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## Header 5

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## General Information

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Procurement Folder: 420101

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

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Vendor ID: VS0000015275

SO Doc ID: LOT1800000010

Legal Name: Delehanty Consulting LLC

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Total Bid: \$244,000.00

Close Time: 13:30

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Status: Closed

Response Time: 15:40

Solicitation Description: ADDENDUM 2- THIRD PARTY ACCEPTANCE TESTING   

Total of Header Attachments: 5

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Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 420101

**Solicitation Description :** ADDENDUM 2- THIRD PARTY ACCEPTANCE TESTING

**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2018-02-27 13:30:00	SR 0705 ESR02261800000003726	1

<b>VENDOR</b>
VS0000015275 Delehanty Consulting LLC

**Solicitation Number:** CRFQ 0705 LOT1800000010

**Total Bid :** \$244,000.00      **Response Date:** 2018-02-26      **Response Time:** 15:40:06

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

<b>Signature on File</b>	<b>FEIN #</b>	<b>DATE</b>
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	GAMING SYSTEM TESTING	1000.00000	HOUR	\$244.000000	\$244,000.00

Comm Code	Manufacturer	Specification	Model #
80101507			

**Extended Description :** HOURLY RATE TO PROVIDE TESTING SERVICES. ALL LODGING, MEALS, AND TRAVEL SHOULD BE INCLUDED IN THE HOURLY RATE BID.

QUANTITY OF HOURS IS ESTIMATED AND TO BE USED FOR BIDDING AND EVALUATION PURPOSES. NO FUTURE USE OF THIS CONTRACT IS GUARANTEED OR IMPLIED.

**PROPOSAL TO THE**

**West Virginia**

**Department of Administration**

**Purchasing Division**

Solicitation Number: **CRFQ 0705 LOT1800000010**

**FOR**

**Third-Party Acceptance Testing Services**

**FROM**

**Delehanty Consulting, LLC**

**FEBRUARY 27, 2018**



Delehanty Consulting LLC  
Security, Integrity, and Performance

February 27, 2018

Michelle Childers  
Senior Buyer  
Department of Administration  
Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

Dear Ms. Childers:

DELEHANTY CONSULTING, LLC is pleased to submit this proposal to provide gaming system quality assurance and customer acceptance testing (CAT) services to the West Virginia Lottery. The strengths of our proposal and proposed project team include the following:

- Extensive knowledge of IGT's gaming systems from performing numerous on-line and instant ticket acceptance testing projects for other lottery jurisdictions.
- Depth of lottery industry knowledge across all members of the project team.
- Independence from lottery gaming system vendors which allows us to serve your best interests.
- A cost-effective approach to meeting your requirements.

Should DELEHANTY CONSULTING be selected as the successful vendor, we will provide any additional information required by the State or the Lottery in order to complete the contracting process.

If you have questions or require any additional information, please contact me at (608) 832-1751.

Sincerely,

Herb Delehanty  
Delehanty Consulting, LLC  
[herb@delehantyconsulting.com](mailto:herb@delehantyconsulting.com)

Proposal to the  
State of West Virginia / West Virginia Lottery  
from  
Delehanty Consulting, LLC  
for  
Third-party Customer Acceptance Testing Services  
February 2018

## INTRODUCTION

The West Virginia Lottery, through the West Virginia Department of Administration, is requesting the services of a qualified firm to perform third-party quality assurance and customer acceptance testing (CAT) services for the Lottery's upcoming gaming system conversion. Delehanty Consulting appreciates the opportunity to propose on providing these services and has assembled a team that is exceptionally qualified to fulfill the Lottery's requirements. The proposed Team Lead and Contract Manager, Herb Delehanty, has extensive experience in all facets of lottery operations and management beginning with his tenure at the Missouri Lottery in 1985 and includes acceptance testing specifically for the West Virginia Lottery. The Customer Acceptance Testing manager, Norman Langseth, has performed numerous similar engagements, including testing of new and converted gaming systems in several United States lottery jurisdictions, as well as in Ireland and the United Kingdom. The Project Manager, Gardner Gurney, has over 28 years of experience at the New York Lottery, including critical project management, system conversion, game introduction, and vendor relationship experience through his tenure an auditor, the Director of Operations, Chief Operating Officer, and Director of the New York Lottery. This combined 80+ years of lottery industry experience will provide the West Virginia Lottery with an efficient and cost-effective project team and approach.

During their lottery careers, The Delehanty Consulting team members have seen many changes in the architecture of all facets of lottery gaming systems, including:

- Retailer terminals: from large monolithic devices to multiple components with many peripheral attachments and now to consumer's smartphones
- Communications networks: from 1800 baud multi-drop networks to high-speed satellite and cellular connections with dynamic alternate routing
- Central system hardware: from proprietary operating systems installed at customer data centers to industry-standard systems at shared data centers
- Game mixes: from just one or two on-line games with no instant ticket validation to numerous games with multiple features and real-time instant ticket interfaces

However, through all of these technical changes, some things have remained constant: the need to ensure that the entire gaming system operates with accuracy and integrity and meets the business needs of the lottery jurisdiction. Our approach to systems quality assurance and

acceptance testing is focused on these criteria and has been proven successful on every one of the projects we have performed.

## **PROJECT APPROACH AND METHODOLOGY**

Our approach to this project will be similar to that which we have used on many other lottery and financial system quality assurance projects. We have developed and continually refined a testing methodology that has guided numerous lottery quality assurance and customer acceptance testing (CAT) projects. Many subtle aspects and nuances of on-line and instant ticket gaming systems have been incorporated into this methodology, thereby making it a valuable complement to any lottery's acceptance testing processes.

Our approach involves developing and executing a comprehensive multi-day test script that is designed to verify the accuracy and integrity of the overall gaming system and other related, inter-dependent systems (e.g., ICS, State Accounting). Activities include testing valid and invalid transactions for all games, simulated drawings and entry of winning numbers, validating winning and non-winning tickets, and balancing reports between those available from the retailer terminals, the central system, and the internal control system (ICS).

The test scripts are reviewed and modified as necessary before each project to ensure that they incorporate the documented functional system specifications for the Lottery's gaming system components. To effectively review and modify the test scripts requires that those performing the tests have a thorough knowledge of on-line gaming systems, lottery operations, and information systems processing in general. The DELEHANTY CONSULTING project team has these skills and experience, providing the Lottery with the following benefits:

- Ensures that the scripts will be thoroughly reviewed to include appropriate valid and invalid combinations of tickets and other transactions
- Ensures that the tests will be conducted in a thorough and structured manner
- Ensures that any discrepancy between the functional system requirements and actual system performance will be fully and clearly documented
- Ensures that appropriate recommendations for modifying or improving the gaming systems will be provided

Where discrepancies are found between the functional requirements and actual system performance, we will provide detailed explanations with recommendations for resolving the differences. In addition, suggestions for improving certain reports and operational processes will be provided as appropriate. While our testing efforts will be guided by the test scripts, we will remain flexible enough to accommodate unforeseen situations. This will allow for a comprehensive test to be performed in an efficient manner. Significant deviations from the test script will be reviewed with the Lottery and IGT for concurrence.



Some representative test scripts and plans are included in Appendix C.

