING: July 15, 2025

AGENDA ITEM: Award of Lottery Central Monitoring and Control System Contract – RFP #2024-01

PRESENTER: James Nielsen, Deputy Director / COO

ISSUE SUMMARY: The MLGCA issued RFP #2024-01 for a new Lottery Central Monitoring and Control System (LCMCS) on July 19, 2024. The RFP was sent directly to the three North American lottery contractors that were identified as qualified prime contractors – IGT Global Solutions Corporation; Intralot, Inc.; and Scientific Games, LLC, and notice of the RFP was posted on eMaryland Marketplace Advantage, as well as, on the MDGaming.com website in the Procurement section.

A Pre-Proposal Conference was held on August 9, 2024 at MLGCA headquarters and was attended by a total of 29 individuals including the 3 North American lottery contractors and representatives from 23 Minority and Veteran owned firms.

The due date for Proposals, as originally stated in the RFP, was October 28, 2024, but this date was later amended by Amendment 6 and extended to November 25, 2024. A pre-proposal protest was filed by an Offeror. After review, the Agency denied the protest and the Offeror appealed to the Maryland State Board of Contract Appeals. The Offeror subsequently voluntarily dismissed its appeal.

Six (6) sets of Questions & Answers, six (6) Amendments to the RFP and one (1) Amendment to the Financial Proposal Form were issued during the RFP process.

In response to the RFP, three Offerors timely submitted proposals:

- **IGT Global Solutions Corporation of Providence, RI**
- **Intralot, Inc. of Duluth, GA**
- **Scientific Games, LLC of Alpharetta, GA**

The Agency established an Evaluation Committee consisting of subject matter experts to conduct an evaluation of the proposals. The Evaluation Committee conducted site visits for each Offeror to a currently-operating lottery central system location. The Evaluation Committee made its recommendation for contract award to the Agency's Procurement Officer, and the Procurement Officer has issued his written Determination, which is the recommendation for award of the Contract.

The Commission has had access to the Procurement Officer's Determination on the MLGCA shared drive under Commission Reports (Nielsen Confidential). All three Offerors will be notified of the Procurement Officer's Determination on the morning of the Commission Meeting.

The next steps in the procurement process for the MLGCA are to:

- Publish a synopsis of the Procurement Officer's Decision on the Commission's website;
- Obtain a signed Contract and all required documentation from the Successful Offeror;
- Provide necessary documents to the Department of Information Technology so that the item may be included on its agenda to the Board of Public Works; and
- Submit the Contract to the Board of Public Works for its consideration, which will not occur until after any Offeror requested debriefings are completed and any protests are resolved.

COMMISSION ACTION REQUIRED/REQUESTED: Discussion, consideration, and possible action.

STAFF RECOMMENDATION: Staff recommends approval of the Procurement Officer's Determination to award the contract to the Offeror that the Procurement Officer recommends.