



**WEST VIRGINIA iLOTTERY
CRFP LOT2300000001**

**COST PROPOSAL
JANUARY 2023**



January 23, 2023

Toby L Welch
Department of Administration, Purchasing Division
2019 Washington Street, East
Charleston, WV 25305

RE: West Virginia iLottery CRFP LOT2300000001, Cost Proposal

Dear Mr. Welch,

NeoPollard LLC ("NeoPollard Interactive" or "NPI") is pleased to submit our Cost Proposal in response to the RFP issued by the West Virginia Department of Administration, Purchasing Division as authorized by the West Virginia Lottery (the "Lottery") for a turn-key iLottery Gaming system which includes services and support, software and hardware maintenance, internal control system, promotional program, robust game content as well as installation and training.

As required, we have provided one (1) Original hard copy and one (1) electronic copy of the Cost Proposal that contains all cost information and has been sealed in a separate envelope from the Technical Proposal to facilitate a secondary cost proposal opening.

As Co-Chief Executive Officer, I confirm my authority to sign and submit this Cost Proposal on NPI's behalf and bind NPI to deliver on its response to this RFP. Should the Lottery have any questions pertaining to our Cost Proposal, please contact:

Colin Hadden
Vice President & General Manager
Tel: 517.930.7754
Email: colin.hadden@neopollard.com

Sincerely,
NEOPOLLARD INTERACTIVE LLC

A handwritten signature in blue ink, appearing to read "D. Pollard".

Doug Pollard
Co-Chief Executive Officer



EXHIBIT A: COST PROPOSAL

A. Base System Pricing

Vendors are required to submit the Base System Pricing as a percentage of Gross Sales:

6.8%