

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000016

The Department of Technology, Management, & Budget's Procurement office has completed the evaluation of RFP Proposal #230000002409 for Instant Game, Pull-Tab, and Charity Game Tickets and has recommended an award to Pollard Banknote Limited for Pull Tabs in the amount of \$4,500,000.00, Arrow International Inc. d/b/a, Trade Products, Inc. for Charity Games in the amount of \$10,000,000.00, Pollard Banknote Limited as primary for Instant Games in the amount of \$130,500,000.00, and IGT Global Solutions Corporation as secondary for Instant Games in the amount of \$15,000,000.00, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State's rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Alannah Doak, Solicitation Manager
 Doaka@michigan.gov
 517-230-9424

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Instant Game, Pull-Tab, and Charity Game Tickets. The term of this contract is five years, with up to five additional one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on Monday, June 26, 2023. The following bidders submitted proposals by the published due date of Friday, September 1, 2023.

Pull Tab - Bidders:

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Pollard Banknote Limited	140 Otter Street, Winnipeg, Manitoba, R3T 0M8	No	No

Charity Games - Bidders:

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Pollard Banknote Limited	140 Otter Street, Winnipeg, Manitoba, R3T 0M8	No	No
Arrow International, Inc. d/b/a Trade Products, Inc.	2807 Lincoln Way, Lynnwood WA, 98087	No	No

Instant Games - Bidders:

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Pollard Banknote Limited	140 Otter Street, Winnipeg, Manitoba, R3T 0M8	No	No
IGT Global Solutions Corporation	10 Memorial Boulevard, Providence, RI 02903	No	No
Scientific Games, LLC	1500 Bluegrass Lakes Parkway, Alpharetta, GA 30004	No	No

*SDVOB: Service-Disabled Veteran Owned Business

**GDBE: Geographically Disadvantaged Business Enterprise

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions: Preferred Minimum Requirements

The bidder must provide documentation to support the following:

- Contractors bidding on Schedule A1 - Instant Scratch-Off Lottery Tickets should have 5 years' experience producing Instant Scratch-Off tickets for a state sanctioned lottery.
- Contractors bidding on Schedule A2 - Validation Pull-Tab Tickets should have 5 years' experience in creation and production of Validation Pull-Tab tickets for other state sponsored lottery programs.
- Contractors bidding on Schedule A3 – Charity Game Tickets should have 5 years' experience in creation and production of Charitable Pull-Tab tickets for other state sponsored lottery programs.

Proposal Instructions: Evaluation Process

The full evaluation process is stated in the RFP Proposal Instructions.

	Technical Evaluation Criteria – A1: Instant Game Tickets	Weight
1.	General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1	40
2.	Service Requirements – Schedule A, Statement of Work, Section 2-3	40
3.	Vendor Questions Worksheet	15
4.	Acceptance of Terms and Conditions	5
	Total	100

	Technical Evaluation Criteria - A2: Validation Pull TAB Tickets	Weight
1.	General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1	40
2.	Service Requirements – Schedule A, Statement of Work, Section 2	40
3.	Vendor Questions Worksheet	15
4.	Acceptance of Terms and Conditions	5
	Total	100

	Technical Evaluation Criteria – A3: Charity Game Tickets	Weight
1.	General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1	40

	Technical Evaluation Criteria – A3: Charity Game Tickets	Weight
2.	Service Requirements – Schedule A, Statement of Work, Section 2-3	40
3.	Vendor Questions Worksheet	15
4.	Acceptance of Terms and Conditions	5
	Total	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and considered for award.

The State may utilize all bidder information, without regard to a proposal's technical score, to determine fair market value for goods or services sought. The State is not obligated to accept the lowest price proposal. If applicable, the State's evaluation will include consideration of a bidder's qualified disabled veterans/service-disabled veteran owned business(QDV/SDVOB) status under MCL 18.1261(8). Additional information on the SDVOB preference is available at: Michigan.gov/SDVOB.

The State strongly encourages strict adherence to the Contract Terms. The State reserves the right to deem a bid non-responsive for failure to accept the Contract Terms. Nevertheless, the bidder may submit proposed changes to the Contract Terms in track changes (i.e., visible edits) with an explanation of the bidder's need for each proposed change. Failure to include track changes with an explanation of the bidder's need for the proposed change constitutes the bidder's acceptance of the Contract Terms. General statements, such as that the bidder reserves the right to negotiate the terms and conditions, may be considered non-responsive. Failure to respond timely to requests for proposed changes to Contract Terms during ongoing negotiations may be cause for disqualification.

II. Evaluation Method

Responses to this Solicitation were reviewed by a Joint Evaluation Committee which consisted of the following individuals:

Voting	Advisory
Alannah Doak, Solicitation Manager DTMB - Central Procurement Services	Dana Worrall, Contract Specialist Michigan Bureau of State Lottery
Joseph Froehlich, Deputy Commissioner Michigan Bureau of State Lottery - Legal Affairs and Charitable Gaming	
Fae Gibson, Pull TABS Product Manager Michigan Bureau of State Lottery - Marketing	
Lindsay Sands, Printed Products Manager Michigan Bureau of State Lottery - Marketing	
Nadia Sierzega, Charity Game Product Manager Michigan Bureau of State Lottery - Charitable Gaming Division	

III. Pull TAB - Evaluation Results

A. Pollard Banknote Limited

The Evaluation Team determined that Pollard Banknote Limited based on a score of 96.5, did meet the requirements of this RFP This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1

Score: 37/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.2. Trademark and Service Mark Searches - Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.
- b. Section 1.4.e. Randomization: Test files - Bidder acknowledged requirement with no exceptions. However, Bidder stated possible difficulties in meeting this requirement.

2. Service Requirements – Schedule A, Statement of Work, Section 2

Score: 40/40

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

3. Vendor Questions Worksheet

Score: 15/15

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

4. Acceptance of Terms and Conditions

Score: 4.5/5

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 14.1. Additional Requirements: Environmental and Energy Efficient Product Standards - Bidder acknowledged requirement with no exceptions. Bidder does not have third party testing and is not being monitored by the USDA.

Total Score: 96.5/100

IV. Charity Games - Evaluation Results

A. Pollard Banknote Limited

The Evaluation Team determined that Pollard Banknote Limited based on a score of 95.5, did meet the requirements of this RFP This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1

Score: 39/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.2. Trademark and Service Mark Searches - Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.

2. Service Requirements – Schedule A, Statement of Work, Sections 2-3

Score: 36.5/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 2.1. Service Requirements: Time Frames – Bidder noted exception. Bidder proposed a longer time frame to meet this requirement at the outset of the contract.
- b. Section 2.3. Training – Bidder did not describe training related to charity gaming.

3. Vendor Questions Worksheet

Score: 15/15

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

4. Acceptance of Terms and Conditions

Score: 5/5

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

Total Score: 95.5/100

B. Arrow International, Inc. d/b/a Trade Products, Inc.

The Evaluation Team determined that Arrow International, Inc. d/b/a Trade Products, Inc. based on a score of 97, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements/Product Quality – Schedule A, Statement of Work, Section 1

Score: 38/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.2. Trademark and Service Mark Searches – Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.

- b. Section 1.4.f.d. Randomization. Quality Assurance Program.
 Omitted/Defective Tickets – Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.

2. Service Requirements – Schedule A, Statement of Work, Sections 2-3
Score: 40/40

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

3. Vendor Questions Worksheet
Score: 14/15

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 7. Insurance Requirements – Bidder does not meet requirement.

4. Acceptance of Terms and Conditions
Score: 5/5

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

Total Score: 97/100

V. Instant Games - Evaluation Results

A. Pollard Banknote Limited

The Evaluation Team determined that Pollard Banknote Limited based on a score of 99, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1
Score: 39/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.4. Trademark and Service Mark Searches – Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.

2. Service Requirements – Schedule A, Statement of Work, Section 2-3
Score: 40/40

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

3. Vendor Questions Worksheet
Score: 15/15

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

4. Acceptance of Terms and Conditions

Score: 5/5

The Evaluation Team determined that the Bidder met all requirements of this section with no exceptions. No deficiencies were noted.

Total Score: 99/100

B. IGT Global Solutions Corporation

The Evaluation Team determined that IGT Global Solutions Corporation based on a score of 87.8, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1

Score: 36.3/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.1. Instant Game Product Specifications – Bidder acknowledged requirement with no exceptions. However, Bidder did not fully meet two requirements.
- b. Section 1.4. Trademark and Service Mark Searches – Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.
- c. Section 1.11. Test Files – Bidder noted exception. Bidder stated that in their own experience, the receipt of Executed Working Papers for test games for any customer typically takes significantly longer than 14 days after the customer makes the request for a test game.
- d. Section 1.17.d. Quality Assurance: Omitted/Defective Ticket Program and Reporting – Bidder stated they take exception to the destruction of omitted packs on the day they are created or on the next day. Bidder holds all omitted packs until each game is reconciled and shipped to customers.

2. Service Requirements – Schedule A, Statement of Work, Section 2-3

Score: 38/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 3.5.c. Security: Security Program – Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.

3. Vendor Questions Worksheet

Score: 11/15

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 6. Standard Contract Terms – Provided redlines to section 48 Force Majeure.
- a. Section 7. Insurance Requirements – Provided redlines under Crime (Fidelity) Insurance, and under Professional Liability (Errors and Omissions) Insurance.

4. Acceptance of Terms and Conditions

Score: 2.5/5

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 7.2. Packaging, Labeling and Palletizing – Bidder noted exception as they use a different carton standard.
- b. Section 9.1. Invoice Requirements – Bidder noted exception. Bidder provided revised language for this section.

Total Score: 87.8/100

C. Scientific Games, LLC

The Evaluation Team determined that Scientific Games, LLC based on a score of 81, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1

Score: 31/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.3. Prize Structure – Bidder noted exception. Bidder provided additional language to the last paragraph.
- b. Section 1.7. Certification – Bidder noted exception. Bidder provided additional language to the last paragraph.
- c. Section 1.10. Data Processing Requirements – Bidder noted exception. Bidder provided additional language to the last paragraph.
- d. Section 1.15. Warranties – Bidder does not provide warranty.
- e. Section 1.17.c. Quality Assurance: Ticket Testing – Bidder noted exception to numbers 2 and 3 under this section. Bidder stated they will comply with these requirements provided all parties, including the Bureau, meet the target dates agreed upon in the pre-production schedule.