## **PROJECT SCOPE AND WORK PLAN**

This section confirms our understanding of the scope of services requested by the Lottery. We understand that the expected scope of each acceptance testing project will be comprehensive and include the following basic elements:

- Creating tickets for all active lotto style draw games using playslips, manual entry and quick pick selections
- Entering winning numbers and validating winning tickets for all active lotto draw games at all prize levels
- Obtaining sample packs and tickets for a representative selection of instant scratch games to test and verify the complete ticket life-cycle from initial distribution through validation and return of unsold tickets
- Attempting valid and invalid transactions for each active game (both lotto and instant scratch games)
- Testing features and functions of the retailer terminals, including reports, help screens and other special functions in addition to standard gaming activity for all games
- Testing IGT's central system software by reviewing all standard system reports and balancing them against each other and to the retailer terminal reports
- Testing the ICS software by reviewing standard reports and balancing against those from IGT's central gaming system
- Testing the communications links between the central gaming system(s) and other systems as may be appropriate
- Other software related tests which may be appropriate based on the particular gaming system being tested

Items outside of the project scope and therefore not part of the contract include testing of the random number generator (RNG) devices as we understand those have already been certified, testing the wide-area telecommunications network beyond its use to support the CAT project, reviewing administrative and procedural matters such as drawing procedures, prize validation and payment procedures, and retailer file update procedures.

The following work plan outlines the major tasks we will perform during this project. We understand that the project will be conducted in three phases:

- (a) Emulation testing focused on terminals (March – April)
- (b) Conversion testing of the overall system (April – June)

(c) Mobile App testing (August – September)

Each of the tasks described below will be performed during each of the three project phases, but to varying degrees of intensity as dictated by the scope of each phase.

### **TASK 1 – Project Initiation and Management**

This task involves all activities relating to starting and managing the overall project, as well as each project phase. While some of these activities will be performed on-site, they are listed separately from the actual testing activities described below. Specific activities include the following:

- Confirm timing of on-site field work and logistical considerations
- Supervise on-site activities
- Prepare and present periodic status reports [Note: Status reports and meetings should occur at least weekly, and more often as circumstances dictate. We will work with you to determine the best schedule for these meetings.] A sample status report is included in Appendix C.

### **TASK 2 – Requirements Review and Analysis**

An important initial step in any CAT project is to obtain a thorough understanding of the system's design and functional specifications and requirements. This is to make sure that there are no gaps in the coverage of test conditions and that all critical system processes and interfaces are considered. During this task we will collect and review all of the relevant documentation pertaining to the new gaming system, including the Lottery's requirements and the various vendors' specifications, proposals, and design materials. Examples of the materials we would expect to have available for review include the following:

- The Lottery's RFP for a new gaming system and IGT's response/proposal
- Complete (final and approved) functional requirements documents (FRDs)
- System interface specifications (data elements, timing, frequency, etc.)
- Data flow diagrams
- Balancing controls and related reports
- Error conditions and related messages/alerts
- Audit logs and associated reports
- System limitations (record maximums, hours of operation, etc.)
- System dependencies (what other systems must be operational)
- Management report specifications

- List of known bugs and errors that have been previously discovered during system testing, whether resolved or not.

Ideally, much of this documentation can be made available before starting any on-site testing activities. This will allow us to “hit the ground running” by having the test scripts and other documentation prepared in advance.

### **TASK 3 – Test Script Review and Enhancement**

At the core of our methodology is a set of test scripts that cover all aspects of lottery gaming systems. This provides a structured approach to the testing process and controls test conditions and expected results. Once a comprehensive set of requirements has been defined and documented from the previous task, the test scripts can be modified and enhanced as needed to ensure that all critical aspects of the gaming system are tested. Minor script adjustments may be made throughout the test as required to exercise various features of the software and to verify the effect of software changes that are made during the testing process.

The test scripts consist of multiple consecutive test days to span all multi-draw ticket windows and to allow for a mix of winning tiers for each games’ drawings. There are additional script days for testing ticket validations beyond the expiration time limit for winning tickets. The test scripts are organized by functional area and include the following:

- Playslip validation, including combinations of valid and invalid playslip markings
- Winner validation, including winning tickets at all prize levels, both singly and in various combinations
- Multi-draw and multi-board tickets
- Draw break processing activities
- Specialty scripts, including help text, terminal and ticket messages, “G-Guard” testing

While our testing efforts will be guided by the test scripts, we will remain flexible enough to accommodate unforeseen situations. This will allow for a comprehensive test to be performed in an efficient manner. Any significant deviations from the test script will be reviewed with IGT and Lottery management for concurrence. A few sample test scripts are included in Appendix C.

### **TASK 4 – Conduct On-site Test Activities**

This task includes activities that will be performed on-site at the primary data center location. The tests will be structured and organized into the following major categories:

#### ***4A: Emulation Testing***

This will be the first phase of the project and involves testing the new terminal equipment on the current Enterprise system. We will run through enough test days to ensure that all draw games

will go through at least one drawing, ideally two drawings if scheduling permits, such that multi-draw and exchange tickets can be produced and validated. The focus of this testing will be on terminal activity and performance.

#### ***4B: Conversion Testing***

As part of the main conversion testing, one set of testing activities will include validating that tickets produced on the current system can be properly validated on the new system. Ideally, we can use tickets generated during the Emulation testing phase as part of this test but should also include tickets generated with the existing gaming terminals as well. This will include both winning and non-winning tickets, as well as multi-draw and exchange tickets. This will involve creating winning and non-winning tickets on a test version of the current system, validating some of those tickets, then converting the data to the new system to ensure that winning tickets will validate properly, and non-winning and previously cashed tickets will not validate.

We appreciate the logistics and coordination required for this type of testing and will work with IGT to conduct these tests at an appropriate time during the project.

#### ***4C: Functional Testing***

This category of testing focuses on the functionality of the new system and includes testing the following components:

- All gaming system functionality for both on-line/draw games and instant/scratch games
- The standard features and reports of the central system software
- The management reporting system (user generated reports)
- Retailer terminal functionality for all categories of retailer terminals
- The communications link between the instant ticket computer system and IGT's central computer system, if separate [Note: If these systems are integrated, then this test will not be performed as stated but the functional integration will still be tested.]

#### ***4D: End-of-Game Testing***

Another category of testing will focus on ticket and game expiration. We will verify that on-line tickets cannot be validated beyond the stated number of days past the draw date (typically 180 days) and that instant/scratch games cannot be validated when the game has expired. The end-of-game accounting and management reports will be reviewed for accuracy.

#### ***4E: Anomaly Testing***

This category of tests is intended to verify the resilience of the system as defined in the specifications. Examples of testing activity could include:

- Volume and performance testing, where large numbers of transactions are submitted via a simulator
- System failures, to ensure that primary systems can continue running without a backup and that the backup system will take over processing from the primary system in the event of a failure
- Terminal failures, to ensure that partial or incomplete transactions are not used for drawings

#### ***4F: Special Testing***

This category covers tests of systems and features not included in the other categories. Examples of activities in this category include:

- Self-service lottery terminals (ITVMs)
- Ticket authentication software (G-Guard)

#### ***4G: Mobile App Testing***

This will be the final phase of the overall CAT project, conducted after the main Conversion testing phase. Once specifications have been finalized for the Mobile App, we will prepare specific test scripts for review with the Lottery.

