



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
LOT495

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
CONNIE HILL 304-558-2157

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

SHIP TO

WEST VIRGINIA LOTTERY

 900 PENNSYLVANIA AVE
 CHARLESTON, WV
 25302 304-558-0500

DATE PRINTED
08/31/2012

BID OPENING DATE: 09/06/2012 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
1. QUESTIONS AND ANSWERS ARE ATTACHED.						
2. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.						
END OF ADDENDUM NO. 1						
0001	1	JB		946-48-02-001		
	LOTTO GAMES					

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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***** THIS IS THE END OF RFQ LOT495 ***** TOTAL:						

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SOLICITATION NUMBER: LOT495
Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as LOT495 (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation: See attached

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

Questions and answers are attached.

**WEST VIRGINIA LOTTERY
RFI LOT495
ADDENDUM #1**

QUESTION 1. Please provide a retailer list in spread sheet or delimited file of the Traditional lottery retailers with full address, location phone number and last two years sales history?

ANSWER 1. The requested information is not a part of RFI LOT 495 as the Lottery is seeking informational presentations only on current solutions available in the marketplace. The information is considered vendor research that would be made available as a part of the RFP process.

QUESTION 2. Please provide a Video lottery retailer list in spread sheet or delimited file with full address, location phone number and last two years of sales performance and number of machines for each location?

ANSWER 2. The requested information is not a part of RFI LOT 495 as the Lottery is seeking informational presentations only on current solutions available in the marketplace. The information is considered vendor research that would be made available as a part of the RFP process.

QUESTION 3. Please provide a list of the video lottery terminal models currently installed. Please provide manufacturer, model, supported protocol and count of each model installed?

ANSWER 3. The Lottery is providing below a list of the manufacturers, supported protocols and machine counts by manufacturer. Over fifty models from the various manufacturers are in use at video lottery facilities, so the Lottery has not provided specific models numbers at this time since the Lottery is seeking informational presentations only on current solutions available in the marketplace.

Limited Video Lottery: There are six manufacturers: IGT, Scientific Games, Spielo/GTECH, Summit/Game Tech, VLC, and WMS.

Manufacturer	Protocol	VGM's
IGT	ICIS and SAS	6,845 (658 SAS)
SGI	SAS	16
Spielo/GTECH	ICIS	72
Summit/Game Tech	ICIS	281
VLC	ICIS	55
WMS	ICIS	189
Total		7,458

Four Casinos and Greenbrier Historic Hotel*: There are eight manufacturers: Ainsworth, Aristocrat, Bally, IGT, Konami, SGI, Spielo, and WMS.

Manufacturer	Protocol	VGM's
Ainsworth	SAS	28
Aristocrat	SAS	452
Bally	SAS	1,195
IGT	SAS/ICIS	4,099 (24 ICIS at one venue)
Konami	SAS	702
SGI	SAS	30
Spielo	SAS	202
WMS	SAS	1,473
Total		8,181

*Greenbrier has 336 machines from the manufacturers above.

QUESTION 4. Please provide information of all current communication type(s) used to link traditional lottery retailers to the data center, along with counts for each type in service?

ANSWER 4. Traditional Lottery uses satellite (VSAT) with 1,518 retailers and frame relay at 38 retailers.

QUESTION 5. Please provide information about all current communication type(s) used to link video lottery retailers to the data center, along with counts for each type currently in service?

ANSWER 5. Limited Video Lottery uses Dial-up PRIs (Primary Rate Interface). There are 1,600 retailer locations with 7,458 terminals.

The four casinos and the Greenbrier use point to point T1s for 8,517 terminals.

QUESTION 6. Please provide information about the software, systems, and application(s) which are currently used for licensing, security and operations, such as the names, technology used, who hosts and maintains them and any plans the Lottery may already have in these areas?

ANSWER 6. GTECH provides traditional lottery services, and Scientific Games through its AEGIS system supports the video lottery central monitoring system. Each of these systems interfaces with Lottery back office processes as a means of check and balance. As for licensing and security, the Lottery relies upon SQL databases to store and share data concerning license and permit holders and video lottery machines. The Lottery has no other specific system in place but continues the development of workflows through its content management/document imaging system, which relies upon the SQL databases.