2. Service Requirements – Schedule A, Statement of Work, Section 2-3

Score: 35/40

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 2.1. Timeframes – Bidder noted exception.

- b. Section 2.2. Delivery –Bidder noted exception.
- c. Section 2.3. Reporting – Bidder noted exception.
- e. Section 3.5.c. Security Program 1 through 5 – Bidder acknowledged requirement with no exceptions. However, bidder did not fully describe how they will comply with this requirement.

3. Vendor Questions Worksheet

Score: 12/15

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 6. Standard Contract Terms – Provided redlines to the following sections: Section 10 - Intellectual Rights, Section 15 - Change of Control, Section 17 – Acceptance, Section 21 - Invoices and Payment, Section 22 - Liquidated Damages, and Section 30 - Limitation of Liability.

4. Acceptance of Terms and Conditions

Score: 3/5

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 4. Notifications – Bidder noted exception to section 4.e. Bidder stated, the inclusion of any non-government pricing creates conflicts with regard to contractual obligations of non-disclosure between commercial parties. Bidder stated they are able to provide pricing offered to a government client with substantially similar characteristics.

Total Score:81/100

VI. Technical Evaluation Summary

Pull Tab - Bidders:

Selection Criteria		Pollard Banknote Limited
1	General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1	37
2	Service Requirements – Schedule A, Statement of Work, Section 2	40
3	Vendor Questions Worksheet	15
4	Acceptance of Terms and Conditions	4.5
Total		96.5

Charity Games - Bidders:

Selection Criteria		Arrow International, Inc. d/b/a Trade Products, Inc.	Pollard Banknote Limited
1	General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1	38	39
2	Service Requirements – Schedule A, Statement of Work, Section 2-3	40	36.5
3	Vendor Questions Worksheet	14	15
4	Acceptance of Terms and Conditions	5	5
	Total	97	95.5

Instant Games - Bidders:

Selection Criteria		IGT Global Solutions Corporation	Pollard Banknote Limited	Scientific Games, LLC
1	General Requirements/ Product Quality – Schedule A, Statement of Work, Section 1	36.3	39	31
2	Service Requirements – Schedule A, Statement of Work, Section 2-3	38	40	35
3	Vendor Questions Worksheet	11	15	12
4	Acceptance of Terms and Conditions	2.5	5	3
	Total	87.8	99	81

VII. Pricing Summary

Pricing was evaluated for the bidders who passed technical. An estimated 1-year scenario assuming the average of the past two years of ticket purchases of varying options was used to assess pricing and a full scope scenario which resulted in the following estimated charges. This scenario was only for evaluation purposes and does not represent actual anticipated usage, as actual utilization is done on an as-needed basis and will vary based on the Bureau's needs. Please refer to the pages below for the estimated scenario assessment, as well as the pricing summary for items offered by vendors.

Estimated Scenario Assessment for Pull TABS:

Pollard Banknote Limited

Pull TABS					Ticket Totals	Flares	Metallic Ink	Florescent Ink	Annual Totals
FY22	\$0.50	\$1.00	\$2.00	\$5.00					
Quantity	10,103,940	23,871,780	6,243,744	1,881,048	42,100,512	88,239	n/a	1,092,000	
Cost/Thousand	\$13.50	\$16.00	\$21.00	\$36.00		\$59.96	n/a	\$1.26	FY22
Base Printing Cost	\$136,403.19	\$381,948.48	\$131,118.62	\$67,717.73	\$717,188.02	\$5,290.83	n/a	\$1,375.92	\$723,854.78
FY23	\$0.50	\$1.00	\$2.00	\$5.00					
Quantity	10,013,220	23,143,320	6,478,992	1,929,876	41,565,408	89,240	638,664	1,146,600	
Cost/Thousand	\$15.39	\$18.24	\$23.94	\$41.04		\$51.00	\$1.47	\$1.44	FY23
Base Printing Cost	\$154,103.46	\$422,134.16	\$155,107.07	\$79,202.11	\$810,546.79	\$4,551.24	\$938.84	\$1,651.10	\$817,687.97
Pollard Banknote Limited	\$0.50	\$1.00	\$2.00	\$5.00					
Quantity	10,013,220	23,143,320	6,478,992	1,929,876	41,565,408	89,240	638,664	1,146,600	
Cost/Thousand	\$16.16	\$20.06	\$25.14	\$43.09		\$53.55	\$1.54	\$1.51	Pollard Banknote Limited
Base Printing Cost	\$161,813.64	\$464,255.00	\$162,881.86	\$83,158.36	\$872,108.85	\$4,778.80	\$983.54	\$1,731.37	\$887,096.27
Utilized cost per thousand is based on number of tabs and standard order quantity						Above feature quantities are approximate			

Estimated Scenario Assessment for Charity Games:

Arrow International, Inc. d/b/a Trade Products, Inc.

CGT Orders for 2022-2023		Arrow dba Trade Product Banded=Bundled/Bundling					Manufacturer Bid					
TICKETS SHIPPED							COST PER THOUSAND					
order qty	<1M	1-1.99M	2-2.99M	3M-3.99M	4-4.99M	Over 5M+	<1M	1-1.99M	2-2.99M	3-3.99M	4-4.99M	Over 5M+
Large Banded	37,637,360	27,679,390	12,096,000	3,801,600	0	5,184,000	\$20.53	\$19.37	\$18.79	\$18.79	\$18.79	\$18.79
Large NOT Banded	2,764,800	19,641,600	45,854,640	23,592,960	8,294,400	21,427,200	\$17.04	\$16.08	\$15.59	\$15.59	\$15.59	\$15.59
Large Banded W Seal Card	506,880	7,096,320	4,101,120	0	0	0	\$24.42	\$23.04	\$22.34	\$22.34	\$22.34	\$22.34
Large NOT Banded W Seal Card	0	1,013,760	0	0	0	0	\$22.99	\$22.57	\$21.91	\$21.91	\$21.91	\$21.91
Small Banded	2,446,080	0	0	0	0	0	\$19.08	\$18.01	\$17.47	\$17.47	\$17.47	\$17.47
Small NOT Banded	0	0	0	0	0	0	\$15.59	\$14.72	\$14.28	\$14.28	\$14.28	\$14.28
Small Banded W Seal Card	0	0	0	0	0	0	\$22.98	\$21.68	\$21.01	\$21.01	\$21.01	\$21.01
Small NOT Banded W Seal Card	0	0	0	0	0	0	\$21.54	\$21.21	\$20.60	\$20.60	\$20.60	\$20.60
Internal Evaluation	43,355,120	55,431,070	62,051,760	27,394,560	8,294,400	26,611,200						
EXTENDED COST												
order qty	<1M	1-1.99M	2-2.99M	3M-3.99M	4-4.99M	Over 5M+						
Large Banded	\$772,695	\$536,150	\$227,284	\$71,432	\$0	\$97,407						
Large NOT Banded	\$47,112	\$315,837	\$714,874	\$367,814	\$129,310	\$334,050						
Large Banded W Seal Card	\$12,378	\$163,499	\$91,619	\$0	\$0	\$0						
Large NOT Banded W Seal Card	\$0	\$22,881	\$0	\$0	\$0	\$0						
Small Banded	\$46,671	\$0	\$0	\$0	\$0	\$0						
Small NOT Banded	\$0	\$0	\$0	\$0	\$0	\$0						
Small Banded W Seal Card	\$0	\$0	\$0	\$0	\$0	\$0						
Small NOT Banded W Seal Card	\$0	\$0	\$0	\$0	\$0	\$0						
	2022-2023 Cost			\$3,951,013								
	Annual Cost			\$1,975,507								
	Years of Contract:			5								
	Cost of Tickets:			\$9,877,532.52								
	# of Tickets Shipped			223,138,110								
	Shipping Cost			\$198,592.92								
	Total Estimated Contract Cost			\$10,076,125.44								

Pollard Banknote Limited

CGT Orders for 2022-2023		Pollard w/7.5% discount		Banded=Bundled/Bundling			Manufacturer Bid					
TICKETS SHIPPED							COST PER THOUSAND					
order qty	<1M	1-1.99M	2-2.99M	3M-3.99M	4-4.99M	Over 5M+	<1M	1-1.99M	2-2.99M	3-3.99M	4-4.99M	Over 5M+
Large Banded	37,637,360	27,679,390	12,096,000	3,801,600	0	5,184,000	\$27.04	\$24.04	\$22.28	\$22.10	\$21.92	\$21.65
Large NOT Banded	2,764,800	19,641,600	45,854,640	23,592,960	8,294,400	21,427,200	\$23.54	\$20.54	\$18.78	\$18.60	\$18.42	\$18.15
Large Banded W Seal Card	506,880	7,096,320	4,101,120	0	0	0	\$28.16	\$24.87	\$22.94	\$22.72	\$22.51	\$22.23
Large NOT Banded W Seal Card	0	1,013,760	0	0	0	0	\$24.66	\$21.37	\$19.44	\$19.22	\$19.01	\$18.73
Small Banded	2,446,080	0	0	0	0	0	\$24.58	\$21.65	\$19.95	\$19.76	\$19.58	\$19.29
Small NOT Banded	0	0	0	0	0	0	\$21.08	\$18.15	\$16.45	\$16.26	\$16.08	\$15.79
Small Banded W Seal Card	0	0	0	0	0	0	\$25.70	\$22.47	\$20.61	\$20.38	\$20.17	\$19.87
Small NOT Banded W Seal Card	0	0	0	0	0	0	\$22.20	\$18.97	\$17.11	\$16.88	\$16.67	\$16.37
Internal Evaluation	43,355,120	55,431,070	62,051,760	27,394,560	8,294,400	26,611,200						
EXTENDED COST												
order qty	<1M	1-1.99M	2-2.99M	3M-3.99M	4-4.99M	Over 5M+						
Large Banded	\$1,017,714	\$665,413	\$269,499	\$84,015	\$0	\$112,234						
Large NOT Banded	\$65,083	\$403,438	\$861,150	\$438,829	\$152,783	\$388,904						
Large Banded W Seal Card	\$14,274	\$176,485	\$94,080	\$0	\$0	\$0						
Large NOT Banded W Seal Card	\$0	\$21,664	\$0	\$0	\$0	\$0						
Small Banded	\$60,125	\$0	\$0	\$0	\$0	\$0						
Small NOT Banded	\$0	\$0	\$0	\$0	\$0	\$0						
Small Banded W Seal Card	\$0	\$0	\$0	\$0	\$0	\$0						
Small NOT Banded W Seal Card	\$0	\$0	\$0	\$0	\$0	\$0						
	2022-2023 Cost			\$4,825,690								
	Annual Cost			\$2,412,845								
	Years of Contract:			5								
	Cost of Tickets:			\$12,064,224.45								
	# of Tickets Shipped			223,138,110								
	Shipping Cost			\$312,393.35								
	Total Estimated Contract Cost			\$12,376,617.80								