We will work with IGT and Lottery management to determine the most effective sequence of events for the on-site testing activities within each of the major test phases as outlined in the RFQ. In each of these areas, we will:

- Document results of the acceptance tests, including comparing actual to expected results
- Review test results with IGT and Lottery management and other personnel as needed to determine the significance and viable resolution of any discrepancies
- Perform follow-up testing required as a result of system changes made to resolve identified problems and/or because of changes made to the system's requirements

### **TASK 5 – Prepare and Deliver Final Reports**

Upon completion of each phase of the acceptance testing process, we will prepare a report that describes the specific procedures and activities performed during the test. This report will also contain the results of the tests and describe the degree to which the installed system meets the functional specifications. It will include a complete description of any noted software deficiencies and discrepancies and provide recommendations for resolving them. This task includes the following activities:

- Develop a draft report describing the acceptance testing project phase
- Review draft report with IGT and Lottery management

- Prepare and publish final report

## **PROJECT STAFFING PLAN AND KEY INDIVIDUALS**

The proposed project team has the skills and qualifications required to deliver superior results in an efficient manner. The team has unmatched experience in performing similar customer acceptance testing projects for many lottery jurisdictions. In addition, members of the team have performed numerous other software acceptance testing projects and system assurance reviews for clients in other industries. Brief descriptions of each team member and their roles on the project are described below. Full resumes of each team member are included in Appendix B.

### ***Project Team Lead – Herb Delehanty***

Mr. Herb Delehanty will be the contract manager overseeing all responsibilities of Delehanty Consulting for this project. Mr. Delehanty will be the manager of the project team and will be actively involved in every aspect of this project. Mr. Delehanty has served numerous lotteries in multiple roles and will provide invaluable assistance and guidance.

### ***CAT Manager - Norman Langseth***

Mr. Norman Langseth will be the on-site customer acceptance testing (CAT) manager. He has served in this role for many other software acceptance testing and system procurement projects for other lottery jurisdictions. His background in performing systems development projects, security evaluations, system assurance reviews and data center audits will provide the Lottery with the skills and capabilities necessary to successfully meet the requirements of this important contract.

As CAT manager, Mr. Langseth will review all test scripts and work products and ensure that each project is completed on time and within budget. He will also coordinate all testing efforts of the other team members, review and analyze testing results and serve as the primary coordinator of testing reports.

### ***Project Manager – Gardner Gurney***

Mr. Gardner Gurney will be the Project Manager for the services under this contract. He has served in this overarching role for multiple projects at the New York Lottery including those with critical operational time lines while ensuring solidly performing and well tested gaming systems. He has been on the lottery side of lottery/vendor relationship and brings that unique context to this project and will act as the primary liaison between Lottery, DCLLC and IGT to manage these efforts. His background in oversight over the operational aspects and interactions between consumer and retailer facing terminals and programs, gaming systems and internal control systems will support DCLLC's joint efforts.

### ***Project Team Member – Jim Gradl***

Mr. Jim Gradl has worked with Mr. Delehanty on several lottery projects. These include security evaluations and process audits for the Missouri, Arizona, Georgia, and North Carolina lottery jurisdictions. Jim is very experienced in project management as well as strategic planning and was the strategic planner for the initial launch of the online games for the Missouri Lottery. He will serve as an assistant QA analyst and will be available through the completion of the project. Jim can be onsite as needed.

The combined gaming system knowledge and the breadth of the experience of this team is unmatched in the industry. Members are familiar with the West Virginia Lottery as well as IGT systems installed in many lottery jurisdictions. This experience, combined with their experience working with IGT vendor test plans and IGT management in resolving issues, will provide unmatched service, value, and timely independent third-party testing.

Full resumes of these team members appear in Appendix B.

Mr. Gary Ruskowski, the Senior Vice President of Information Technology of the Kentucky Lottery Corporation (KLC), will be happy to serve as a reference for Norman Langseth and Herb Delehanty. They have performed numerous engagements for the KLC, including the recent conversion to IGT's ES gaming system. Additional references for each team member will be provided upon request.

### **PROJECT ASSUMPTIONS**

We understand that this project is scheduled to begin in March 2018 with the Terminal Emulation phase and continuing into June for the main Conversion phase. All parties (IGT, Lottery, and Delehanty Consulting) will provide their best efforts to complete the work outlined in the RFQ and this proposal by the scheduled dates appearing in Appendix 'A' of the Lottery's RFQ. Some of the key assumptions related to this timing include the following:

- Key IGT and West Virginia Lottery personnel will be available and actively involved with the project to attend status meetings and respond to questions and provide clarification when needed.
- The project scope will not be expanded beyond what is defined in the RFQ and this proposal.
- IGT and other software vendors will be cooperative and responsive, including ensuring that test systems are operational and that background gaming, system interfaces, and reporting processes are run in a timely manner.

## **PROFESSIONAL FEES AND EXPENSES**

Due to the nature of independent systems and software acceptance testing it is not possible to provide a fixed fee bid. This is because we have no control over the initial quality of the software, when it will be delivered, or how many “bugs”, defects, and system issues may need to be documented and addressed. Also, the nature of any bug or defect affects the amount of regression testing that is required to verify that the issue has been resolved. While some minor bugs may only require rerunning a particular report (e.g., for misspelled words or numbers that don’t add properly), a defect with multi-draw winner selection may require extensive retesting of multiple days of the test script. As such, this proposal is on a time and materials basis at the fully-loaded (expenses included) rates specified. We will, however, strive to minimize the time by being efficient in our tasks and by communicating to all parties the status of the project and any concerns about project progress.



## B. TECHNICAL EXPERIENCE OF PROPOSED STAFF

The following table highlights some of the relevant experience for members of the proposed project team. Detailed resumes for each member appear at the end of this section.

Project Team Relevant Lottery Industry Experience				
Lottery Jurisdiction	Delehanty	Langseth	Gurney	Gradl
California State Lottery	<ul style="list-style-type: none"> <li>-General manager for online gaming system provider</li> <li>-Online gaming system proposal strategy team member</li> <li>-Consolidated security review of instant ticket printer</li> </ul>	<ul style="list-style-type: none"> <li>-Comprehensive security reviews (2 engagements)</li> <li>-Telecommunications network design</li> </ul>		
Colorado Lottery	<ul style="list-style-type: none"> <li>-Consolidated security review of instant ticket printer</li> </ul>	<ul style="list-style-type: none"> <li>-Customer acceptance testing for the implementation of the initial on-line gaming system</li> </ul>		
Florida Lottery	<ul style="list-style-type: none"> <li>-Consolidated security review of instant ticket printer</li> </ul>	<ul style="list-style-type: none"> <li>-Comprehensive security reviews (2 engagements)</li> </ul>	<ul style="list-style-type: none"> <li>-Consolidated security review of instant ticket printer</li> </ul>	
Georgia Lottery Corporation	<ul style="list-style-type: none"> <li>-Internal consulting services to online gaming system provider</li> <li>-Consolidated security review of instant ticket printer</li> <li>-Organizational risk assessment</li> <li>--Security evaluation of drawing processes and controls</li> </ul>			
Hoosier (Indiana) Lottery	<ul style="list-style-type: none"> <li>-Regional VP of Operations for gaming system provider</li> <li>-Contract negotiation</li> <li>-Online gaming system proposal strategy team member</li> <li>-Participated in vendor protest</li> <li>-Managed outgoing vendor's management of conversion of system</li> <li>-Consolidated security review of instant ticket printer</li> <li>-Comprehensive security review</li> </ul>	<ul style="list-style-type: none"> <li>-Comprehensive security review</li> </ul>	<ul style="list-style-type: none"> <li>-Consolidated security review of instant ticket printer</li> </ul>	
Idaho Lottery	<ul style="list-style-type: none"> <li>-Online gaming system</li> </ul>		<ul style="list-style-type: none"> <li>-Consolidated</li> </ul>	