QUESTION 7. Please specify the document management system the WV Lottery is currently using and any plans the Lottery may already have in this area, if any?

ANSWER 7. The Lottery uses Application Extender for document management and Skelta Workflow along with Formatta e-forms. The Lottery is moving toward a paperless environment in Licensing, Security, and among other smaller areas such as ticket claim retention.

QUESTION 8. West Virginia Lottery, Lot 495, Section 1.3

In RFI Section 1.3, the Lottery indicates that they may issue an RFP covering instant, online, and video lottery operations under a single contract.

Is it the intent of the Lottery that vendors may be requested to provide Video Lottery operations?

ANSWER 8. The West Virginia Lottery intends for the presentations to provide information on both Lottery operated and vendor operated solutions to determine the most cost effective system for the Lottery.

QUESTION 9. West Virginia Lottery, Lot 495, Section 1.3

In RFI Section 1.3, the Lottery clearly states "the Lottery may wish to issue an RFP covering instant, online and video lottery operations under a single contract but through independently operating systems with separate management, maintenance and support."

Is it the intent of the Lottery that the systems will be physically separate systems operated independent of each other?

ANSWER 9. If the West Virginia Lottery determines that a single RFP will best serve its interests, it intends that the systems would be operated independently. Whether the systems must be physically separate will be determined by available technology.

QUESTION 10. West Virginia Lottery, Lot 495, Section 1.3

If the Lottery intends to issue contracts covering instant, online and video monitoring systems, does the Lottery foresee the same duration for all the systems' contracts?

ANSWER 10. Yes.

QUESTION 11. West Virginia Lottery, Lot 495, Section 1.3

In RFI Section 1.3, we understand that the Lottery currently contracts for the online and instant games monitoring system and video monitoring system separately.

Is it the Lottery's intent to bundle the contracts and receive all services from the same vendor?

ANSWER 11. Yes, if that option proves most cost effective.

QUESTION 12. West Virginia Lottery, Lot 495, Section 2.0, Requested Information & Presentation

In order to properly respond to the RFI requirements, we risk disclosing information that could provide competitors with insight into our business strategy and planning, operations, and know-how.

Will the Lottery respectfully allow responses to be classified as proprietary and confidential where warranted?

ANSWER 12. The Purchasing Division will allow confidential treatment of *trade secrets* only. If certain information is to be classified as a trade secret, the company must mark the information as such, submit the marked materials in a separate sealed envelope, and indicate on the envelope that it contains confidential trade secret materials. Otherwise, submissions will be considered information available under the Freedom of Information Act.

QUESTION 13. West Virginia Lottery, Lot 495, Section 2.0, Requested Information & Presentation

During the presentation, will vendors have the time and opportunity to ask questions of the Lottery?

ANSWER 13. No. Questions must be submitted in writing to the Purchasing Division so that responses may be made available to all prospective bidders.

QUESTION 14. West Virginia Lottery, Lot 495, Section 2.0, Requested Information & Presentation
Will there be additional presentations made as part of the RFP response?

ANSWER 14. Yes.

QUESTION 15. West Virginia Lottery, Lot 495, Section 3.4, Issues

Will support of the ICIS protocol be required under the new contract?

ANSWER 15. No, if an official determination regarding the future use of ICIS has been issued.

QUESTION 16. West Virginia Lottery, Lot 495, Instructions to Vendors Submitting Bids, Section 4, Vendor Question Deadline

This section states that the question submission date is August 28, 2012 but does not give a date that questions will be answered by.

Given that a response is due nine calendar days after submission of questions, including a national holiday weekend, will the Lottery consider extending the due date of the response?

ANSWER 16. No. The Thursday, September 6, 2012, due date is a deadline to indicate an interest to participate in the December presentations. Interested companies should provide a letter to the Purchasing Division by that date that includes the scheduled December presentation date plus any other information the company wishes to send

QUESTION 17. General Question

Is the West Virginia Lottery intending to own and operate the new video system, only requiring maintenance support from the chosen vendor?

ANSWER 17. The Lottery is seeking informational presentations on any current solutions available in the marketplace to evaluate the most cost effective system.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: LOT495

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 type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input 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 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.

Company

Authorized Signature

Date

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