



AMENDMENT NO. 8
to the
CONTRACT FOR INSTANT TICKET MANUFACTURING AND SERVICES
between the
TEXAS LOTTERY COMMISSION
and
IGT GLOBAL SOLUTIONS CORPORATION


WHEREAS, the Texas Lottery Commission (the “Commission” or “Texas Lottery”) and IGT Global Solutions Corporation with an assumed name in the State of Texas of “IGT Solutions Corporation” (formerly known as GTECH Corporation and as successor by merger to GTECH Printing Corporation) (“the Contractor”) (collectively, “the Parties”) entered into a contract for Instant Ticket Manufacturing and Services with an effective date of September 1, 2012, as amended by Amendment No. 1 effective December 3, 2014, Amendment No. 2 effective February 24, 2015, Amendment No. 3 effective September 24, 2015, Amendment No. 4 effective March 1, 2016, Amendment No. 5 effective September 6, 2016, Amendment No. 6 effective June 26, 2017, and Amendment No. 7 effective August 29, 2018 (collectively, the “Contract”);

WHEREAS, pursuant to Section IV of the Contract, the Parties may by mutual agreement modify the scope, personnel and prices set forth in the Contract;

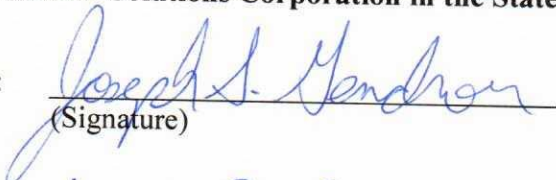
NOW, THEREFORE, pursuant to Section IV of the Contract, and for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree to amend the Contract as follows:

1. Attachment A to this Amendment No. 8 supersedes and replaces Contractor’s Revised Sealed Cost Proposal in Amendment No. 7, and shall apply during the Contract term and any renewal period. Attachment A is incorporated by reference and expressly made a part of this Amendment No. 8 and the Contract.
2. Except as amended hereby, all of the terms of the Contract remain in full force and effect. All capitalized terms not specifically defined herein shall have the meaning assigned to such terms in the Contract.
3. This Amendment shall be effective upon execution by both Parties.

TEXAS LOTTERY COMMISSION

By: 
GARY GRIEF
EXECUTIVE DIRECTOR
1/22/19
(Date)

IGT GLOBAL SOLUTIONS CORPORATION
(d/b/a IGT Solutions Corporation in the State of Texas)

By: 
(Signature)
Joseph S. Gendron
(Printed Name)
COO, Lottery
(Title)
1/15/19
(Date)

**IGT GLOBAL SOLUTIONS CORPORATION
(FORMERLY GTECH PRINTING CORPORATION)
ATTACHMENT H
REVISED SEALED COST PROPOSAL**

NOTE TO ALL PROSPECTIVE PROPOSERS: THE COST PROPOSAL MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE AS AN ATTACHMENT TO THE ORIGINAL PROPOSAL.

Payment will be based on cost per thousand tickets manufactured.

Options

As part of the base cost (price per thousand tickets) submitted by a Proposer, all items represented in the Proposal must be provided unless specifically identified as Invited, Offered or Specified Options. Any such options must be specifically detailed in the Proposal.

If the services represented in the Proposal are not clearly indicated as Invited, Offered or Specified Options, the cost for such services is included in the base price.

Offering a required item as an option may be cause for rejection of the Proposal.

Evaluation of the Cost Proposal

For purposes of evaluation and comparison, all cost cells for the Base Price and the following four Specified Options (Full UV Coating, Dual Color Imaging, Metallic Ink and Fluorescent Ink) will be evaluated. While all cost cells will be evaluated, some may have greater weight.