## Project Team Relevant Lottery Industry Experience

Lottery Jurisdiction	Delehanty	Langseth	Gurney	Gradt
	<ul style="list-style-type: none"> <li>proposal strategy team member</li> <li>-Contract negotiation</li> <li>-Professional development workshops</li> <li>-Organizational risk assessment</li> </ul>		<ul style="list-style-type: none"> <li>security review of instant ticket printer</li> </ul>	
Illinois Lottery	<ul style="list-style-type: none"> <li>-Regional VP of Operations for gaming system provider</li> <li>-Contract negotiations</li> <li>-Online gaming system proposal strategy team member</li> <li>-Oversaw conversion project to new system from company's previous version</li> <li>-Consolidated security review of instant ticket printer</li> <li>-Develop comprehensive RFP for all aspects of lottery operations</li> <li>-Advised Lottery on contract extension with existing vendor</li> </ul>	<ul style="list-style-type: none"> <li>-Develop comprehensive RFP for all aspects of lottery operations</li> </ul>		
Ireland (An Post National Lottery)	<ul style="list-style-type: none"> <li>-Internal consulting services to online gaming system provider</li> </ul>	<ul style="list-style-type: none"> <li>-Customer acceptance testing (6 engagements)</li> <li>-Procurement assistance (2 engagements)</li> </ul>		
Kansas Lottery	<ul style="list-style-type: none"> <li>-Project manager system implementation</li> <li>-Contract negotiation</li> <li>-General manager for online gaming system provider</li> <li>-Online gaming system proposal strategy team member</li> <li>-Comprehensive security review</li> </ul>			
Kentucky Lottery Corporation	<ul style="list-style-type: none"> <li>-Regional VP of Operations for gaming system provider</li> <li>-Online gaming system proposal strategy team member</li> <li>-Conversion acceptance testing</li> <li>-Contract negotiation</li> </ul>	<ul style="list-style-type: none"> <li>-Comprehensive security review</li> <li>-Procurement of online system and related services</li> <li>-Conversion acceptance testing</li> </ul>		

## Project Team Relevant Lottery Industry Experience

Lottery Jurisdiction	Delehanty	Langseth	Gurney	Gradl
	<ul style="list-style-type: none"> <li>-Assist with talent procurement</li> <li>-Strategic Planning</li> <li>-Revenue growth initiative</li> <li>-Comprehensive security review</li> <li>-Consolidated security review of instant ticket printer</li> <li>-Procurement of online system and related services</li> </ul>			
Loto-Quebec		<ul style="list-style-type: none"> <li>-Reviewed disaster recovery plans and other aspects of on-line gaming systems security</li> </ul>		
Louisiana Lottery Corporation	<ul style="list-style-type: none"> <li>-Regional VP of Operations for gaming system provider</li> <li>-Gaming system proposal team</li> <li>-Contract negotiation</li> <li>-Consolidated security review of instant ticket printer</li> </ul>			
Minnesota Lottery	<ul style="list-style-type: none"> <li>-Consolidated security review of instant ticket printer</li> </ul>		<ul style="list-style-type: none"> <li>-Consolidated security review of instant ticket printer</li> </ul>	
Missouri Lottery	<ul style="list-style-type: none"> <li>-Develop RFPs and serve on evaluation committee for</li> <li>1) startup consulting services, 2) Instant Ticket System provider, 3) Online Gaming System, 4) advertising agency 5) Public Relations.</li> <li>-Serve as project manager for lottery start-up and for implementation of initial online gaming system</li> <li>-Develop acceptance test plan and scripts; lead customer acceptance testing</li> <li>-Director of Operations for Missouri Lottery, in charge of Sales, Marketing, Market</li> </ul>	<ul style="list-style-type: none"> <li>-Acceptance testing for major on-line gaming system conversion</li> </ul>		<ul style="list-style-type: none"> <li>Serve as assistant project manager for implementation of initial online gaming system</li> <li>-Served as an integral testing resource for customer acceptance testing</li> </ul>

## Project Team Relevant Lottery Industry Experience

Lottery Jurisdiction	Delehanty	Langseth	Gurney	Gradl
	Research, and PR. -Regional VP of Operations for gaming system provider -Online gaming system proposal strategy team member -Oversaw conversion project to new system from company's previous version			
Montana Lottery	-Lottery start-up consultant (retailer development) -Consolidated security review of instant ticket printer			
New York Lottery			-28 years at the New York Lottery including experience as: Lottery Director, Executive Deputy Director, Director of Operations, and Internal Auditor -As Director of Operations and Executive Deputy Director managed system testing at an executive level -Acted as lottery project manager for lottery gaming system replacement and conversion – including testing oversight -Acted as project manager for several major draw game changes including Powerball and Cash 4 Life introduction -Developed RFPs and chaired or served on evaluation committees for full service Gaming System replacement, video	

## Project Team Relevant Lottery Industry Experience

Lottery Jurisdiction	Delehanty	Langseth	Gurney	Gradt
			gaming system and terminals, advertising, acceptance testing, Gaming System RFP development, CPA/audit Services and instant ticket printing, warehousing and support.	
North Carolina Education Lottery	<ul style="list-style-type: none"> <li>-Online gaming system proposal strategy team member</li> <li>-Comprehensive security reviews (4 engagements)</li> <li>-Member SAS 70 audit team (3 engagements)</li> <li>-Consolidated security review of instant ticket printer (6 engagements)</li> </ul>	-Comprehensive security review (2 engagements)	<ul style="list-style-type: none"> <li>- Comprehensive security review</li> <li>- Consolidated security review of instant ticket printer</li> </ul>	
Oregon State Lottery	<ul style="list-style-type: none"> <li>-Consolidated security review of instant ticket printer (2 engagements)</li> <li>-Comprehensive security reviews (2 engagements)</li> </ul>	<ul style="list-style-type: none"> <li>-Comprehensive security reviews (4 engagements)</li> <li>-Network redesign</li> <li>-Procurement assistance (2 engagements)</li> </ul>		
Rhode Island Lottery	Consolidated security of instant ticket printer		Consolidated security review of instant ticket printer	
Tennessee Education Lottery Corporation	-Initial Lottery 101 training for Lottery staff prior to startup	-Acceptance testing for the implementation of the initial on-line and instant ticket gaming system		
Texas Lottery	<ul style="list-style-type: none"> <li>-Internal consulting services for online gaming system provider's ITIL implementation</li> <li>Comprehensive security review</li> </ul>	Comprehensive security review		
United Kingdom (Camelot)		-Acceptance testing (4 engagements)		
Virginia Lottery	<ul style="list-style-type: none"> <li>-Lottery start-up consultant</li> <li>-Consolidated security review of instant ticket printer (2 engagements)</li> <li>-Professional development</li> </ul>		Consolidated security review of instant ticket printer	