Pull TABS – Bidders Pricing:

Bidder		Page Numbers
1	Pollard Banknote Limited	18-19

Charity Games – Bidders Pricing:

Bidder		Page Numbers
1	Pollard Banknote Limited	20-21
2	Arrow International, Inc. d/b/a Trade Products, Inc.	22-23

Instant Games – Bidders Pricing:

Bidder		Page Numbers
1	Pollard Banknote Limited	24-29
2	IGT Global Solutions Corporation	30-32
3	Scientific Games, LLC	33-42

VIII. Negotiations

Second round pricing was offered. Pollard Banknote Limited offered updated pricing for Charity Games and Instant Games. Arrow International, Inc. d/b/a Trade Products, Inc. also offered updated pricing for Charity Games. Scientific Games, LLC also offered updated pricing for Instant Games. Final pricing is reflected in the page numbers listed above.

IX. Award Recommendation

Award recommendations are made to the responsive and responsible Bidders who offer the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of the factors stated in the Proposal Instructions Evaluation Process section, and price.

Pollard Banknote Limited, Arrow International, Inc. d/b/a Trade Products, Inc., and IGT Global Solutions Corporation provided the best value to the State. As part of the best value determination, overall economic impact to the State of Michigan was considered and is not a determinative factor in making this award. Best value factors for Award Recommendation include:

a. Pull TABS - Pollard Banknote Limited

- Pollard Banknote has extensive experience with Michigan's pull-tab market.
- In their proposal response to Section 1.4.h.6. Play Symbols, Pollard stated they have recently approved a capital investment that will improve the alignment and registration of play symbols beneath the play windows resulting in consistent and proper registration of the symbols when the windows are opened by a player.

- In their proposal response to Section 1.4. i. Incentives, Pollard offers an Incentive program that adds value for sales teams and the addition of new retailers. Pollard Banknote will launch a Customer Loyalty Program allowing existing Maxim retailers a special discount toward the purchase of a new Maxim vending machine.

b. Charity Games - Arrow International, Inc. d/b/a Trade Products, Inc.

- In their proposal response to Section 1.3. Proprietary and Patented Play Styles & Licensed Properties, Arrow International stated that they own patented play styles for the Bureau to use at no additional cost.
- In their proposal response to Section 1.4.c.15. Marketing Services, Promotions, and Merchandising, Arrow International stated Blue Bay South and its affiliated distributors were recently acquired by Bow Distributing, which is affiliated with Arrow and Trade Products. Accordingly, Contractor can more directly involve Blue Bay's sales distribution team in marketing and research where appropriate and requested by the Bureau.
- In their proposal response to Section 1.8 Warranties, the Joint Evaluation Committee found Arrow International's warranties to be strong and in favor of the State of Michigan.
- Arrow International has extensive experience with Michigan's Charity Gaming market.
- In their proposal response to Section 14.1. Environmental and Energy Efficient Product Standards, Arrow International provides robust environmental production methods.
- The Joint Evaluation Committee found value in Section 15. Other Value, as there would be no change from the Bureau's current supplier or create additional orientation or transition administrative burden for the Bureau.

c. Instant Games: Primary Award - Pollard Banknote Limited

- In their proposal response to Section 1.3. Prize Structure, the Joint Evaluation Committee found best value in Pollard's ProtectBuild System.
- In their proposal response to Section 1.5. Licensed Properties, Pollard Banknote will furnish one licensed property per contract year at no cost to the Bureau.
- In their proposal response to Section 1.6. Randomization, the Joint Evaluation Committee agreed Pollard's ProtectBuild platform has a robust configuration.
- In their proposal response to Section 1.15. Warranties, Pollard warrants their tickets for up to 36 months from the delivery date of the game.
- The Joint Evaluation Committee found Pollard's response to Section 1.17.a. Ticket Production Standards, provided excellent standards with their book tracking system that is capable of accurately detecting broken books in addition to the new Press Side Quality Management that performs file-to-file inspection looking for printing defects, flaws, missing symbols, or characters which reduces human error.

- In their proposal response to Section 2.5. Marketing Services, Promotions, and Merchandising, the Joint Evaluation Committee found best value in Pollard's participation in the Michigan Lottery Annual Conference, access to SMART and Weekly Sales Dashboard, as well as Pollard's Retail Enhancement Program, and Player Surveys.
- The Joint Evaluation Committee found Pollard's response to Section 3.5.a. Plant Storage, best value with security 24/7/365.
- In their proposal response to Section 3.5.c. Disaster Recovery and Contingency Plan 6, Pollard provides multiple facilities to serve the Bureau.
- In their proposal response to Section 3.5.h. Assurances, Pollard goes above and beyond what is required by the Bureau regarding background checks.
- Section 2. Company Background Information of the Vendor Questions Worksheet, the Joint Evaluation Committee found best value in Pollard's partnerships and strategic relationships with NeoPollard Interactive LLC, Alchemy3, and National Guard Association of Michigan.

d. Instant Games: Secondary Award - IGT Global Solutions Corporation

- In their proposal response to Section 1.13. Validation Information and Records, IGT provides an exceptional process for obtaining reconstruction results and exceeds the Bureaus requirements.
- In their proposal response to Section 1.15. Warranties, IGT offers a 36-month warranty from delivery date and offers replacement tickets or credits to the Bureau.
- The Joint Evaluation Committee found IGT's response to Section 1.17.c Ticket Testing, to have exceptional testing standards that exceed the Bureaus requirements under this section.
- The Joint Evaluation Committee found IGT's response to Section 3.5.a. Plant Storage, goes beyond the minimum requirements for plant storage.

An award Recommendation is made in the following amounts:

- Pull Tabs
 - Pollard Banknote Limited in the amount of \$4,500,000.00
- Charity Games
 - Arrow International, Inc. d/b/a Trade Products, Inc. in the amount of \$10,000,000.00
- Instant Games
 - Pollard Banknote Limited as Primary in the amount of \$130,500,000.00
 - IGT Global Solutions Corporation as Secondary in the amount of \$15,000,000.00

Pull Tabs – Pollard Banknote Limited

SCHEDULE B2 - Pull-Tab Pricing		
VALIDATION PULL TAB TICKET PRICES		
PRICE POINT	2-5/8" X 1-7/8" Up to three (3) tabs	4-1/4" x 1-7/8" Up to Seven (7) tabs
Order Quantities in Millions	Ticket price per thousand	Ticket price per thousand
0.1 to 0.99	\$41.50	\$43.09
1 to 1.99	\$21.55	\$25.14
2 to 3.99	\$16.16	\$20.06
4 - 5.99	\$15.83	\$17.62
6 and over	\$15.83	\$17.62
Under 0.5	Promotional Tickets/ Special Runs	\$48.45

ADDITIONAL FEATURES		
DESIGN FEATURE		Feature price per thousand
Fluorescent Inks	3 tab	\$0.93
	5 - 7 tabs	\$1.51
Metallic Inks	3 tab	\$1.54
	5 - 7 tabs	\$2.50
Variable/Specialty Game	5 - 7 tabs	<i>To be quoted separately based on</i>
e.g. Trivia Q&A/Joke & Punchline		<i>game specifications</i>
		Feature price per additional scene
Scene Pulse	5 - 7 tabs	\$1500 per additional scene

ADDITIONAL SUPPORT		
		Flare price per thousand
4x8 Flare		\$62.96

3x6 Flare		\$53.55
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THIRD-PARTY RESEARCH		
RESEARCH		Cost
Focus Testing		TBD based on specifications
Player Survey		TBD based on specifications

PULL TAB VENDING MACHINE SERVICE		
SERVICE FEE	Unit	Cost
Relocation/Maintenance Call	Each	\$150.00
Mileage	Mile	IRS mileage rate - currently \$0.65

Charity Games – Pollard Banknote Limited

SCHEDULE B3 - Charity Game Pricing			
CHARITY GAME TICKET PRICES - SMALL**			
PRICE POINT	2-9/16" X 1-7/8" with Seal Card	2-9/16" X 1-7/8" <u>without</u> Seal Card	Cost for Shipping to Suppliers
Order Quantities in Millions	Ticket price per thousand	Ticket price per thousand	Cost per thousand*
0.1 to 0.99	\$24.00	\$22.79	\$1.40
1 to 1.99	\$20.51	\$19.62	\$1.40
2 to 2.99	\$18.50	\$17.78	\$1.40
3 to 3.99	\$18.25	\$17.58	\$1.40
4 to 4.99	\$18.02	\$17.38	\$1.40
5 and above	\$17.70	\$17.07	\$1.40

CHARITY GAME TICKET PRICES - LARGE**			
PRICE POINT	3-7/8" X 1-7/8" with Seal Card	3-7/8" X 1-7/8" <u>without</u> Seal Card	Cost for Shipping to Suppliers
Order Quantities in Millions	Ticket price per thousand	Ticket price per thousand	Cost per thousand*
0.1 to 0.99	\$26.66	\$25.45	\$1.40
1 to 1.99	\$23.10	\$22.21	\$1.40
2 to 2.99	\$21.02	\$20.30	\$1.40
3 to 3.99	\$20.78	\$20.11	\$1.40
4 to 4.99	\$20.55	\$19.91	\$1.40
5 and above	\$20.25	\$19.62	\$1.40

THIRD-PARTY RESEARCH		
RESEARCH		Cost
Focus Testing		TBD based on specifications
Player Survey		TBD based on specifications

BUNDLING

In an effort to provide the Bureau with the most competitive pricing, we have provided bundling as an option cost:
 Bundling - Add \$3.50 per thousand tickets

TICKET SIZES

Large ticket size is 1.8" x 3.750"
 Small ticket size is 1.8" x 2.625"

NOTES

* Minimum shipment to Suppliers is 25 cases.