Common Price

The Texas Lottery's objective is to maximize revenue to the State of Texas through the selection of "industry best" games and those consistent with the Texas Lottery's current product mix and instant ticket strategy. The Texas Lottery evaluates games based on a variety of criteria including, but not limited to, sales performance, ticket theme, play style, planned start date and overall fit within the overall instant game portfolio. Using these criteria and others, the Texas Lottery also includes branded, proprietary or licensed games which it believes present the best opportunity for maximizing ticket sales and generating revenues for the State.

In working toward its objective to maximize revenue to the State of Texas through the selection of "industry best" games and those consistent with the Texas Lottery's current product mix and instant ticket strategy, the Texas Lottery believes that utilizing multiple vendors for instant ticket manufacturing and services promotes competition, optimizes vendor performance and enhances business resumption capabilities.

The Texas Lottery desires to select multiple Successful Proposers that demonstrate superior technical quality and service and that offer competitive pricing.

The Texas Lottery, through negotiations with all Apparent Successful Proposers, desires to establish common prices for the goods/services included in the Base Price and four specified options (Full UV Coating, Dual Color Imaging, Metallic Ink and Fluorescent Ink).

As an incentive to accept the common prices established by the Texas Lottery and at the agency's sole discretion, Successful Proposers may be offered an opportunity to produce a comparable number of games for a set period (as determined by the Texas Lottery in its sole discretion) following Contract Award. The Texas Lottery, in its sole discretion, will determine the quantity and volume of ticket production awarded to each Successful Proposer and expressly reserves the right to decrease or increase game orders consistent with the considerations in section 1.1.7, together with other factors including, but not limited to, technical quality and customer service.

Base Price

Each Proposer should complete the following matrix utilizing cost per thousand tickets and provide pricing information for each quantity and actual ticket size printed on the identified ticket stock. Prices must be proposed to two (2) decimal places (example: \$6.60/thousand). Base price includes any and all requirements, goods and services described in this RFP that are not Invited, Offered or Specified Options as referenced in this RFP. Specifically, base price shall include insertion of 4" X 4" POS cards in each pack, four color processing, expanded imaging and any additional spot colors required to produce the game tickets as represented in the executed working papers.

Table 1: 10 Point Virgin/Recyclable - Coated Two Sides

NOTE: Use the format provided on the attached Table for your response.