## Project Team Relevant Lottery Industry Experience

Lottery Jurisdiction	Delehanty	Langseth	Gurney	Gradl
Washington State Lottery	-Consolidated security review of instant ticket printer	-Assisted with testing conversion to a new on-line gaming system		
West Virginia	-Contract negotiation for gaming system conversion -Project manager for online gaming system conversion from previous company's system -Acceptance testing team for online system conversion -Regional VP of Operations for gaming system provider		Consolidated security review of instant ticket printer	
Wisconsin Lottery	-Project manager for online gaming system implementation -General manager for online gaming system provider -Regional VP of Operations for gaming system provider -Online gaming system proposal strategy team member -Contract negotiation for gaming system conversion and for contract extensions -Oversaw conversion projects to new system from company's previous version -Acceptance testing of 2017 ES conversion -Assist with talent procurement -Comprehensive security review -Consolidated security review of instant ticket printer (4 engagements)	-Comprehensive security reviews (3 separate engagements) -Acceptance testing (10 engagements), including the 2017 ES conversion) -Procurement assistance for new system conversion (PRO:SYS)		

## **RESUME FOR: HERB DELEHANTY**

Herb Delehanty  
742 Basswood Avenue  
Verona, Wisconsin 53593-1661  
(608) 845-9545

Certified Information System Security Professional

### **Education**

Master of Arts in Economics / University of Missouri / Columbia, MO  
Bachelor of Science – Business Administration / University of Missouri / Columbia, MO  
Graduate Certificate – Information System Security / Capella University  
Program on Negotiation for Senior Executives / Harvard/MIT/Tufts

### **Professional Experience**

Herb Delehanty, Principal and founder of Delehanty Consulting, is a recognized expert in the areas of lottery risk management and performance improvement.

Herb was one of the six initial employees hired by the Missouri Lottery in 1985. As the Director of Technical Services, Herb managed the development of the initial RFPs, and served on the evaluation committees that resulted in contracts for start-up consultant, instant ticket supplier, instant ticket accounting system, and online gaming system provider. He also served on the evaluation committee for the advertising and public relations agency procurements. Herb managed the implementation of the lottery start-up and served as the lottery's project manager for the online system implementation. He also was responsible for the development and execution of the customer acceptance testing. After the startup of the online system, Herb served as the Missouri Lottery's Director of Operations, responsible for sales, marketing, and public relations. Herb also provided startup consulting services to the Kansas Lottery and the Montana Lottery while still employed by the Missouri Lottery.

During his 17-year career with a gaming system provider, Herb oversaw day-to-day datacenter, call center, and field operations. He served as a project manager for the implementation of the Kansas and Wisconsin online systems. He also served as the project manager for the conversion of the network and online system in West Virginia. In each of these efforts, Herb participated in acceptance testing. Herb served as the director of operations for the company's Kansas, California, and Wisconsin operations before being promoted to Regional Vice President of Operations. Herb was used extensively to review and evaluate operations as an internal and external consultant. He ended his corporate career as the VP of world-wide training.

As a senior member of a gaming system provider's operations team, Herb was directly involved in the development of fifteen proposals in response to gaming system RFPs. He led the negotiating

team on several occasions. He developed the company’s pricing strategy for numerous proposals and was often consulted on bidding strategies for jurisdictions outside his area of responsibility.

Herb managed Delehanty Consulting’s gaming system procurement engagements for the Illinois Lottery and the Kentucky Lottery Corporation.

Herb has spent the twenty-eight years serving the lottery industry in auditing, consulting, training, executive, and operational roles. Herb’s lottery industry career spans 42 lotteries, 17 countries and four continents, with experience in auditing, general management, business and product development, consulting, operational reviews and training.

**Employment History**

2005 – Present	Principal	Delehanty Consulting, LLC	Verona, WI
2003 – 2005	President	Delehanty & Associates	Verona, WI
2001 – 2003	Vice President	Learning & Development GTECH Corporation	Verona, WI
1998 – 2001	Vice President	Professional Development GTECH Corporation	Madison, WI
1991 – 1998	Regional Vice President	Midwest Operations GTECH Corporation	Madison, WI
1987 – 1991	Director of Operations	GTECH Corporation	Madison, WI Sacramento, CA Topeka, KS
1985 – 1987	Director of Operations Director of Technical Services	Missouri Lottery	Jefferson City, MO
1982 - 1985	Planner/ Economist	Missouri Division of Budget and Planning	Jefferson City, MO
1976 - 1979	Intelligence Analyst	U.S. Army	Ft. Gordon, GA Seoul, South Korea



## **RESUME FOR: NORMAN LANGSETH**

Norman Langseth  
4666 – 172<sup>nd</sup> Place SE  
Bellevue, WA 98006  
(206) 498-4841

### **Education**

Masters of Business Administration / University of Puget Sound / Tacoma, WA  
Bachelor of Arts – Business Administration / University of Washington / Seattle, WA

### **Professional Experience**

Norman Langseth has over twenty years of experience designing, implementing, testing, and reviewing information processing systems. He has served clients in a variety of industries in both the public and private sectors, including retail, distribution, state lotteries, and financial services institutions. His focus is on ensuring the overall integrity of information systems, and includes providing systems quality assurance services, systems evaluation and product selection, project monitoring, disaster recovery planning, interface design and development, operational procedure reviews, and software acceptance testing. His clients have included the Wisconsin Lottery, Tennessee Lottery Corp., An Post National Lottery Company (Ireland), Camelot (United Kingdom), Kentucky Lottery Corporation, California State Lottery, Hoosier Lottery (Indiana), and the North Carolina Education Lottery.

Norman was the Project Manager for the Wisconsin's Lottery recent conversion to IGT's new ES gaming system in 2017 and was the Project Lead on the acceptance testing project for the Kentucky Lottery Corporation's conversion from GTECH's PRO:SYS to ES gaming system in 2011. He also served as Project Manager on the Wisconsin Lottery's conversion to GTECH's PRO:SYS gaming system from the original Concurrent system gaming. These were all comprehensive projects that covered all aspects of gaming system conversions, including emulation testing, interfaces with other Lottery and State systems, draw procedures, instant ticket distribution and validation, and all aspects of the on-line gaming environment. He has managed and performed numerous other engagements to perform acceptance testing of software for the lottery jurisdictions of Tennessee, Colorado, Missouri, Ireland and the United Kingdom. The objective of these projects was to ensure that the software and hardware systems installed by the vendor satisfied the requirements established by the Lottery. The projects included written recommendations for correcting identified software errors and for improving certain aspects of the gaming systems.