**** A 7.5% discount to order quantity price matrices applies if Pollard Banknote is awarded primary/exclusive contracts for instant game tickets, pull-tab tickets, and charity game tickets.**
Pricing above contemplates warehousing of up to 20 million tickets at any given time. Should the Lottery require warehousing above 20 million tickets, a cost of \$15 per skid, per month will apply (subject to space availability).

Charity Games – Arrow International, Inc. d/b/a Trade Products, Inc.

SCHEDULE B3 - Charity Game Pricing			
CHARITY GAME TICKET PRICES - SMALL			
PRICE POINT	2-9/16" X 1-7/8" with Seal Card	2-9/16" X 1-7/8" <u>without</u> Seal Card	Cost for Shipping to Suppliers
Order Quantities in Millions	Ticket price per thousand	Ticket price per thousand	Cost per thousand
0.1 to 0.99	\$22.98	\$19.08	\$0.89
1 to 1.99	\$21.68	\$18.01	\$0.89
2 to 2.99	\$21.01	\$17.47	\$0.89
3 to 3.99	\$21.01	\$17.47	\$0.89
4 to 4.99	\$21.01	\$17.47	\$0.89
5 and above	\$21.01	\$17.47	\$0.89

CHARITY GAME TICKET PRICES - LARGE			
PRICE POINT	3-7/8" X 1-7/8" with Seal Card	3-7/8" X 1-7/8" <u>without</u> Seal Card	Cost for Shipping to Suppliers
Order Quantities in Millions	Ticket price per thousand	Ticket price per thousand	Cost per thousand
0.1 to 0.99	\$24.42	\$20.53	\$0.89
1 to 1.99	\$23.04	\$19.37	\$0.89
2 to 2.99	\$22.34	\$18.79	\$0.89
3 to 3.99	\$22.34	\$18.79	\$0.89
4 to 4.99	\$22.34	\$18.79	\$0.89
5 and above	\$22.34	\$18.79	\$0.89

THIRD-PARTY RESEARCH		
RESEARCH		Cost
Focus Testing		
Player Survey		

CHARITY GAME TICKET PRICES - SMALL Non-Banded Incentive			
PRICE POINT	2-9/16" X 1-7/8" with Seal Card	2-9/16" X 1-7/8" without Seal Card	Cost for Shipping to Suppliers
Order Quantities in Millions	Ticket price per thousand	Ticket price per thousand	Cost per thousand
0.1 to 0.99	\$21.54	\$15.59	\$0.89
1 to 1.99	\$21.21	\$14.72	\$0.89
2 to 2.99	\$20.60	\$14.28	\$0.89
3 to 3.99	\$20.60	\$14.28	\$0.89
4 to 4.99	\$20.60	\$14.28	\$0.89
5 and above	\$20.60	\$14.28	\$0.89

CHARITY GAME TICKET PRICES - LARGE Non-Banded Incentive			
PRICE POINT	3-7/8" X 1-7/8" with Seal Card	3-7/8" X 1-7/8" without Seal Card	Cost for Shipping to Suppliers
Order Quantities in Millions	Ticket price per thousand	Ticket price per thousand	Cost per thousand
0.1 to 0.99	\$22.99	\$17.04	\$0.89
1 to 1.99	\$22.57	\$16.08	\$0.89
2 to 2.99	\$21.91	\$15.59	\$0.89
3 to 3.99	\$21.91	\$15.59	\$0.89
4 to 4.99	\$21.91	\$15.59	\$0.89
5 and above	\$21.91	\$15.59	\$0.89

Instant Games – Pollard Banknote Limited

OFFERED OPTIONS	PRICE
VALUE-ADDED INCENTIVES	
Retail and Market Research Incentives	
Retail Enhancement Program	No Charge
Online Player Surveys	No Charge
Digital Menu Board Pilot Program	One-year pilot program of 20 units at no charge Initial set-up and first year maintenance fees are waived
Access to SMART and weekly sales dashboard	No charge
SMART™ Training (ad hoc)	No Charge
Monthly Regional presentations	No charge
Annual Michigan Lottery conference presentation by Pollard Banknote	No charge
Training Incentives	
Launch Strategies and Forecasting Training (2 sessions/year plus additional sessions as needed)	No Charge
Prize Structure Development and Analysis Training (3 sessions/year plus additional sessions as needed))	No Charge
Instant Tickets 101: Workflow and Printing Training (minimum 1 session/year)	No Charge
Industry 101 (1 session/year plus additional sessions as needed)	No Charge
Travel and accommodation to attend Pollard Banknote conferences for up to two (2) Michigan Lottery representatives per conference	No Charge
Bimonthly/Annual Plant Tours	No Charge
Print Features	
Addition of Scratch FX® to ITVM Cards	No additional charge for Scratch FX® upgrade for ITVM cards when ordered for a Scratch FX® game
Bundling Instant Game, Pull-Tab, and Charity Game Tickets Contracts Incentives	
\$100,000 Marketing Promotions Fund	N/A
Pricing discount of 6% applied to Schedule B3 – Charity Game Tickets Pricing	N/A
Travel and accommodation to attend Pollard Banknote conference (globalXchange) for the Lottery's Pull-tab Manager throughout the contract period.	No Charge
INSTANT TICKET STOCK	
Clear Play™	\$20,000 per game plus \$2.50 per square inch of ticket, per 1,000 tickets
Eco Scratch ReNew™	\$0.22 per square inch of ticket, per 1,000 tickets
Forest Stewardship Council® (FSC) 10pt stock	\$0.10 per square inch of ticket, per 1,000 tickets
Forest Stewardship Council® (FSC) 8pt Stock	\$0.08 per square inch of ticket, per 1,000 tickets
Forest Stewardship Council® (FSC) Recycled Stock, containing 10% Post-consumer Waste 10pt	\$0.25 per square inch of ticket, per 1,000 tickets
100 lb stock that contains 10% post-consumer recycled content and between 10-30% pre-consumer recycled content.	Price to be negotiated based on final specifications
Recycled Stock containing 10% Post-consumer Waste 10pt	\$0.15 per square inch of ticket, per 1,000 tickets
100% post-consumer recycled content stock that is white on both sides (non-coated).	Price to be negotiated based on final specifications
PRINT INNOVATIONS	
Scratch FXtra™	\$10,000 per game plus \$2.25 per square inch of ticket, per 1,000 tickets
Spectrum Scratch FXtra™	\$10,000 per game plus \$2.25 per square inch of ticket, per 1,000 tickets
Custom and Registered FX® Holographs and Patterns	Price to be negotiated based on final specifications
Winning Combinations: Gloss FX® + Scented ink	\$5,000 per game plus \$0.31 per square inch of ticket, per 1,000 tickets
Winning Combinations: Sand Ink Plus + Neon ink	\$0.60 per square inch of ticket, per 1,000 tickets
Winning Combinations: Scratch FX® + Gloss FX™	\$3,000 per game plus \$1.55 per square inch of ticket, per 1,000 tickets
Winning Combinations: Scratch FX® + Neon ink	\$3,000 per game plus \$1.55 per square inch of ticket, per 1,000 tickets
Winning Combinations: Scratch FX™ + Pure Pastels	\$3,000 per game plus \$1.55 per square inch of ticket, per 1,000 tickets
Winning Combinations: Scratch FX® + Neon ink+Soft Touch	Price to be determined
Extended Play - Four Color Process	\$0.17 per square inch of ticket, per 1,000 tickets
Extended Play - Full Bleed	\$0.04 per square inch of ticket, per 1,000 tickets
Action Pack™	Price to be negotiated based on final specifications
Double Play®	Price to be negotiated based on final specifications
Jumbo Pop 'n' Play™	Price to be negotiated based on final specifications
Playbook Mini™	Price to be negotiated based on final specifications
PlayBook Shapes™	Price to be negotiated based on final specifications
PlayBook®	Price to be negotiated based on final specifications
Pop 'n' Play™	Price to be negotiated based on final specifications