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION

IGT
Attachment A to Amendment No. 8

Table 1 - 10 Point Virgin/Recyclable-Coated Two Sides

| Ticket Size | A 2.4" x 4" | | | B 4" x 4" | | | | C 6" x 4" | | | |
|-------------|----------------|----------|------------|--------------|---------|---------|------------|--------------|---------|---------|---------|
| | 250 | 150 | 100 | 250 | 150 | 125 | 100 | 150 | 125 | 100 | 75 |
| 20,000 | | | \$1,005.00 | | | | \$1,150.00 | | | | |
| 120,000 | | \$193.86 | \$194.91 | | | | \$200.83 | \$201.36 | | | |
| 240,000 | | \$104.05 | \$105.10 | | | | \$107.67 | \$108.20 | | | |
| 360,000 | | \$74.13 | \$75.18 | | | | \$76.74 | \$77.27 | | | |
| 480,000 | | \$59.16 | \$60.21 | | | | \$61.37 | \$61.90 | | | |
| 600,000 | | \$49.85 | \$50.90 | | | | \$51.51 | \$52.04 | | | |
| 720,000 | | \$43.54 | \$44.59 | | | | \$44.97 | \$45.50 | | | |
| 840,000 | | \$38.89 | \$39.94 | | | | \$41.10 | \$41.63 | | | |
| 960,000 | | \$35.55 | \$36.60 | | | | \$37.94 | \$38.47 | | | |
| 1,000,000 | \$33.78 | \$34.57 | \$35.62 | \$35.61 | \$36.43 | \$36.88 | \$37.41 | \$43.91 | \$44.39 | \$44.82 | \$45.71 |
| 2,000,000 | \$19.63 | \$20.41 | \$21.46 | \$23.63 | \$24.45 | \$24.91 | \$25.44 | \$28.06 | \$28.53 | \$28.96 | \$29.85 |
| 3,000,000 | \$15.04 | \$15.82 | \$16.87 | \$18.95 | \$19.78 | \$20.22 | \$20.75 | \$23.40 | \$23.87 | \$24.30 | \$25.19 |
| 4,000,000 | \$12.56 | \$13.34 | \$14.39 | \$16.37 | \$17.19 | \$17.64 | \$18.17 | \$21.10 | \$21.56 | \$21.99 | \$22.88 |
| 5,000,000 | \$11.28 | \$12.06 | \$13.11 | \$14.90 | \$15.72 | \$16.19 | \$16.72 | \$19.23 | \$19.71 | \$20.14 | \$21.03 |
| 6,000,000 | \$10.28 | \$11.06 | \$12.11 | \$14.00 | \$14.82 | \$15.26 | \$15.79 | \$18.71 | \$19.19 | \$19.62 | \$20.17 |
| 7,000,000 | \$9.60 | \$10.39 | \$11.44 | \$13.27 | \$14.09 | \$14.55 | \$14.69 | \$17.91 | \$18.38 | \$18.81 | \$19.69 |
| 8,000,000 | \$9.13 | \$9.91 | \$10.96 | \$12.87 | \$13.70 | \$14.15 | \$14.33 | \$17.03 | \$17.50 | \$17.93 | \$18.82 |
| 9,000,000 | \$8.71 | \$9.48 | \$9.71 | \$12.45 | \$13.28 | \$13.72 | \$14.25 | \$16.85 | \$17.33 | \$17.76 | \$18.65 |
| 10,000,000 | \$8.51 | \$9.28 | \$9.49 | \$12.10 | \$12.92 | \$13.37 | \$13.90 | \$16.38 | \$16.84 | \$17.27 | \$18.16 |
| 12,000,000 | \$8.05 | \$8.83 | \$9.16 | \$11.69 | \$12.52 | \$12.97 | \$13.50 | \$16.02 | \$16.50 | \$16.93 | \$17.82 |
| 15,000,000 | \$7.52 | \$8.31 | \$8.83 | \$11.11 | \$11.93 | \$12.38 | \$12.91 | \$15.39 | \$15.87 | \$16.30 | \$17.19 |
| 20,000,000 | \$7.11 | \$7.90 | \$8.50 | \$10.59 | \$11.41 | \$11.87 | \$12.40 | \$14.80 | \$15.27 | \$15.70 | \$16.65 |
| 30,000,000 | \$6.56 | \$7.31 | \$8.17 | \$10.19 | \$11.01 | \$11.46 | \$12.29 | \$14.44 | \$14.90 | \$15.33 | \$16.63 |
| 50,000,000 | \$6.33 | \$7.10 | \$8.15 | \$9.99 | \$10.82 | \$11.27 | \$12.09 | \$14.14 | \$14.62 | \$15.05 | \$16.34 |
| 75,000,000 | \$6.21 | \$6.98 | \$8.03 | \$9.87 | \$10.68 | \$11.14 | \$11.67 | \$14.03 | \$14.50 | \$14.93 | \$15.82 |
| 100,000,000 | \$6.15 | \$6.91 | \$7.96 | \$9.80 | \$10.62 | \$11.06 | \$11.59 | \$13.98 | \$14.44 | \$14.87 | \$15.76 |