Norman has also managed and participated in security evaluations for several lottery jurisdictions, including Oregon, California, North Carolina Education, Kentucky, Wisconsin, Indiana and Loto-Quebec. Most of these reviews were comprehensive, covering all aspects of lottery operations and based on SAS 70 guidelines. Specific security areas reviewed include physical access

controls, software applications controls, control of ticket stock and warehouse procedures, winner validations and claims processing, revenue collection methods and employee and retailer hiring and administrative practices. A report describing findings and appropriate recommendations for improving security was delivered as part of each review project.

In addition to the acceptance testing and security evaluation projects noted above, Norman has also performed several projects to evaluate gaming systems vendors for various lottery jurisdictions, including the An Post National Lottery Company of Ireland, the Oregon State Lottery, and the Wisconsin Lottery. These projects have included the instant ticket accounting, on-line gaming systems, video lottery systems, and even network providers. The projects involved determining functional system requirements, developing Requests for Proposal (RFP), evaluating vendor responses and reviewing candidate systems on various computer systems. Reports of the results and recommendations were presented to the Lottery's management.

Norman's other consulting and employment work has focused on selecting and/or developing business software applications and quality assurance services. He has extensive experience in the full software development life cycle, has selected and implemented numerous commercial software products, performed strategic information systems planning projects, and also has developed business continuity (disaster recovery) plans for several organizations. Recent custom software development and software testing projects include the following:

- Performing system design and software testing services for an autonomous vehicle project that supports the installation of solar panels. The project is an effort by an equipment leasing company to have driverless vehicles navigate around a solar farm supplying the solar panels to the installation teams to increase efficiency.
- Working with X2 Biosystems to provide QA and system testing services on multiple releases of a cloud-based application for clients to perform concussion assessment tests on athletes. The system has both a web application for the administrative console and uses mobile devices to perform the baseline and post-injury concussion assessments. Mobile devices include iOS and Windows Surface tablets. Major customers include several professional sports leagues (NFL, MLS, NHL) as well as several universities, colleges, and high schools.
- Serving as QA lead to test the mobile application for a wireless home security system. The system is administered through iOS and Android smart phones, including sign-up, in-home configuration, receiving alerts via push notifications, communications with "security circle" members, and uses geo-location for the home address information.

**Employment History**

2012 – Present	Sr. Consultant	Delehanty Consulting, LLC	Verona, WI
2002 – Present	Principal	Levera Systems, LLC	Bellevue, WA

2000 – 2002	Sr. Director of Information Systems	Myrio Corporation	Kirkland, WA
1998 – 2000	Sr. Manager	Deloitte & Touche	Seattle, WA
1992 – 1998	Principal	Solutions Consulting Group, LLC	Bellevue, WA
1985 – 1992	Sr. Manager, Manager	Deloitte & Touche Touche Ross & Co.	Seattle, WA
1979 – 1985	Sr. Systems Analyst	Waste Management, Inc. Chem-Nuclear Systems	Oak Brook, IL Kirkland, WA
1978 – 1979	Systems Analyst	Boeing Computer Services	Seattle, WA

## RESUME FOR: JIM GRADL

Jim Gradl  
1852 Buckingham Drive  
Chesterfield, Missouri 63017  
(636) 489-8699

### Education

Bachelor of Science – Business Administration/University of Akron/ Akron Ohio

### Professional Experience

Jim began his lottery career as strategic planner for the Missouri Lottery, where he was part of the team responsible for starting the lotteries draw games. In this role Jim helped identify the draw game vendor, design the game strategies and assist in software and systems testing before the launch of the draw games.

Since that time Jim has worked either directly for state lotteries or for vendors serving lottery accounts as consultant helping to identify best practices, security reviews and in developing new communications and sales strategies. This has included:

- Missouri Lottery – start-up of lottery draw games, system and software testing and game integrity
- North Carolina Lottery – best practices review and recommendation of new opportunities for more efficiencies and effectiveness in operations and marketing
- Kansas Lottery – development of first major research program and recommendations for player development and communications
- Arizona Lottery – consulting for advertising agency developing new brand communications and player development programs
- Washington DC Lottery – best practices review and recommendations for all areas of operation including security, software, marketing, public relations and sales

In addition to the above Jim has been involved with the Florida Lottery, Louisiana Lottery, Ohio Lottery and Kentucky Lottery, consulting in either best practices reviews or marketing communications and advertising support.

### Employment History

2008 - Present	Consultant, Brand Management, Marketing, System Testing	Delehanty Consulting	Verona, WI
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2008 - Present	Founding Partner, Brand Management and Lottery Marketing Consultant Services	Gradl & Company	St. Louis, MO
2007 –2008	Sr. Vice President	Propaganda	St. Louis, MO
1997 - 2007	Founding Partner	Trumpet, LLC	New Orleans, LA
1995 - 1996	Partner	Cole Henderson Drake	Atlanta, GA
1992 - 1995	Sr. Vice President	Earle Palmer Brown	St. Petersburg, FL
1990 - 1992	Account Director	Bauerlein Advertising	New Orleans, LA
1985 - 1990	Strategic Planning / Director of Advertising	Missouri State Lottery	Jefferson City, MO

## **RESUME FOR: GARDNER GURNEY**

Gardner S. Gurney  
100 Mynderse Lane  
Altamont, NY 12009  
518-462-9867

### **Education**

B.S. Business Administration, Husson College, Bangor, Maine

### **Professional Experience**

Gardner has been in the lottery and gaming industry for the past 29 years. The first 28 of which were spent with the New York Lottery where Gardner started as a Senior Auditor in the Internal Audit Department and rose through increasingly more diverse and responsible positions and to his last position as the Director of the New York Lottery—the North American lottery with the highest sales and profits. As an auditor, Gardner completed and managed audits of advertising, marketable securities, regional operations, sales/field operations, revenue separations, vendor payments and vendor performance. Within the Financial Management Office, Gardner supervised all procurements, contract administration, budgeting and appropriations. He oversaw billions of dollars in prize payments, prepared financial projections and conducted financial analysis of lottery operations as well as vendors and potential vendors. During his tenure as the head of the Financial Management Office all contract management was conducted and overseen by that office. This was the whole span of procurement from establishing and identifying the lottery's needs through procurement via statement of work, RFP and a resulting contract or a contract amendment and the processing of those contracts through the State Comptroller's office. This included Gardner meeting with that office or the State's Division of Budget to secure their approval or support of contracting decisions by the Lottery.

In 2004 Gardner's breadth of lottery knowledge and experience continued to expand as he took on additional oversight and management responsibilities in the areas of internal controls, information security, lottery drawings and internal audit. Starting in 2007 and through the rest of his time at the New York Lottery Gardner had the responsibility for the management of all gaming system and instant ticket contracts. This included, acting effectively, as the project manager for the operational roll out of one of the largest lottery gaming systems in North America in 2010 with over 17,000 lottery locations and over 20,000 points of sale. This included both retailer and consumer operated terminals and all peripheral devices at retail as well as the online subscriptions system. Responsibilities included review of all vendor testing as well as oversight of all customer acceptance testing completed by the lottery. This successful on time rollout solidified Gardner's belief in the link of proper procurement to successful vendor and lottery performance.

Gardner was part of or served as chair/manager of procurement efforts for virtually every aspect of lottery operations including video lottery systems, lottery gaming systems, instant tickets, external auditors, advertising and marketing services. Gardner’s management abilities in vendor contracts, operational systems and understanding of the complete lottery process both operationally and externally led him to the position of Executive Deputy Director and then Director of the New York Lottery.