Pull Tab Plus®	Price to be negotiated based on final specifications
Scratch Tab™	Price to be negotiated based on final specifications
2 Can Play™/Multi-Player Games	Price to be negotiated based on final specifications
Big Ticket™	Price to be negotiated based on final specifications
Big Ticket Pop-Ups™	Price to be negotiated based on final specifications
Gift Tags	Price to be negotiated based on final specifications
Pic Play™	Price to be negotiated based on final specifications
Play 2 and Play 6	Price to be negotiated based on final specifications
Pop-Up Scratch-Off™	\$5,000 per game plus \$0.50 per square inch of ticket, per 1,000 tickets
Pouched Games	Price to be negotiated based on final specifications
The Big Spin	Price to be negotiated based on final specifications
Progressive Jackpot Games	Price to be negotiated based on final specifications
Flip Side™	Price to be negotiated based on final specifications
EasyPack™	Price to be negotiated based on final specifications
EasyPack Extra™	Price to be negotiated based on final specifications
EasyPack XL™	Price to be negotiated based on final specifications
Big Ticket™ Die-Cut	Price to be negotiated based on final specifications
Game Changer	Price to be negotiated based on final specifications
Scene Xtreme™	Price to be negotiated based on final specifications
Gloss FX™	\$0.15 per square inch of ticket, per 1,000 tickets
Play FX™	Price to be negotiated based on final specifications
Deco FX™	Price to be negotiated based on final specifications
Iridescent FX™	Price to be negotiated based on final specifications
Glitter FX™	Price to be negotiated based on final specifications
Max FX™	Price to be negotiated based on final specifications
Sharp Fonts+	Price to be negotiated based on final specifications
Collect & Win	Price to be negotiated based on final specifications
Play Ur Pick™	Price to be negotiated based on final specifications
Neon Blends	Price to be negotiated based on final specifications
Metallic Ink	\$0.25 per square inch of ticket, per 1,000 tickets
Multi-color Translucent Marking System	\$0.38 per square inch of ticket, per 1,000 tickets
Custom Translucent	\$0.25 per square inch of ticket, per 1,000 tickets
Patterned Varnish	\$0.05 per square inch of ticket, per 1,000 tickets
Pearlescent Ink	\$0.37 per square inch of ticket, per 1,000 tickets
Pure Pastels	\$0.12 per square inch of ticket, per 1,000 tickets
Glow in the Dark	\$2.31 per square inch of ticket, per 1,000 tickets
Spot Matte UV Varnish	\$0.04 per square inch of ticket, per 1,000 tickets
Spot UV varnish	\$0.04 per square inch of ticket, per 1,000 tickets
The Touchables™: Raised Gloss	\$0.55 per square inch of ticket, per 1,000 tickets
The Touchables™: Sand Plus ink	\$0.48 per square inch of ticket, per 1,000 tickets
The Touchables™: Soft Touch	\$0.11 per square inch of ticket, per 1,000 tickets
Ultra Violet inks	\$0.12 per square inch of ticket, per 1,000 tickets
Color shift inks	\$2.25 per square inch of ticket, per 1,000 tickets
Die-cut ticket (Complex)	\$7,500 per game plus \$0.50 per square inch of ticket, per 1,000 tickets
Die-cut ticket (Moderate)	\$5,000 per game plus \$0.30 per square inch of ticket, per 1,000 tickets
Die-cut ticket (Simple)	\$4,000 per game plus \$0.15 per square inch of ticket, per 1,000 tickets
Three Color Imaging	\$7,500 per game plus \$0.40 per square inch of ticket, per 1,000 tickets
Four Color Imaging	\$7,500 per game plus \$0.50 per square inch of ticket, per 1,000 tickets
ADDITIONAL SUPPORT AND MARKET RESEARCH SERVICES	
Instant Optimization Study	Price to be negotiated based on final specifications
Instant Ticket Players Segmentation Study	Price to be negotiated based on final specifications
Retail Traffic Data Collection and Analysis	Price to be negotiated based on final specifications
Additional Market Research Studies	Price to be negotiated based on final specifications
Additional Training and Development	Price to be negotiated based on final specifications
Merchandisers	Price to be negotiated based on final specifications
Staffing Augmentation Services	Price to be negotiated based on final specifications
LICENSED GAMES	
Chevrolet® Silverado®	Price to be negotiated based on final specifications
Frogger	Price to be negotiated based on final specifications
PAC-MAN®	Price to be negotiated based on final specifications
Ms.PAC-MAN®	Price to be negotiated based on final specifications
Tetris®	Price to be negotiated based on final specifications
Atari® (PONG®, Asteroids®, Centipede®, Missile Command™, Tempest®)	Price to be negotiated based on final specifications
GALAGA™	Price to be negotiated based on final specifications

DIG DUG™	Price to be negotiated based on final specifications
America's Got Talent	Price to be negotiated based on final specifications
Corvette® Stingray™	Price to be negotiated based on final specifications
Hold 'Em Poker	Price to be negotiated based on final specifications
Ultimate Getaway	Price to be negotiated based on final specifications
Single, Double, Triple Play Bingo™	Price to be negotiated based on final specifications
Jaws™	Price to be negotiated based on final specifications
Universal Monsters™ (Dracula™, Frankenstein™, Bride of Frankenstein™, The Mummy™, The Wolf Man™, and Creature from the Black Lagoon™)	Price to be negotiated based on final specifications
Hot Stuff™	Price to be negotiated based on final specifications
Win for Life	Price to be negotiated based on final specifications
MENU BOARDS AND DISPENSERS	
Digital Menu Board	Price to be negotiated based on final specifications
Lighted Menu Boards	Price to be negotiated based on final specifications
Instant Ticket Menu Board w/Optional Promoter	Price to be negotiated based on final specifications
Waterfall Ticket Menu Board	Price to be negotiated based on final specifications
On-Counter Displays	Price to be negotiated based on final specifications
Custom Retail Displays	Price to be negotiated based on final specifications
InstaScreen™	Price to be negotiated based on final specifications
Play Center	Price to be negotiated based on final specifications
The Lottery Center™	Price to be negotiated based on final specifications
Lighted Side Panel Dispensers	Price to be negotiated based on final specifications
INNOVATIVE POS DISPLAY PRODUCTS	
Augmented Retailer (AR) Viewfinder	Price to be negotiated based on final specifications
Jackpot Communicator	Price to be negotiated based on final specifications
Modular Mini Units	Price to be negotiated based on final specifications
Fabricated Dispenser w/Colored Surround	Price to be negotiated based on final specifications
HALO Dispenser Kit	Price to be negotiated based on final specifications
Specialty point of sale items	Price to be negotiated based on final specifications
SELF-SERVE AND IN-LANE RETAIL SOLUTION	
easyVEND™	Price to be negotiated based on final specifications
QUICKTICKET	Price to be negotiated based on final specifications
In-Lane Activation Platform™	Price to be negotiated based on final specifications
Scan Activ™	Price to be negotiated based on final specifications
Scratch & WINDOW Games™	Price to be negotiated based on final specifications
In-Lane Ticket Display/Dispenser	Price to be negotiated based on final specifications
Select 4™	Price to be negotiated based on final specifications
DIGITAL SOLUTIONS	
Lottery Utility Apps	Price to be negotiated based on final specifications
xtraplayGAMES™	Price to be negotiated based on final specifications
XpressGAMES™	Price to be negotiated based on final specifications
Mobile Cashing App	Price to be negotiated based on final specifications
playrHUB™	Price to be negotiated based on final specifications
LOTTERY OPTIMIZATION TOOLS	
optiFORCE™ Salesforce Automation Tool	Price to be negotiated based on final specifications
retailerHUB™ Retailer Engagement Portal	Price to be negotiated based on final specifications
ADDITIONAL OFFERED OPTIONS	
Quick Link™ with Variable QR Codes	Price to be negotiated based on final specifications
QuickLink™ with Static QR Codes	\$0.25 per thousand tickets
Split Balancing	\$2,500 per game
Complex Programming	\$150 per hour
Scored and Folded Tickets	\$3,500 per game plus \$0.12 per square inch of ticket, per 1,000 tickets
Scored Tickets	\$1.95 per thousand ticket
Specialty Inserts	\$1.00 per square inch of ticket, per 1,000 tickets
Ticket Stub Feature with Imaging	\$1,000 per game plus \$0.25 per thousand tickets
Ticket Stub Feature without Imaging	\$0.25 per thousand ticket
Second Chance Promotions - Non-licensed Games	Price to be negotiated based on final specifications
Graphic Pulsing, with Common Wireframes across all Pulses	\$6,000 per pulse
Matching Inserts to Pack / Book	\$0.15 per pack
Credit for Replacing External Game Audit Requirement by Pollard Banknote's Internal Game Audit	\$1,000 per game
Tuck and Fold Packaging	\$0.15 per pack
Full Accountability Balancing	\$10,000 per game plus \$0.30 per square inch of ticket, per 1,000 tickets
Non-Press Printed Test Game	Price to be negotiated based on final specifications
Barcode under Scratch-off	Price to be negotiated based on final specifications
Game Reorder with base Graphic Color Changes	Price to be negotiated based on final specifications

Game Reorder with Base Graphic Design Changes	Price to be negotiated based on final specifications
Game Reorder with Latex / Overprint Color Changes	Price to be negotiated based on final specifications
Game Reorder with Latex / Overprint Design Changes	Price to be negotiated based on final specifications
Game Reorder with Software Changes	Price to be negotiated based on final specifications
Credit for Game Reorder with No Changes	\$4,000 per game
Printed Shrinkwrap	\$0.10 per square inch of ticket, per 1,000 tickets
Play Area on Ticket Back with only Translucent	\$2,500 per game plus \$0.40 per square inch of ticket, per 1,000 tickets
Play Area on Ticket Back without Overprints	\$3,000 per game plus \$0.15 per square inch of ticket, per 1,000 tickets
Additional Perforations	\$0.25 per square inch of ticket, per 1,000 tickets
Graphic Benday	\$0.04 per square inch of ticket, per 1,000 tickets
Secure Ticket Destruction (For Third Party Products)	Price to be negotiated based on final specifications
Additional Regular Sized Samples	Price to be negotiated based on final specifications
Custom Samples	Price to be negotiated based on final specifications
Play Social	Price to be negotiated based on final specifications
Warehouse and Distribution Consultation Services	Price to be negotiated based on final specifications
Specialty Ticket Dispensers	Price to be negotiated based on final specifications
Specialty ITVM/Display	Price to be negotiated based on final specifications
Specialty Point of Sale Items	Price to be negotiated based on final specifications
Artwork Customer Initiated Amends	\$150 per hour
Specialty Finishing Features	Price to be negotiated based on final specifications
Licensed Interactive Web Games	Price to be negotiated based on final specifications
Accelerated Schedule Delivery	\$3,000 per game
Barcoded Coupons	\$10,000 per game plus \$0.75 per square inch of ticket, per 1,000 tickets
Percentage of Sales Pricing Model	Pricing and invoicing would be based on a percentage of sales revenue generated by the tickets/games. Price will be based on specifications and inclusions.