| Ticket Size | D 8" x 4" | | | | E 10" x 4" | | | | F 12" x 4" | | | |
|-------------|--------------|---------|---------|---------|---------------|---------|---------|----------|---------------|---------|---------|---------|
| | 125 | 75 | 50 | 25 | 75 | 50 | 25 | 20 | 75 | 50 | 25 | 20 |
| 1,000,000 | \$51.10 | \$52.27 | \$52.47 | \$57.47 | \$57.25 | \$59.50 | \$63.61 | \$ 66.79 | \$61.89 | \$64.33 | \$68.27 | \$71.54 |
| 2,000,000 | \$33.51 | \$34.59 | \$37.12 | \$41.20 | \$39.36 | \$41.57 | \$45.66 | \$ 46.00 | \$43.71 | \$46.16 | \$50.09 | \$46.50 |
| 3,000,000 | \$28.40 | \$29.43 | \$31.97 | \$36.05 | \$34.28 | \$36.45 | \$40.55 | \$ 41.85 | \$38.62 | \$41.07 | \$45.00 | \$42.00 |
| 4,000,000 | \$25.79 | \$26.78 | \$28.62 | \$33.42 | \$31.82 | \$33.98 | \$33.87 | \$ 38.95 | \$36.16 | \$38.62 | \$42.57 | \$39.87 |
| 5,000,000 | \$24.12 | \$25.12 | \$27.66 | \$31.75 | \$29.24 | \$31.36 | \$32.16 | \$ 37.87 | \$33.95 | \$36.41 | \$40.34 | \$37.93 |
| 6,000,000 | \$22.95 | \$23.93 | \$26.48 | \$30.58 | \$28.00 | \$30.10 | \$31.40 | \$ 36.58 | \$32.95 | \$35.41 | \$36.10 | \$42.62 |
| 7,000,000 | \$22.30 | \$22.82 | \$25.81 | \$29.91 | \$27.34 | \$29.42 | \$30.72 | \$ 35.48 | \$32.33 | \$34.79 | \$35.43 | \$42.01 |
| 8,000,000 | \$21.91 | \$22.43 | \$25.42 | \$29.51 | \$26.57 | \$28.65 | \$29.96 | \$ 34.98 | \$31.35 | \$33.81 | \$34.36 | \$41.02 |
| 9,000,000 | \$21.36 | \$21.96 | \$24.87 | \$28.95 | \$25.99 | \$28.07 | \$29.37 | \$ 34.00 | \$30.79 | \$33.25 | \$33.75 | \$40.46 |
| 10,000,000 | \$21.14 | \$21.73 | \$24.64 | \$28.72 | \$25.74 | \$27.82 | \$29.12 | \$ 33.77 | \$30.58 | \$33.05 | \$33.54 | \$40.26 |
| 12,000,000 | \$20.79 | \$21.40 | \$24.29 | \$28.39 | \$25.54 | \$27.62 | \$28.98 | \$ 33.61 | \$30.27 | \$32.74 | \$33.01 | \$39.95 |
| 15,000,000 | \$20.19 | \$20.73 | \$23.68 | \$27.77 | \$24.84 | \$26.92 | \$31.89 | \$ 32.58 | \$29.52 | \$31.99 | \$32.33 | \$39.20 |
| 20,000,000 | \$19.55 | \$20.10 | \$23.05 | \$27.13 | \$23.97 | \$26.02 | \$31.22 | \$ 32.00 | \$28.83 | \$31.30 | \$31.71 | \$38.50 |
| 30,000,000 | \$19.20 | \$19.70 | \$22.69 | \$26.77 | \$23.64 | \$25.70 | \$30.86 | \$ 31.12 | \$28.49 | \$30.97 | \$31.26 | \$38.17 |
| 50,000,000 | \$18.89 | \$19.84 | \$22.37 | \$26.46 | \$23.31 | \$26.44 | \$30.53 | \$ 31.07 | \$28.17 | \$30.63 | \$30.90 | \$37.82 |
| 75,000,000 | \$18.78 | \$19.73 | \$22.24 | \$26.31 | \$23.18 | \$26.30 | \$30.39 | \$ 30.98 | \$28.02 | \$30.49 | \$34.46 | \$37.68 |
| 100,000,000 | \$18.71 | \$19.66 | \$22.18 | \$26.26 | \$23.12 | \$26.25 | \$30.33 | \$ 30.75 | \$27.97 | \$30.44 | \$34.36 | \$37.60 |