These positions expanded on his management abilities for understanding and guiding the interrelationships of all the parts of the lottery business including the sales force and the marketing department’s \$90+ million budget. His efforts led the New York Lottery to its most successful year (\$7.7 billion in sales and \$2.3 billion in profit, a 6% increase in profits) in his final full year there.

Gardner is the recipient of the lottery industry PGRI Major Peter J. O’Connell Lifetime Achievement Award.

**Employment History**

2017-Present	Sr. Consultant	Delehanty Consulting	Verona, WI
2015-2016	Director	New York State Lottery	Schenectady, NY
2013-2015	Acting Director	New York State Lottery	Schenectady, NY
2007-2013	Executive Deputy Director/Chief Operating Officer	New York State Lottery	Schenectady, NY
Aug-Oct 2007	Acting Director	New York State Lottery	Schenectady, NY
2004-2007	Director of Administration and Operations	New York State Lottery	Schenectady, NY
1991-2004	Finance Office, Director of Financial Administration final position	New York State Lottery	Schenectady, NY
1988-1991	Senior Auditor	New York State Lottery	Albany, NY
1984-1988	Assistant Cashier - Commercial Credit Department	Norstar Bank, Subsidiary of Fleet Financial	Albany, NY
1980-1984	Administration Specialist	U. S. Air Force	Eielson AFB, AK Loring AFB, ME

## C. SAMPLE TEST SCRIPTS AND STATUS REPORT

This section contains a few sample test scripts and a representative status report. None of these samples should be considered to be final work product and are presented for sample purposes only.

WV Lottery / CAT for System Conversion Overview of Major Test Conditions									
TEST CONDITION	DAILY 3	DAILY 4	CASH 25	HOT LOTTO	KENO BONUS	LOTTO AMERICA	MEGA MILLIONS	POWER BALL	RAFFLE
Same panel wins multiple times									
No jackpot winner									
Multiple jackpot winners (incl. above set thresholds)									
Powerball numbers match those of another game									
Mega Millions numbers match those of another game									
PB PowerPlay feature									
MM Megaplier feature									
Winners at all prize tiers									
Change set prize values									
No straight winners									
No box winners									

Game Overview Matrix Page 1 of 1



**WEST VIRGINIA LOTTERY  
START SCRIPT**

Performed By \_\_\_\_\_ Day \_\_\_\_\_ CDC \_\_\_\_\_ Date \_\_\_\_\_

Step	Procedure	Expected Result	As Expected	Variations / Comments
1.	Have operators perform RUNSYS	System live and ready to accept transactions		
2.	Ensure OLPM is running and verify the standard snapshots. (Per List)	Snapshots printed and information correct		
3.	Sign on all retailers EXCEPTIONS:	All retailers active.		
4.	Enable all wagers, cancellations, validations if not enabled already.			
5.	Request and print On Line Sales report for today for all terminals.	All zero.		
6.	Request, print and verify previous day's On-Line Sales Report for one terminal.	Report prints and information correct.		
7.	Request News Message from a terminal	Message produced if any		
8.	Request, print and verify Winning Info Report	Report produced and information correct.		

Start Script

Page 1 of 1

**WV LOTTERY CAT SYSTEM CONVERSION**

Draw Break Script for \_\_\_\_\_

Performed By \_\_\_\_\_ Day \_\_\_\_\_ CDC \_\_\_\_\_ Date \_\_\_\_\_

Step	Procedure	Expected Result	As Expected	Variations / Comments
1	Advance system time to just before draw break warning message (typically 5 minutes before draw break)	Terminal displays draw break warning message prior to draw break		
2	Attempt to enter a wager during the draw break	Terminal message: "Draw in progress"		
3	Attempt to submit a playslip during the draw break	Terminal message: "Draw in progress"		
4	Enter a single draw wager after the draw break	Ticket produced for next draw period		
5	Enter a multiple draw wager after the draw break	Ticket produced for a range of draw periods starting with next draw		
6	Enter a wager after the draw break that would have won on the current draw	Ticket produced for next draw period that does not win on current draw		
7	Submit a playslip after draw break for a single draw	Ticket produced for next single draw period		
8	Submit a playslip after draw break for multiple draws	Ticket produced for a range of draw periods starting with next draw		

Draw Break Script

Page 1 of 2

**WV LOTTERY CAT SYSTEM CONVERSION**

Draw Break Script for \_\_\_\_\_

Performed By \_\_\_\_\_ Day \_\_\_\_\_ CDC \_\_\_\_\_ Date \_\_\_\_\_

Step	Procedure	Expected Result	As Expected	Variations / Comments
9	Submit a playslip after draw break with numbers that would have won on current draw	Ticket produced for next draw period that does not win on current draw		
10	Attempt to cancel a ticket, entered just before a draw break, during the drawbreak	Not allowed		
11	Supress wagering in advance of a draw	Ticket sales are discontinued		
12	Reprint the last: - wager - validation - transaction for a terminal, immediately following a draw break	Reprint produced		

Draw Break Script

Page 2 of 2

**West Virginia Lottery  
Draw Games Test Conditions Summary Matrix  
(Sample)**

TEST CONDITIONS	DAILY 3	DAILY 4	CASH 25	HOT LOTTO	KENO BONUS	LOTTO AMERICA	MEGA MILLIONS	POWER-BALL
Playslip - 1 board								
Playslip - all boards								
Playslip - all board combinations								
Playslip - 1 board Easy Pick								
Playslip - mix of selected and Easy Pick								
Playslip - void selected boards								
Manual entry - 1 board								
Manual entry - all board combinations								
Manual entry - game Easy Pick key								
Manual entry - mix of entered numbers and Easy Pick (using 'Manual EP' key)								
'All Games' key with drawbreak exceptions								
'Box', 'Combo', and 'Straight' wager type keys								
Multiple manual plays using 'Next'								
Playslip repeat up to \$ maximum								
Playslip - single draw ticket, single prize winner								
Playslip - single draw ticket, multiple prize winner								

**West Virginia Lottery  
Customer Acceptance Testing  
Status Report (Sample)**

(date)

**TO:** (appropriate Lottery and IGT representatives)  
**FROM:** Herb Delehanty – DELEHANTY Consulting Group  
**CC:** (as needed)

**PROGRESS SUMMARY**

The following table summarizes the progress made since beginning the acceptance test. Specific findings from the testing activities are summarized on the attached matrix.

Script Day	Testing Activities	Aurora Reports	ICS Reports
1 (Tues)	Completed	Balanced	Balanced
2 (Wed)	Completed	Balanced	Balanced
3 (Thurs)	Completed	Balanced	Balanced
4 (Fri)	Completed	Balanced	Balanced
5 (Sat)	Completed	Balanced	Balanced
6 (Sun)	Completed	Balanced	Balanced
7 (Mon)	Completed	Balanced	Processed
8 (Tues)	Completed	Balanced	Processed
9 (Wed)	Completed		

**SUMMARY OF TEST CONDITIONS**

Following are the major test conditions, including special test conditions, that have been performed since the last status report:

- First Powerball drawing
- Proper editing of winning numbers entry
- Both 'cash' and 'annuity' jackpot winners
- Regression testing of software modifications

CAT Status Report: (date)

**FINDINGS AND RECOMMENDATIONS**

See attached report for a detail list of findings. The following table summarizes the number, type, severity and status of findings described in the attached report.