Instant Games - IGT Global Solutions Corporation

				Base Price	Price Break/Higher Ticket Vol.	Balancing	K-Color Process	All Flows	AdMT Offset	AdMT Offset on Back	Add'l GFI	Color Filter-Offset	Spectrum GFI	Color Filter- GFI	Dual Color Imaging			Fluorescent Ink	MegaColor	Fold-Over/ Flipover/ Scratch-Mat Back	Full Bleed			Holographic Paper	Full Board	Integrated Design	Microform	Picture Perfect	Scrolled			Scratch & Scratch (PDBA) /Gloss/ Spandex/Dual-Fit -10T Gloss**Holographic			Digital Printing			Scene Change	Synchronized Scenes			Threat Variable	Translucent Latex			UV Gloss	ITVM Cards	Secondary Base Price: This price replaces the price in column F	
Price Point	Book Size	Ticket Dimensions (W X H)	Lowest Ticket Quantity	Cost/Th	Cost/Th	Per Pack	Cost/Th	Cost/Th	Cost/Th	Cost/Th	Cost/Th	Flat Fee	Cost/Th	Flat Fee	Cost/Th	Set Up	Total Cost	Cost/Th	Cost/Th	Cost/Th	Cost/Th Front	Cost/Th Back	Total Cost	Cost/Th	Cost/Th	Cost/Th	Cost/Th	Cost/Th	Cost/Th	Set Up	Total Cost	Cost/Th	Set Up	Total Cost	Additional Scenes	Cost/Th	Set Up	Total Cost	Flat Fee	Cost/Th	Set Up	Total Cost	Cost/Th	Cost/Th Front	Cost/Th Back	Total Cost	Cost/Th	Cost/Th	Cost/Th

11 Gsm	300 tickets	2' x 4"	8,000,000	\$12.93	\$12.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.32	\$0.00	\$1,500	n/a	\$2,500	\$2.80	\$0.10	\$3.38	\$1.32	\$11.60	\$10.00	n/a	\$0.00	\$15.60	\$5.20	\$11.60	n/a	\$11.60	\$2.80	\$0.16	\$3.38	\$18.00	\$0.10	\$18.36	\$0.06	\$10.60	\$0.63	\$40.63	\$995	\$3.20	\$0.33	\$3.53	\$0.60	\$0.90	n/a	\$0.90	\$0.64	\$1,000	\$8.56
12 Gsm	200 tickets	4.5' x 4"	7,200,000	\$24.16	\$22.62	\$0.00	\$0.00	\$0.00	\$0.72	\$0.00	\$3,500	n/a	\$2,500	\$6.50	\$0.60	\$6.99	\$2.52	\$26.10	\$40.50	\$0.00	n/a	\$0.00	\$29.50	\$11.20	\$26.10	n/a	\$26.10	\$6.50	\$0.60	\$6.99	\$40.50	\$0.60	\$41.10	\$0.07	\$99.10	\$1.04	\$90.14	\$995	\$7.20	\$0.42	\$7.62	\$0.90	\$2.16	n/a	\$2.16	\$1.44	\$3,000	\$17.80
15 Gsm	100 tickets	5.5' x 4"	4,200,000	\$33.68	\$31.26	\$0.00	\$0.00	\$0.00	\$0.80	\$0.00	\$5,500	n/a	\$3,500	\$7.70	\$1.20	\$8.90	\$3.08	\$31.90	\$49.50	\$0.00	n/a	\$0.00	\$34.90	\$14.20	\$31.90	n/a	\$31.90	\$7.70	\$1.20	\$8.90	\$49.50	\$1.20	\$50.70	\$0.12	\$108.30	\$1.79	\$110.60	\$995	\$8.00	\$0.73	\$8.73	\$1.10	\$2.40	n/a	\$2.40	\$1.70	\$1,000	\$22.10
110 Gsm	60 tickets	7.5' x 4"	4,200,000	\$40.53	\$46.50	\$0.00	\$0.00	\$0.00	\$1.20	\$0.00	\$5,500	n/a	\$3,500	\$16.50	\$1.10	\$16.60	\$4.20	\$45.50	\$67.50	\$0.00	n/a	\$0.00	\$58.50	\$19.50	\$45.50	n/a	\$45.50	\$10.50	\$1.10	\$16.60	\$67.50	\$1.10	\$68.60	\$0.12	\$148.30	\$1.78	\$150.08	\$995	\$12.00	\$0.71	\$12.71	\$1.50	\$3.60	n/a	\$3.60	\$2.40	\$1,000	\$29.78
120 Gsm	30 tickets	11' x 4"	6,100,000	\$52.95	\$52.42	\$0.00	\$0.00	\$0.00	\$1.76	\$0.00	\$5,500	n/a	\$2,500	\$15.40	\$0.90	\$16.30	\$6.16	\$49.60	\$90.00	\$0.00	n/a	\$0.00	\$55.60	\$29.00	\$49.60	n/a	\$49.60	\$0.90	\$0.90	\$16.30	\$90.00	\$0.90	\$90.90	\$0.10	\$217.80	\$1.47	\$219.27	\$995	\$17.60	\$0.59	\$18.19	\$2.30	\$5.28	n/a	\$5.28	\$3.52	\$3,000	\$40.65
100 Gsm	20 tickets	11' x 4"	6,000,000	\$52.17	\$51.40	\$0.00	\$0.00	\$0.00	\$1.76	\$0.00	\$5,500	n/a	\$3,500	\$15.40	\$0.80	\$16.20	\$6.16	\$49.60	\$90.00	\$0.00	n/a	\$0.00	\$55.60	\$29.00	\$49.60	n/a	\$49.60	\$0.80	\$0.80	\$16.20	\$90.00	\$0.80	\$89.80	\$0.09	\$217.80	\$1.45	\$219.25	\$995	\$17.60	\$0.59	\$18.19	\$2.30	\$5.28	n/a	\$5.28	\$3.52	\$3,000	\$40.65
110 Gsm	20 tickets	11' x 4"	6,100,000	\$50.64	\$50.13	\$0.00	\$0.00	\$0.00	\$1.76	\$0.00	\$5,500	n/a	\$3,500	\$15.40	\$0.62	\$16.02	\$6.16	\$49.60	\$90.00	\$0.00	n/a	\$0.00	\$55.60	\$29.00	\$49.60	n/a	\$49.60	\$0.60	\$0.60	\$16.02	\$90.00	\$0.62	\$89.62	\$0.06	\$217.80	\$1.43	\$218.79	\$995	\$17.60	\$0.57	\$18.17	\$2.30	\$5.28	n/a	\$5.28	\$3.52	\$3,000	\$39.84

**Printing options not described in the Cost Tables should be listed and priced under Miscellaneous columns.
**Ticket questions based off the lowest tickets ordered per price point over two years. Subject to change based off market needs.
***Use price break based off higher ticket volume orders.

Price Point	Height	Width
12	4.5"	6"
15	5.5"	8"
20	7.5"	8"
25	11"	8"
30	13"	8"
35	15"	8"

Price Point	Tickets Per Pack	Total \$ Value
15	200	\$300
20	200	\$400
25	100	\$250
30	100	\$300
35	50	\$175
40	50	\$200
45	25	\$112.50
50	25	\$125

NOTES:
Base Price refers to 10 ft. x14" up to 8 process colors on Front of Ticket. Black color on Ticket back FSC included for Primary entree.
Price break in Column G is defined for an additional volume of 2.5M tickets.
Magnifier and Picture Perfect - we refer to this as dCP integrated Display and overprint graphics (per definition in G&A)
As per G&A we have provided a price grid for Secondary contract in column AY.
Scenes/Pulse Flat Fee is per each additional scene/pulse
ITVM Cards - Price is shown as a price/thousand ITVM cards.
Offset as defined in the G&A is the non-convertible area or frame graphics.
10T is Infinity Isolate is offered for the option Digital Printing.

Please see attached file for additional Options provided by 10T

				Color Reveal	Color Reveal Plus	Color Reveal Premium	Infinity Instants Ticket Front Symbols only	Infinity Instants Ticket Back Graphics	Infinity Instants per scene		Infinity Gleam		Foil Gleam™		Chroma Gleam™		Dynamic Gleam™		Crossword Corners/ Crossword Connect	Loteria		Push score		Extra perforation on a stub game		Extra perforation on a stub game with Imaging		4 CP ticket back	PMS color on ticket front	Additional White SOC	Matched pack inserts											
Price Point	Book Size	Ticket Dimension (H x W)		Lowest Ticket Quantity	Cost / Th	Cost / Th	Cost / Th	Cost / Th	Cost / Th	Set up Cost/Th	Cost per scene	Cost/Th	Set up Cost/Th	Total Cost	Cost/Th	Set up Cost/Th	Total Cost	Cost/Th	Set up Cost/Th	Total Cost	Cost/Th	Set up Cost/Th	Cost per scene	Total Cost	Cost/Th	Set up Cost/Th	Total Cost	Cost/Th	Set up Cost/Th	Total Cost	Cost/Th	Set up Cost/Th	Total Cost	Cost/Th	Cost/Th							
\$1 Game	300 tickets	2" x 4"	2	4	9,000,000	\$0.98	\$1.12	\$1.44	\$10.00	\$30.00	\$0.56	\$0.06	\$48.00	\$0.83	\$48.83	\$14.00	\$0.33	\$14.33	\$19.60	\$0.61	\$20.21	\$22.00	\$0.97	\$0.14	\$23.11	\$0.30	\$2.80	\$0.28	\$3.08	\$1.20	\$0.17	\$1.37	\$1.20	\$0.22	\$1.42	\$2.24	\$0.22	\$2.46	\$1.60	\$0.32	\$0.16	\$450.00
\$2 Game	200 tickets	4.5" x 4"	4.5	4	7,200,000	\$2.18	\$2.52	\$3.24	\$22.50	\$67.50	\$0.69	\$0.07	\$108.00	\$1.04	\$109.04	\$31.50	\$0.42	\$31.92	\$44.10	\$0.76	\$44.86	\$49.50	\$1.22	\$0.17	\$50.89	\$0.49	\$6.30	\$0.35	\$6.65	\$2.70	\$0.21	\$2.91	\$2.70	\$0.26	\$2.96	\$5.04	\$0.26	\$5.32	\$4.32	\$0.72	\$0.36	\$450.00
\$5 Game	100 tickets	5.9" x 4"	5.5	4	4,200,000	\$2.64	\$3.08	\$3.96	\$27.50	\$82.50	\$1.19	\$0.12	\$132.00	\$1.79	\$133.79	\$38.50	\$0.71	\$39.21	\$53.90	\$1.31	\$55.21	\$60.50	\$2.08	\$0.30	\$62.88	\$0.83	\$7.70	\$0.60	\$8.30	\$3.30	\$0.36	\$3.66	\$3.30	\$0.48	\$3.78	\$6.18	\$0.48	\$6.64	\$5.28	\$0.88	\$0.44	\$450.00
\$10 Game	60 tickets	7.5" x 4"	7.5	4	4,200,000	\$3.60	\$4.20	\$5.40	\$37.50	\$112.50	\$1.19	\$0.12	\$180.00	\$1.79	\$181.79	\$52.50	\$0.71	\$53.21	\$73.50	\$1.31	\$74.81	\$82.50	\$2.08	\$0.30	\$84.88	\$0.83	\$10.50	\$0.60	\$11.10	\$4.50	\$0.36	\$4.86	\$4.50	\$0.48	\$4.98	\$8.40	\$0.48	\$8.88	\$7.20	\$1.20	\$0.60	\$450.00
\$20 Game	30 tickets	11" x 4"	11	4	5,100,000	\$5.28	\$6.16	\$7.92	\$55.00	\$165.00	\$0.98	\$0.10	\$264.00	\$1.47	\$265.47	\$77.00	\$0.59	\$77.59	\$107.80	\$1.08	\$108.88	\$121.00	\$1.72	\$0.25	\$122.96	\$0.69	\$15.40	\$0.49	\$15.89	\$6.60	\$0.29	\$6.89	\$6.60	\$0.30	\$6.90	\$12.30	\$0.30	\$12.71	\$10.66	\$1.76	\$0.88	\$450.00
\$30 Game	20 tickets	11" x 4"	11	4	6,000,000	\$5.28	\$6.16	\$7.92	\$55.00	\$165.00	\$0.83	\$0.08	\$264.00	\$1.25	\$265.25	\$77.00	\$0.60	\$77.60	\$107.80	\$0.92	\$108.72	\$121.00	\$1.46	\$0.21	\$122.07	\$0.58	\$15.40	\$0.42	\$15.82	\$6.60	\$0.25	\$6.86	\$6.60	\$0.33	\$6.93	\$12.30	\$0.33	\$12.63	\$10.56	\$1.76	\$0.88	\$450.00
\$50 Game	20 tickets	11" x 4"	11	4	8,100,000	\$5.28	\$6.16	\$7.92	\$55.00	\$165.00	\$0.62	\$0.06	\$264.00	\$0.93	\$264.93	\$77.00	\$0.37	\$77.37	\$107.80	\$0.68	\$108.48	\$121.00	\$1.08	\$0.15	\$122.23	\$0.43	\$15.40	\$0.31	\$15.71	\$6.60	\$0.19	\$6.79	\$6.60	\$0.25	\$6.85	\$12.30	\$0.25	\$12.67	\$10.56	\$1.76	\$0.88	\$450.00