| Ticket Size | G 6" x 8" | | 12" x 8" | 12" x 12" |
|-------------|--------------|---------|----------|-----------|
| | 20 | 10 | 10 | 10 |
| 1,000,000 | \$76.81 | \$95.59 | \$131.47 | \$242.45 |
| 2,000,000 | \$57.87 | \$76.61 | \$122.25 | \$229.82 |
| 3,000,000 | \$52.58 | \$71.33 | \$109.29 | \$210.57 |
| 4,000,000 | \$49.96 | \$68.74 | \$108.34 | \$208.61 |
| 5,000,000 | \$47.61 | \$66.37 | \$99.94 | \$194.47 |
| 6,000,000 | \$46.57 | \$65.35 | \$99.77 | \$193.73 |
| 7,000,000 | \$45.92 | \$64.69 | \$96.45 | \$188.49 |
| 8,000,000 | \$44.84 | \$63.61 | \$93.05 | \$181.47 |
| 9,000,000 | \$44.27 | \$63.04 | \$92.54 | \$181.18 |
| 10,000,000 | \$44.06 | \$62.84 | \$92.48 | \$180.95 |
| 12,000,000 | \$43.80 | \$62.56 | \$92.21 | \$180.60 |
| 15,000,000 | \$42.96 | \$61.72 | \$91.70 | \$179.98 |
| 20,000,000 | \$42.19 | \$60.93 | \$91.53 | \$179.70 |
| 30,000,000 | \$41.88 | \$60.61 | \$91.05 | \$179.28 |
| 50,000,000 | \$41.52 | \$60.27 | \$91.05 | \$179.28 |
| 75,000,000 | \$41.36 | \$60.03 | \$91.05 | \$179.28 |
| 100,000,000 | \$41.27 | \$59.92 | \$91.05 | \$179.28 |

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OVERSIZE TICKET with a single validation barcode