System Component	Open Total Findings by Severity					Total
	A	B	C	P	I	
Issys	0/0	3/4	1/1	0/0	0	4/5
CVT	1/2	0/0	0/0	0/0	0	1/2
CLPM	0/2	0/1	0/0	0/0	1	0/4
CLTP	0/0	3/3	0/0	0/0	0	3/3
CEMS	0/0	0/0	0/0	0/0	0	0/0
CRP	1/1	0/0	0/0	0/0	0	1/1
IPS	1/2	0/0	1/1	0/0	1	2/4
ICS	0/0	0/0	0/0	0/0	0	0/0
<b>Software Total</b>	<b>3/7</b>	<b>6/8</b>	<b>2/2</b>	<b>0/0</b>	<b>2</b>	<b>11/19</b>
Design	0/0	0/0	0/0	0/0	0	0/0
Procedures	0/0	0/0	0/0	0/0	0	0/0
<b>Grand Total</b>	<b>3/7</b>	<b>6/8</b>	<b>2/2</b>	<b>0/0</b>	<b>2</b>	<b>11/19</b>

**MANAGEMENT ISSUES AND CONCERNS**

Calculation of non-profit commission is incorrect.

The proper configuration of the management terminal has not yet been established.

**NEXT MEETING**

(date)

West Virginia Ethics Commission  
**Disclosure of Interested Parties to Contracts**

(Required by W. Va. Code § 6D-1-2)

Contracting Business Entity: Delehanty Consulting, LLC Address: 742 Basswood Ave

Verona, WI 53593

Authorized Agent: HERB DELEHANTY Address: 242 BASSWOOD AVE VERONA WI

Contract Number: CRFQ LOT1800000010 Contract Description: Third Party Acceptance Testing

Governmental agency awarding contract: WV Lottery

Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (attach additional pages if necessary):

**1. Subcontractors or other entities performing work or service under the Contract**

Check here if none, otherwise list entity/individual names below.

**2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)**

Check here if none, otherwise list entity/individual names below.

Herb Delehanty 100% ownership

**3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)**

Check here if none, otherwise list entity/individual names below.

Signature: [Handwritten Signature] Date Signed: 2/24/2018

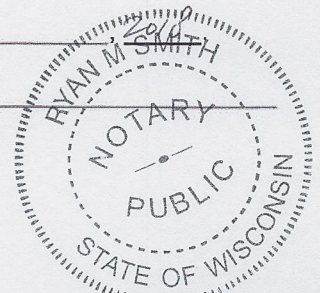
**Notary Verification**

State of WI, County of Dane:

I, HERB DELEHANTY, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this 24 day of February

[Handwritten Signature]  
Notary Public's Signature  
commission expires: 08/28/2020



**To be completed by State Agency:**

Date Received by State Agency: \_\_\_\_\_

Date submitted to Ethics Commission: \_\_\_\_\_

Governmental agency submitting Disclosure: \_\_\_\_\_

STATE OF WEST VIRGINIA  
Purchasing Division

# PURCHASING AFFIDAVIT

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL CONTRACTS:** 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: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, 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: Delehanty Consulting, LLC

Authorized Signature: \_\_\_\_\_

Date: 2/27/2018

State of WI

County of Dane, to-wit:

Taken, subscribed, and sworn to before me this 24 day of February, 2018.

My Commission expires August 28, 2020.

AFFIX SEAL HERE

NOTARY PUBLIC \_\_\_\_\_



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
02/26/2018

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

<b>PRODUCER</b> AP INTEGO INSURANCE GROUP LLC 375 WOODCLIFF DR 1ST FL FAIRPORT, NY 14450 (866) 890-9965	<b>CONTACT NAME:</b> <b>PHONE</b> (A/C, No, Ext): (866) 890-9965		<b>FAX</b> (A/C, No): (888) 733-5112
	<b>E-MAIL ADDRESS:</b> travelersselectpayrollservices@travelers.com		
<b>INSURED</b> DELEHANTY CONSULTING LLC 742 BASSWOOD AVE VERONA, WI 53593		<b>INSURER(S) AFFORDING COVERAGE</b> INSURER A : THE PHOENIX INSURANCE COMPANY	<b>NAIC #</b>
		INSURER B :	
		INSURER C :	
		INSURER D :	
		INSURER E :	
		INSURER F :	

**COVERAGES** **CERTIFICATE NUMBER:** 425147905290750 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	<b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> <input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) if yes, describe under DESCRIPTION OF OPERATIONS below	N/A		UB-9849P636-17	05/01/2017	05/01/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

<b>CERTIFICATE HOLDER</b> DELEHANTY CONSULTING LLC 742 BASSWOOD AVE VERONA, WI 53593	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE <i>Mary J. Swan</i>
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# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
02/26/2018

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

<b>PRODUCER</b> Krell Insurance Services, Inc. 209 S. Main St Verona, WI 53593	<b>CONTACT NAME:</b> Melissa A Anderson	<b>FAX (A/C, No):</b> (608) 845-2667	
	<b>PHONE (A/C, No, Ext):</b> (608) 845-2666	<b>E-MAIL ADDRESS:</b> melissa@krellinsurance.com	
<b>INSURED</b> Delehanty Consulting LLC 742 Basswood Ave Verona, WI 53593	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
	<b>INSURER A:</b> PEKIN INSURANCE COMPANY		24228
	<b>INSURER B:</b> Scottsdale		U00000
	<b>INSURER C:</b>		
	<b>INSURER D:</b>		
	<b>INSURER E:</b>		
<b>INSURER F:</b>			

**COVERAGES    CERTIFICATE NUMBER:    REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR			00BU41762	07/25/2017	07/25/2018	EACH OCCURRENCE	\$ 2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
							MED EXP (Any one person)	\$ 5,000
							PERSONAL & ADV INJURY	\$ 2,000,000
	GENL AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC						GENERAL AGGREGATE	\$ 4,000,000
	OTHER:						PRODUCTS - COMP/OP AGG	\$ 4,000,000
								\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			00P615671	07/25/2017	07/25/2018	COMBINED SINGLE LIMIT (Ea accident)	\$
							BODILY INJURY (Per person)	\$ 1,000,000
							BODILY INJURY (Per accident)	\$ 1,000,000
							PROPERTY DAMAGE (Per accident)	\$ 1,000,000
								\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			CU18750	07/25/2017	07/25/2018	EACH OCCURRENCE	\$ 1,000,000
							AGGREGATE	\$ 1,000,000
								\$
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> If yes, describe under DESCRIPTION OF OPERATIONS below		Y / N N / A				PER STATUTE	OTHER
							E.L. EACH ACCIDENT	\$
							E.L. DISEASE - EA EMPLOYEE	\$
							E.L. DISEASE - POLICY LIMIT	\$
B	Errors and Omissions/Professional			EK13192917	07/01/2017	07/01/2018		1,000,000/1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER    CANCELLATION**

West Virginia Lottery 900 Pennsylvania Ave Ste 101 Charleston, WV 25302	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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