Note:
Additional options are added in this schedule for the Bureau's consideration
There are several other options in IGT's portfolio that do not fall under the ticket dimensions listed above, example Super Ticket

Instant Games - Scientific Games, LLC

Pricing For Intermediate Order Quantities to be Determined by Interpolation - *BEST and FINAL PRICING*

Price Point	Book Size	Ticket Dimensions (H X W)	Lowest Ticket Quantity

Base Price - Primary Vendor	Price Break/Higher Ticket Vol.	Price Break/Higher Ticket Vol.	Price Break/Higher Ticket Vol. Primary Vendor	Balancing	4-Color Process	All Flexo	Add'l Offset (Flexo 5 front display colors included in base)
Cost/Th	Order Qty.	Higher Order Qty. % Change	Cost/Th	Per Pack	Cost/Th	Cost/Th	Cost/Th

\$1 Game	300 tickets	2" x 4"	9,000,000
\$2 Game	200 tickets	4.5" x 4"	7,200,000
\$5 Game	100 tickets	5.5" x 4"	4,200,000
\$10 Game	60 tickets	7.5" x 4"	4,200,000
\$20 Game	30 tickets	11" x 4"	5,100,000
\$30 Game	20 tickets	11" x 4"	6,000,000
\$50 Game	20 tickets	11" x 4"	8,100,000

\$15.58	10,000,000	11.11%	\$14.87	\$0.40	\$0.00	\$0.00	\$0.56
\$28.03	30,000,000	316.67%	\$21.37	\$0.40	\$0.00	\$0.00	\$1.26
\$35.92	15,000,000	257.14%	\$25.94	\$0.30	\$0.00	\$0.00	\$1.54
\$43.71	10,000,000	138.10%	\$35.67	\$0.30	\$0.00	\$0.00	\$2.10
\$57.88	10,000,000	96.08%	\$51.27	\$0.30	\$0.00	\$0.00	\$3.08
\$57.96	10,000,000	66.67%	\$53.93	\$0.30	\$0.00	\$0.00	\$3.08
\$55.26	10,000,000	23.46%	\$53.93	\$0.30	\$0.00	\$0.00	\$3.08

****Printing options not described in the Cost Tables should be listed and priced under Miscellaneous columns.**

****Ticket quantities based off the lowest tickets ordered per price point over two years. Subject to change based off market needs.**

****List price break based off higher ticket volume orders.**

Price Point	Height	Width
\$1	2"	4"
\$2	4.5"	4"
\$5	5.5"	4"
\$10	7.5"	4"
\$20	11"	4"
\$30	11"	4"
\$50	11"	4"

Price Point	Tickets Per Pack	Total \$ Value
\$1	300	\$300
\$2	200	\$400
\$5	100	\$500
\$10	60	\$600
\$20	30	\$600
\$30	20	\$600
\$50	20	\$1,000

Add'l Offset on Back (Flexo 1 Ticket Back Display Color included in base)	Add'l OP (4 Overprint colors included in base)	Color Pulse - Offset (Flexo)	Spectrum OP (FouReal)	Color Pulse - OP	Dual Color Imaging			Fluorescent Ink	MegaColor	Fold-Over/ Flipside/ Scratch My Back	Full Bleed			Holographic Paper (base ticket includes 10pt.C-1-S)
Cost/Th	Cost/Th	Flat Fee	Cost/Th	Flat Fee	Cost/Th	Set Up	Total (Lowest Ticket Qty.) Cost	Cost/Th	Cost/Th	Cost/Th	Cost/Th Front	Cost/Th Back	Total Cost	Cost/Th

\$0.56	\$0.56	\$4,500	\$0.00	\$4,500	\$2.72	\$4,500	\$28,980	\$0.96	\$1.10	\$14.88	\$0.00	\$0.00	\$0.00	\$17.20
\$1.26	\$1.26	\$4,500	\$0.00	\$4,500	\$6.12	\$4,500	\$48,564	\$2.16	\$1.10	\$33.48	\$0.00	\$0.00	\$0.00	\$38.70
\$1.54	\$1.54	\$4,500	\$0.00	\$4,500	\$7.48	\$4,500	\$35,916	\$2.64	\$1.10	\$40.92	\$0.00	\$0.00	\$0.00	\$47.30
\$2.10	\$2.10	\$4,500	\$0.00	\$4,500	\$10.20	\$4,500	\$47,340	\$3.60	\$1.10	\$55.80	\$0.00	\$0.00	\$0.00	\$64.50
\$3.08	\$3.08	\$4,500	\$0.00	\$4,500	\$14.96	\$4,500	\$80,796	\$5.28	\$1.10	\$81.84	\$0.00	\$0.00	\$0.00	\$94.60
\$3.08	\$3.08	\$4,500	\$0.00	\$4,500	\$14.96	\$4,500	\$94,260	\$5.28	\$1.10	\$81.84	\$0.00	\$0.00	\$0.00	\$94.60
\$3.08	\$3.08	\$4,500	\$0.00	\$4,500	\$14.96	\$4,500	\$125,676	\$5.28	\$1.10	\$81.84	\$0.00	\$0.00	\$0.00	\$94.60

Foil Board (base ticket includes 10pt.C-1-S)	Integrated Design	Micromotion	Picture Perfect	Scented			Scratch FX/Scratch FXTRA/ Glam/ Sparkle/DuoFX (Lowest ticket Qty; reflects added value discount)			Digital Printing				Scene Change
Cost/Th	Cost/Th	Cost/Th	Cost/Th	Cost/Th	Set Up	Total (Lowest Ticket Qty) Cost	Cost/Th	Set Up	Total Cost	Additional Scenes	Cost/Th	Set Up	Total Cost	Flat Fee

\$5.20	\$0.00	\$12.80	n / a	\$6.00	\$5,500	\$59,500	\$12.00	\$4,000	\$112,000	n / a	n / a	n / a	n / a	\$1,800.00
\$11.70	\$0.00	\$28.80	n / a	\$13.50	\$5,500	\$102,700	\$27.00	\$4,000	\$198,400	n / a	n / a	n / a	n / a	\$1,800.00
\$14.30	\$0.00	\$35.20	n / a	\$16.50	\$5,500	\$74,800	\$33.00	\$4,000	\$142,600	n / a	n / a	n / a	n / a	\$1,800.00
\$19.50	\$0.00	\$48.00	n / a	\$22.50	\$5,500	\$100,000	\$45.00	\$4,000	\$193,000	n / a	n / a	n / a	n / a	\$1,800.00
\$28.60	\$0.00	\$70.40	n / a	\$33.00	\$5,500	\$173,800	\$66.00	\$4,000	\$340,600	n / a	n / a	n / a	n / a	\$1,800.00
\$28.60	\$0.00	\$70.40	n / a	\$33.00	\$5,500	\$203,500	\$66.00	\$4,000	\$400,000	n / a	n / a	n / a	n / a	\$1,800.00
\$28.60	\$0.00	\$70.40	n / a	\$33.00	\$5,500	\$272,800	\$66.00	\$4,000	\$538,600	n / a	n / a	n / a	n / a	\$1,800.00

Synchronized Scenes (Lowest Ticket Qty.)			Tinted Varnish	Translucent Latex SGI ClearMark - Reflects Added Value Discount - <u>Scratch My Back at Additional Charge, if required</u>			UV Gloss	ITVM Cards
Cost/Th	Set Up	Total Cost	Cost/Th	Cost/Th Front	Cost/Th Back	Total Cost	Cost/Th	Cost/Th