Base Price Grid - Price per 1000 tickets

| Ticket size | 8 x 8 | 8 x 8 | 8 x 8 | 8 x 8 | 8 x 8 | 8 x 8 | 9 x 8 | 9 x 8 | 9 x 8 | 9 x 8 | 9 x 8 | 9 x 8 |
|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Pack size | 15 | 20 | 25 | 30 | 40 | 50 | 15 | 20 | 25 | 30 | 40 | 50 |
| 500,000 | \$ 125.22 | \$ 118.74 | \$ 115.50 | \$ 113.35 | \$ 110.11 | \$ 107.95 | \$ 134.97 | \$ 127.99 | \$ 124.50 | \$ 122.17 | \$ 118.68 | \$ 116.35 |
| 1,000,000 | \$ 96.22 | \$ 71.38 | \$ 70.10 | \$ 70.10 | \$ 70.10 | \$ 68.09 | \$ 105.16 | \$ 77.48 | \$ 76.44 | \$ 76.44 | \$ 76.44 | \$ 73.65 |
| 2,000,000 | \$ 84.20 | \$ 60.77 | \$ 59.83 | \$ 59.83 | \$ 59.83 | \$ 57.82 | \$ 92.73 | \$ 67.08 | \$ 66.04 | \$ 66.04 | \$ 66.04 | \$ 63.35 |
| 3,000,000 | \$ 75.22 | \$ 57.34 | \$ 56.53 | \$ 56.53 | \$ 56.53 | \$ 53.99 | \$ 84.84 | \$ 63.62 | \$ 62.58 | \$ 62.58 | \$ 62.58 | \$ 59.92 |
| 4,000,000 | \$ 73.26 | \$ 55.62 | \$ 54.63 | \$ 54.63 | \$ 54.63 | \$ 52.28 | \$ 81.21 | \$ 61.88 | \$ 60.84 | \$ 60.84 | \$ 60.84 | \$ 58.20 |
| 5,000,000 | \$ 67.58 | \$ 54.59 | \$ 53.62 | \$ 53.62 | \$ 53.62 | \$ 49.36 | \$ 75.19 | \$ 60.84 | \$ 59.80 | \$ 59.80 | \$ 59.80 | \$ 55.21 |
| 6,000,000 | \$ 67.01 | \$ 53.90 | \$ 51.92 | \$ 51.92 | \$ 51.92 | \$ 46.87 | \$ 74.96 | \$ 60.14 | \$ 58.22 | \$ 58.22 | \$ 58.22 | \$ 52.61 |
| 7,000,000 | \$ 64.84 | \$ 53.37 | \$ 51.09 | \$ 51.09 | \$ 51.09 | \$ 46.03 | \$ 72.67 | \$ 59.65 | \$ 57.31 | \$ 57.31 | \$ 57.31 | \$ 51.72 |
| 8,000,000 | \$ 62.16 | \$ 53.05 | \$ 50.74 | \$ 50.74 | \$ 50.74 | \$ 45.87 | \$ 69.40 | \$ 59.28 | \$ 57.02 | \$ 57.02 | \$ 57.02 | \$ 51.43 |
| 9,000,000 | \$ 61.97 | \$ 52.42 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 45.53 | \$ 69.10 | \$ 58.99 | \$ 56.30 | \$ 56.30 | \$ 56.30 | \$ 50.71 |
| 10,000,000 | \$ 61.72 | \$ 51.80 | \$ 49.46 | \$ 49.46 | \$ 49.46 | \$ 45.08 | \$ 69.07 | \$ 58.38 | \$ 55.64 | \$ 55.64 | \$ 55.64 | \$ 50.26 |
| 12,000,000 | \$ 61.42 | \$ 51.16 | \$ 48.75 | \$ 48.75 | \$ 48.75 | \$ 44.56 | \$ 68.72 | \$ 57.71 | \$ 54.96 | \$ 54.96 | \$ 54.96 | \$ 49.67 |
| 15,000,000 | \$ 61.09 | \$ 51.16 | \$ 48.75 | \$ 48.75 | \$ 48.75 | \$ 44.56 | \$ 68.31 | \$ 57.71 | \$ 54.96 | \$ 54.96 | \$ 54.96 | \$ 49.67 |
| 20,000,000 | \$ 60.52 | \$ 51.16 | \$ 48.75 | \$ 48.75 | \$ 48.75 | \$ 44.56 | \$ 67.85 | \$ 57.71 | \$ 54.96 | \$ 54.96 | \$ 54.96 | \$ 49.67 |
| 30,000,000 | \$ 60.43 | \$ 51.16 | \$ 48.75 | \$ 48.75 | \$ 48.75 | \$ 44.56 | \$ 67.63 | \$ 57.71 | \$ 54.96 | \$ 54.96 | \$ 54.96 | \$ 49.67 |

