

December 5, 2018

Questions re the Scratch Ticket Testing RFP

Lottery responses in red

1. Throughout the document, it is not clear if the successful bidder is a “company”, “contractor” or “subcontractor”. Please clarify what term is used to describe the successful bidder.

A subcontractor is a person or business who conducts work for the successful bidder. The other terms are used interchangeably in the RFP.

2. Page 8, section 3.4.1 Pass/Fail Criteria, point 2 – can the current contract with a US Lottery and the reference be the same Lottery? Additionally, what impact does geography have on a bidder’s capability/ability to test the product(s)? Tickets are printed by the three major printers in the United States and Canada.

Yes, the reference can be the same lottery as the qualifying lottery. We do not expect geography to impact the bidder’s capability/ability to test the products; however, if you are located outside of North America, it may be worthwhile for you to explain the impact (if any) of your location.

3. Page 13, point 2 – Advertising Injury – we are unfamiliar with this type of coverage. Please describe what is required here.

Please speak with your insurance broker. If you do not have or are unable to obtain this coverage, please note so in your response.

4. Page 14, point 3. We do not understand the requirement for automobile liability insurance as this has no impact from our perspective with regards to testing of tickets.

This is a standard insurance term for all State of Minnesota contracts. If you do not have or are unable to obtain this coverage, please note so in your response.

5. Page 18, section 4.4 Reports – The bidder must provide one report we have provided to a United States lottery in the past year. At the time of formulating a response to this RFP, we are currently under contract with a US Lottery (signed August 24, 2018) but to date have not provided any actual test reports. The Lottery in question is being operated by another Lottery client of ours (not US based). We have been performing work for this client for 16 years. Could we use one of their reports (with their permission) to fulfill this requirement and could they act as a reference? We also perform testing for 17 other lottery jurisdictions in North America and overseas.

Yes.

6. Section 3.4.1, item 2. Will a Canadian lottery (NASPL member) suffice to meet the requirements for current lottery contract and reference?

Yes.

7. Section 4.3, list of scratch ticket tests. We believe some of the tests listed are proprietary names for industry best practice tests GLI conducts. Could you please confirm that the named Kamar lifting test is generally known as a latex layer lifting test and that the named Linear taber abrader test is the same as a generally known Balance Beam Scrape adhesion test?

*As stated in the RFP, "For each test ... describe your approach to the test and to evaluating the results. If you do not do a test, or do not recommend the Lottery do a test, please explain."
Further, if your understanding of a test is that there is an equivalent, please describe why it is equivalent.*