\$2.99	\$1,800.00	\$28,710	\$1.44	\$1.12	\$1.12	\$20,160	\$1.44	\$280.00
\$2.99	\$1,800.00	\$23,328	\$3.24	\$2.52	\$2.52	\$36,288	\$3.24	\$280.00
\$2.99	\$1,800.00	\$14,358	\$3.96	\$3.08	\$3.08	\$25,872	\$3.96	\$280.00
\$2.99	\$1,800.00	\$14,358	\$5.40	\$4.20	\$4.20	\$35,280	\$5.40	\$280.00
\$2.99	\$1,800.00	\$17,049	\$7.92	\$6.16	\$6.16	\$62,832	\$7.92	\$280.00
\$2.99	\$1,800.00	\$19,740	\$7.92	\$6.16	\$6.16	\$73,920	\$7.92	\$280.00
\$2.99	\$1,800.00	\$26,019	\$7.92	\$6.16	\$6.16	\$99,792	\$7.92	\$280.00

Misc. - Please refer to attached Separate Offered Option Price Schedule			Base Price - Lowest Ticket Quantity Secondary Vendor BAFO	Price Break/Higher Ticket Vol.	Price Break/Higher Ticket Vol.	Price Break/Higher Ticket Vol. Secondary Vendor BAFO
Cost/Th Front	Cost/Th Back	Total Cost	Cost/Th	Order Qty.	Higher Order Qty. % Change	Cost/Th

		\$0	\$14.10	10,000,000	11.11%	\$13.53
		\$0	\$26.08	30,000,000	316.67%	\$20.74
		\$0	\$32.91	15,000,000	257.14%	\$24.92
		\$0	\$40.63	10,000,000	138.10%	\$34.19
		\$0	\$50.53	10,000,000	96.08%	\$46.33
		\$0	\$51.84	10,000,000	66.67%	\$48.79
		\$0	\$49.78	10,000,000	23.46%	\$48.79

Scientific Games Offered Options

Additional Instant Ticket Options Offered by Scientific Games

SecurTag	\$.17 per square inch of total ticket area per 1,000 tickets
Perforated stub with scratch-off area	\$.18 per square inch of total ticket area per 1,000 tickets
Perforated stub without scratch-off area	\$.09 per square inch of total ticket area per 1,000 tickets
KDS360	No additional charge
FailSafe validation system	No additional charge
Continuous scene games (In addition to flat charge for multiple scenes)	\$ 3.99 per 1,000 tickets
Die-cutting	\$.40 per square inch of total ticket area per 1,000 tickets plus \$ 7,500.00 set-up
Spot matte coating	\$.09 per square inch of total ticket area per 1,000 tickets
Spot gloss Coating	\$.09 per square inch of total ticket area per 1,000 tickets
Three color imaging	\$.46 per square inch of total ticket area per 1,000 tickets plus \$ 8,500.00 set-up
Four color imaging	\$.58 per square inch of total ticket area per 1,000 tickets plus \$ 9,000.00 set-up
SGI Sparkle Select process	
Volume: 2,000,000 or less equivalent 2 x 4s:	\$ 2.35 per square inch of total ticket area per 1,000 tickets
Volume: 2,000,000–4,000,000 equivalent 2 x 4s	\$ 2.10 per square inch of total ticket area per 1,000 tickets
Volume: 4,000,000 equivalent 2 x 4s or more	\$ 1.75 per square inch of total ticket area per 1,000 tickets
<i>plus</i> Set-up charge, per each die required	\$5,000.00
Scientific Games Dimension process	
<i>plus</i> Set-up charge	\$3,500.00
Scientific Games HD Imaging Games with 1 color, black imaging	
per 1,000 tickets:	\$.62 per square inch of total ticket area per 1,000 tickets
plus Set-up charge:	\$4,500.00
<i>Pricing reflects added value discount</i>	
Set-up charge for custom HD fonts, if required (Add'l to printing set-up)	\$8,500.00

Scientific Games HD Imaging Games - 2 color imaging (black plus 1 color) per 1,000 tickets:	\$ 1.28 per square inch of total ticket area per 1,000 tickets
plus Set-up charge:	\$6,750.00
SciDe Note: Printing on the end of ticket packs in 1 color, black ink <i>plus</i> Set-up charge:	\$ 1.35 per 1,000 tickets \$6,500.00
Graphic ClearMark extended play marking system	\$.24 per square inch of total ticket area per 1,000 tickets
SureMark extended play marking system	\$.22 per square inch of total ticket area per 1,000 tickets
Four color process ticket back	\$.28 per square inch of total ticket area per 1,000 tickets
10 pt.C-1-S FSC-Certified stock instead of 10pt. C-1-S recyclable	\$.14 per square inch of total ticket area per 1,000 tickets
10 pt. C-1.5-S instead of 10pt. C-1-S stock	\$.12 per square inch of total ticket area per 1,000 tickets
10 pt. C-2-S instead of 10pt. C-1-S stock	\$.18 per square inch of total ticket area per 1,000 tickets
10pt. "Platinum" substrate instead of 10pt. C-1-S stock	\$ 1.10 per square inch of total ticket area per 1,000 tickets
Scratch My Back Premium two sided play tickets <i>plus</i> Set-up charge: {Scratch My Back produced in conjunction with foil substrate; foil substrate at additional charge}	\$ 2.11 per square inch of total ticket area per 1,000 tickets \$5,000.00
Graphic Pulse, per press stop as required by production	\$ 2,500.00 per each press stop
Graphic Pulse, per plate changed as required by production	\$ 1,500.00 per each plate changed
Accelerated delivery, per day	\$ 2,500.00 per each day
Programming of unusual or unique games	\$ 250.00 per each hour required
Expanded imaging	No additional charge
Multiple play areas/multiple play styles on a single ticket	No additional charge
Understand dual language feature	\$.50 per 1,000 tickets
Insert second, customer furnished pack insert (does not match pack number)	\$.30 per pack
Pearlescent coating	\$.10 per square inch of total ticket area per 1,000 tickets
Standard metallic ink, each	\$.16 per square inch of total ticket area per 1,000 tickets
Premium metallic ink, each	\$.20 per square inch of total ticket area per 1,000 tickets

Simulated foil	\$.30 per square inch of total ticket area per 1,000 tickets
Color Shifting Ink	\$.85 per square inch of total ticket area per 1,000 tickets
Graphic benday	\$.16 per square inch of total ticket area per 1,000 tickets
Ice Ink	\$.30 per square inch of total ticket area per 1,000 tickets
LuxVelvet	\$.09 per square inch of total ticket area per 1,000 tickets
LuxTouch Coating	\$.44 per square inch of total ticket area per 1,000 tickets
LuxTouch Ultra- Gold	\$.55 per square inch of total ticket area per 1,000 tickets
LuxShimmer	\$.34 per square inch of total ticket area per 1,000 tickets
LuxColor	\$.48 per square inch of total ticket area per 1,000 tickets
Inverted imaging of play area	\$.09 per square inch of total ticket area per 1,000 tickets plus \$ 1,200.00 set-up
The base ticket price does not include oversize sample tickets per game, per pulse. Oversize sample tickets	Negotiable pricing based on specifications
Point of Sale Materials	Negotiable pricing based on specifications
Newsletter	Negotiable pricing based on specifications
SGL proprietary play action games: Multi-line games, Big Bingo, Go To, <i>Linked Play</i> , Match & Win, Linked Play, Lucky Dice / Lucky Card Cash / Golden Spin, Roulette, Double Win, Lucky Colors, Money Drop, Three-Card Poker, Secret Cypher, Extreme Numbers, Dominos, Elimination, Texas Hold 'Em, Variplay (requires HD feature at additional charge)	.25% of game retail value
Gigantix, 8 inch wide instant tickets	
8" x 8" tickets	Negotiable pricing based on specifications
10" x 8" tickets	Negotiable pricing based on specifications
12" x 8" tickets	Negotiable pricing based on specifications
Bottleneckers (diecutting, add'l options are extra)	\$.40 per square inch of total ticket area per 1,000 tickets plus \$ 7,500.00 set-up
Gift Card Holders (diecutting, add'l options are extra)	\$.40 per square inch of total ticket area per 1,000 tickets plus \$ 7,500.00 set-up
Flip Top: Ticket score to enable fold-over by ultimate consumer	\$.40 per square inch of total ticket area per 1,000 tickets plus \$ 7,500.00 set-up
No omit games	\$ 9.00 per 1,000 tickets plus \$ 9,500.00 set-up
Secure ticket destruction at Scientific Games Alpharetta facility	\$ 550.00 per skid, plus freight to Alpharetta

Licensed properties - Primary vendor pricing includes the use of one (1) license per year, instant ticket to be printed by Scientific Games	Please see Scientific Games Licensed Properties rate card
Alternate ticket sizes	Negotiable pricing based on specifications
Alternate pack sizes	Negotiable pricing based on specifications
Variable messaging on ticket back Up to ten messages of no more than 75 characters to be printed one per ticket and randomly distributed throughout the game. Messages will be printed in an area large enough to encompass the largest message and the background of that area will have one fluorescent color.	\$.18 per square inch of total ticket area per 1,000 tickets
Punch N Play	\$ 1.15 per square inch of total ticket area per 1,000 tickets plus \$ 8,000.00 set-up
Linked Play Holographic	Add \$ 2.35 per square inch of total ticket area per 1,000 tickets
Integrated Holographic	Add \$ 2.35 per square inch of total ticket area per 1,000 tickets
Spotlight Games	No additional charge
Blowout Games	No additional charge
Pouches / Pouch tickets (PlayPak) / Zip Pouch	Negotiable pricing based on specifications
Skyline games, Pop N Pak	Negotiable pricing based on specifications
Punch N Play	\$ 1.15 per square inch of total ticket area per 1,000 tickets plus \$ 8,000.00 set-up
Break Open Games / Panel Games	Negotiable pricing based on specifications
Instant Party Games formerly Get Lucky (Card Game), Bingo Box	Negotiable pricing based on specifications
Retailer Games	Negotiable pricing based on specifications
Linked Games	Negotiable pricing based on specifications
Scientific Games Enhanced Partnership Program	Negotiable pricing based on specifications
Direct Mail Activities	Negotiable pricing based on specifications
InComm Gift Cards	Negotiable pricing based on specifications
SciQ	Negotiable pricing based on specifications
Infuse	Negotiable pricing based on specifications
GemSuite Retailer Performance Tools	Negotiable pricing based on specifications