| Ticket size | 10 x 8 | 10 x 8 | 10 x 8 | 10 x 8 | 10 x 8 | 10 x 8 | 11 x 8 | 11 x 8 | 11 x 8 | 11 x 8 | 11 x 8 | 11 x 8 |
|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Pack size | 15 | 20 | 25 | 30 | 40 | 50 | 15 | 20 | 25 | 30 | 40 | 50 |
| 500,000 | \$ 139.60 | \$ 132.38 | \$ 128.77 | \$ 126.37 | \$ 122.76 | \$ 120.35 | \$ 148.84 | \$ 141.14 | \$ 137.29 | \$ 134.73 | \$ 130.88 | \$ 128.31 |
| 1,000,000 | \$ 111.53 | \$ 83.20 | \$ 82.16 | \$ 82.16 | \$ 82.16 | \$ 80.83 | \$ 120.21 | \$ 89.00 | \$ 88.01 | \$ 88.01 | \$ 88.01 | \$ 85.80 |
| 2,000,000 | \$ 102.54 | \$ 72.80 | \$ 71.76 | \$ 71.76 | \$ 71.76 | \$ 69.86 | \$ 111.20 | \$ 78.52 | \$ 77.48 | \$ 77.48 | \$ 77.48 | \$ 75.40 |
| 3,000,000 | \$ 91.32 | \$ 69.34 | \$ 68.30 | \$ 68.30 | \$ 68.30 | \$ 66.54 | \$ 99.23 | \$ 75.06 | \$ 74.02 | \$ 74.02 | \$ 74.02 | \$ 71.94 |
| 4,000,000 | \$ 90.32 | \$ 67.60 | \$ 66.56 | \$ 66.56 | \$ 66.56 | \$ 64.35 | \$ 98.27 | \$ 73.32 | \$ 72.28 | \$ 72.28 | \$ 72.28 | \$ 70.20 |
| 5,000,000 | \$ 83.21 | \$ 66.56 | \$ 65.52 | \$ 65.52 | \$ 65.52 | \$ 60.95 | \$ 90.60 | \$ 72.28 | \$ 71.24 | \$ 71.24 | \$ 71.24 | \$ 66.25 |
| 6,000,000 | \$ 82.26 | \$ 65.81 | \$ 63.27 | \$ 63.27 | \$ 63.27 | \$ 58.53 | \$ 90.40 | \$ 71.29 | \$ 68.73 | \$ 68.73 | \$ 68.73 | \$ 63.50 |
| 7,000,000 | \$ 79.58 | \$ 64.85 | \$ 62.31 | \$ 62.31 | \$ 62.31 | \$ 57.30 | \$ 87.37 | \$ 70.27 | \$ 67.71 | \$ 67.71 | \$ 67.71 | \$ 62.48 |
| 8,000,000 | \$ 76.80 | \$ 64.56 | \$ 62.02 | \$ 62.02 | \$ 62.02 | \$ 56.98 | \$ 84.27 | \$ 69.84 | \$ 67.28 | \$ 67.28 | \$ 67.28 | \$ 62.05 |
| 9,000,000 | \$ 76.43 | \$ 63.77 | \$ 61.24 | \$ 61.24 | \$ 61.24 | \$ 56.02 | \$ 83.37 | \$ 69.01 | \$ 66.46 | \$ 66.46 | \$ 66.46 | \$ 61.22 |
| 10,000,000 | \$ 76.36 | \$ 63.10 | \$ 60.55 | \$ 60.55 | \$ 60.55 | \$ 55.38 | \$ 83.29 | \$ 68.32 | \$ 65.76 | \$ 65.76 | \$ 65.76 | \$ 60.70 |
| 12,000,000 | \$ 75.84 | \$ 62.40 | \$ 59.85 | \$ 59.85 | \$ 59.85 | \$ 54.77 | \$ 83.12 | \$ 67.71 | \$ 65.16 | \$ 65.16 | \$ 65.16 | \$ 60.13 |
| 15,000,000 | \$ 75.52 | \$ 62.40 | \$ 59.85 | \$ 59.85 | \$ 59.85 | \$ 54.77 | \$ 82.71 | \$ 67.71 | \$ 65.16 | \$ 65.16 | \$ 65.16 | \$ 60.13 |
| 20,000,000 | \$ 75.27 | \$ 62.40 | \$ 59.85 | \$ 59.85 | \$ 59.85 | \$ 54.77 | \$ 82.40 | \$ 67.71 | \$ 65.16 | \$ 65.16 | \$ 65.16 | \$ 60.13 |
| 30,000,000 | \$ 74.89 | \$ 62.40 | \$ 59.85 | \$ 59.85 | \$ 59.85 | \$ 54.77 | \$ 82.08 | \$ 67.71 | \$ 65.16 | \$ 65.16 | \$ 65.16 | \$ 60.13 |

