



# WEST VIRGINIA LOTTERY

01/26/23 10:02:35  
WV Purchasing Division

**COST PROPOSAL**

**2023**

## IGT's Response to the West Virginia Lottery RFP FOR A Turnkey iLottery System

SOLICITATION #: CRFP 0705 LOT2300000001





January 26, 2023

West Virginia Department of Administration, State Purchasing Division  
Attn: Toby L. Welch  
2019 Washington Street East  
Charleston, WV 25305-0130

Re: Request for Proposals – Turnkey iLottery System:  
West Virginia Lottery: Solicitation No.: CRFP 0705 LOT2300000001

Dear Purchasing Division:

With this letter, IGT Global Solutions Corporation (IGT) submits its Pricing Proposal to the West Virginia Lottery in response to its Request for Proposal – Turnkey iLottery System, Solicitation No. CRFP 0705 LOT2300000001 (the RFP).

Enclosed is IGT's proposed pricing information for our turnkey iLottery System Proposal to the West Virginia Lottery. We believe that our Proposal offers the Lottery a comprehensive quality solution for iLottery that will deliver great value to the Lottery and its players.

The contact information for IGT's coordinating representative to the West Virginia Lottery is as follows:

Thomas J. Napolitano  
Sr. Director, IGT iLottery Business Development, Americas  
10 Memorial Boulevard  
Providence, RI 02903  
Phone: 401-323-4876  
Mobile: +1 401 323-4876  
Email: [Thomas.Napolitano@IGT.com](mailto:Thomas.Napolitano@IGT.com)



IGT appreciates the opportunity to present our Pricing Proposal for the West Virginia Lottery. Thank you for your consideration and we look forward to your evaluation. I am available to answer your questions or to provide additional information that you may require.

Respectfully,

A handwritten signature in blue ink that reads "Joseph S. Gendron".

Joseph S. Gendron  
Chief Operating Officer – Global Lottery  
IGT Global Solutions Corporation  
10 Memorial Boulevard  
Providence, RI 02903  
Tel: 401-392-7631  
Email: Jay.Gendron@IGT.com

## EXHIBIT A: COST PROPOSAL

### A. Base System Pricing

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

4.8200%