

IGT's Response to the
State of West Virginia's
RFQ for Instant Lottery
Ticket Printing & Services

March
2017

03/16/17 12:03:30
WV Purchasing Division

CRFQ 0705 LOT17000000005





March 16, 2017

Bid Clerk
Department of Administration
Purchasing Division
State of West Virginia
2019 Washington Street E
Charleston, WV 25305

RE: Request for Quotation: Instant Lottery Ticket Printing and Services
Solicitation No.: CRFQ 0705 LOT1700000005

Dear Bid Clerk and Purchasing Division Officials:

With this letter, IGT Global Solutions Corporation (hereinafter "IGT") respectfully submits its response to the Department of Administration, Purchasing Division's Request for Quotation ("the RFQ"), on behalf of the West Virginia Lottery (the "Lottery"), for Instant Lottery Ticket Printing and Services.

The enclosed response includes Exhibit A, Pricing Sheet, plus additional forms and documents as required by the RFQ. In addition, IGT hereby provides and agrees to terms in Section 3 of the RFQ, unless it is explicitly stated that the documentation must be provided upon Contract award.

Thank you for this opportunity to present the enclosed information to the Purchasing Division for its evaluation and consideration. My team and I are available to answer questions and provide any additional information the Purchasing Division may require.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Chambrello".

Michael Chambrello
President and Chief Executive Officer
IGT Global Solutions Corporation
10 Memorial Boulevard
Providence, RI 02903
Phone: 401-392-7530
Email: Michael.Chambrello@IGT.com

RFQ Cover Page



Purchasing Division
 2019 Washington Street East
 Post Office Box 60130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 34 - Service - Prof

Proc Folder: 278701

Doc Description: INSTANT LOTTERY TICKET PRINTING & SERVICES

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-02-02	2017-02-28 13:30:00	CRFQ 0705 LOT1700000005	1

BID RECEIVING LOCATION


BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:
IGT Global Solutions Corporation
 10 Memorial Boulevard
 Providence, RI 02903
 401-392-1000

FOR INFORMATION CONTACT THE BUYER

Michelle L Childers
 (304) 558-2063
 michelle.l.childers@wv.gov

Signature X  FEIN # 05-0389840 DATE 3/13/17

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION:

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Lottery to establish a contract for printing of, and related services for, instant lottery games.

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	LOTTERY TICKET PRINTING & RELATED SERVICES				

Comm Code	Manufacturer	Specification	Model #
60141113			

Extended Description :

*MUST COMPLETE EXHIBIT A PRICING PAGE

Addendum Acknowledgement Form

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ 0705 LOT1700000005

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:
(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input checked="" type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

IGT Global Solutions Corporation

Company



Authorized Signature

3/13/17

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
Revised 6/8/2012

Contract Manager

12. Miscellaneous

12.1 Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this contract. The Contract manager must be available during normal business hours to address any customer services or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Anthony (Tony) Lucci

Telephone Number: M: 401-575-3267 O: 401-392-7643

Fax Number: N/A

Email Address: Anthony.Lucci@IGT.com

Designated Contact & Certification and Signature

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Anthony (Tony) Lucci, Senior Account Executive
 (Name, Title)
Same as Above
 (Printed Name and Title)
10 Memorial Boulevard, Providence, RI 02903
 (Address)
401-392-7642 / N/A
 (Phone Number) / (Fax Number)
Anthony.Lucci@IGT.com
 (email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

IGT Global Solutions Corporation
 (Company)


 (Authorized Signature) (Representative Name, Title)

Michael Chambrello, President and Chief Executive Officer, North America Lottery
 (Printed Name and Title of Authorized Representative)

3/13/17
 (Date)

401-392-7530 / 401-392-4980
 (Phone Number) (Fax Number)

Purchasing Affidavit

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: IGT Global Solutions Corporation

Authorized Signature: [Signature] Date: 3/13/17

State of Rhode Island

County of Providence, to-wit:

Taken, subscribed, and sworn to before me this 13th day of March, 2017.

My Commission expires January 15, 2020.



NOTARY PUBLIC Peter Sheriff Daniels
Notary Public
State of Rhode Island
Commission Number 758698
My Commission Expires 01/15/2020
[Signature]

Exhibit A Pricing

EXHIBIT A - PRICING PAGE

All pricing is per square inch per thousand *Estimated Usage Percentage Per Square Inch Annually* *Weighted Price*

1	BASE PRINTING COST Each Vendor's base price MUST include base ticket cost with foil-less stock, one imaged play area, four-color display, four-color overprint, two color ticket back, full gloss coating, background coating, all security for full game creation and reconstruction, validation barcode on ticket front and back, UPC barcode on ticket back, all protective coatings, personnel required for contract, ticket and POS art design, and all research and development costs.	\$1.375	100%	\$1.375
2	MULTIPLE GAME IMAGED PLAY AREAS	\$0.050	50%	\$0.025
3	PLAYER MARKING SYSTEM FOR EXTENDED PLAY	\$0.120	50%	\$0.060
4	SCENES/COLOR PULSES SEQUENTIALLY WITHIN A GAME	\$0.150	30%	\$0.045
5	SCENE/COLOR PULSES SPLIT QUANTITIES WITHIN A GAME	\$0.250	30%	\$0.075
6	FLOURESCENT INKS	\$0.140	10%	\$0.014
7	METALLIC-LIKE INKS	\$0.140	10%	\$0.014
8	DUAL COLOR IMAGING OF PLAY SYMBOLS	\$0.300	20%	\$0.060
9	MULTIPLE COLOR IMAGING OF PLAY SYMBOLS	\$0.900	15%	\$0.135
10	FOIL STOCK	\$0.650	10%	\$0.065
11	RECYCLABLE HOLOGRAPHIC STOCK	\$2.500	5%	\$0.125
12	DIE-CUTTING OF TICKETS	\$0.450	5%	\$0.023
13	MATTE COATING ON TICKET FRONT	\$0.050	10%	\$0.005
14	PERFORATED STUB WITH IMAGED INFORMATION	\$0.200	5%	\$0.010
15	PERFORATED STUB WITHOUT IMAGED INFORMATION	\$0.150	5%	\$0.008
16	EACH ADDITIONAL SPOT DISPLAY COLOR	\$0.060	10%	\$0.006
17	ADDITIONAL VARIABLE BARCODE OR DATA	\$0.050	10%	\$0.005
18	EACH ADDITIONAL SPOT OVERPRINT COLOR	\$0.060	10%	\$0.006
19	OVERSIZED / EXTENDED PLAY TICKETS	\$1.500	10%	\$0.150
20	Point of Sale Piece Cards	\$0.250	0.2%	\$0.000
21	Point of Sale Piece Cards with fluorescent ink	\$0.499	0.1%	\$0.000
22	Point of Sale Piece Card with metallic-like ink	\$0.499	0.1%	\$0.000
23	Point of Sale Piece Card with holographic stock	\$0.996	0.1%	\$0.001
24	Point of Sale Piece Card with foil-lamenated stock	\$0.499	0.1%	\$0.000

Weighted Price = Items 1 through 24 multiplied by respective Estimated Usage Percentage Per Square Inch Annually

Award will be based on lowest cost bid Weighted Price **TOTAL**.

Failure to Bid on All 24 items will result in disqualification of Vendor's Bid

\$2.208