| Ticket size | 12 x 8 | 12 x 8 | 12 x 8 | 12 x 8 | 12 x 8 | 12 x 8 |
|-------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Pack size | 15 | 20 | 25 | 30 | 40 | 50 |
| 500,000 | \$ 158.08 | \$ 149.90 | \$ 145.81 | \$ 143.09 | \$ 139.00 | \$ 136.27 |
| 1,000,000 | \$ 128.90 | \$ 94.74 | \$ 93.82 | \$ 93.82 | \$ 93.82 | \$ 92.51 |
| 2,000,000 | \$ 119.86 | \$ 84.33 | \$ 83.28 | \$ 83.28 | \$ 83.28 | \$ 82.08 |
| 3,000,000 | \$ 107.15 | \$ 80.72 | \$ 79.74 | \$ 79.74 | \$ 79.74 | \$ 77.83 |
| 4,000,000 | \$ 106.22 | \$ 79.00 | \$ 78.00 | \$ 78.00 | \$ 78.00 | \$ 75.23 |
| 5,000,000 | \$ 97.98 | \$ 78.13 | \$ 76.60 | \$ 76.60 | \$ 76.60 | \$ 71.16 |
| 6,000,000 | \$ 97.81 | \$ 76.82 | \$ 74.20 | \$ 74.20 | \$ 74.20 | \$ 69.53 |
| 7,000,000 | \$ 94.56 | \$ 75.81 | \$ 73.46 | \$ 73.46 | \$ 73.46 | \$ 68.03 |
| 8,000,000 | \$ 91.23 | \$ 75.12 | \$ 72.69 | \$ 72.69 | \$ 72.69 | \$ 67.58 |
| 9,000,000 | \$ 90.73 | \$ 74.26 | \$ 71.68 | \$ 71.68 | \$ 71.68 | \$ 66.30 |
| 10,000,000 | \$ 90.67 | \$ 73.38 | \$ 70.97 | \$ 70.97 | \$ 70.97 | \$ 65.53 |
| 12,000,000 | \$ 90.40 | \$ 72.97 | \$ 70.45 | \$ 70.45 | \$ 70.45 | \$ 64.68 |
| 15,000,000 | \$ 89.90 | \$ 72.97 | \$ 70.45 | \$ 70.45 | \$ 70.45 | \$ 64.68 |
| 20,000,000 | \$ 89.73 | \$ 72.97 | \$ 70.45 | \$ 70.45 | \$ 70.45 | \$ 64.68 |
| 30,000,000 | \$ 89.26 | \$ 72.97 | \$ 70.45 | \$ 70.45 | \$ 70.45 | \$ 64.68 |

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| Ticket size | 12 x 12 | 12 x 12 | 12 x 12 | 12 x 12 | 12 x 12 | 12 x 12 | 12 x 16 | 12 x 16 | 12 x 16 | 12 x 16 | 12 x 16 | 12 x 16 |
|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Pack size | 15 | 20 | 25 | 30 | 40 | 50 | 15 | 20 | 25 | 30 | 40 | 50 |
| 500,000 | \$ 256.32 | \$ 243.06 | \$ 236.43 | \$ 232.01 | \$ 225.38 | \$ 220.96 | \$ 256.32 | \$ 243.06 | \$ 236.43 | \$ 232.01 | \$ 225.38 | \$ 220.96 |
| 1,000,000 | \$ 237.70 | \$ 225.40 | \$ 219.25 | \$ 215.16 | \$ 209.01 | \$ 204.91 | \$ 237.70 | \$ 225.40 | \$ 219.25 | \$ 215.16 | \$ 209.01 | \$ 204.91 |
| 2,000,000 | \$ 225.32 | \$ 213.66 | \$ 207.84 | \$ 203.95 | \$ 198.12 | \$ 194.24 | \$ 225.32 | \$ 213.66 | \$ 207.84 | \$ 203.95 | \$ 198.12 | \$ 194.24 |
| 3,000,000 | \$ 206.45 | \$ 195.77 | \$ 190.43 | \$ 186.87 | \$ 181.53 | \$ 177.97 | \$ 206.45 | \$ 195.77 | \$ 190.43 | \$ 186.87 | \$ 181.53 | \$ 177.97 |
| 4,000,000 | \$ 204.52 | \$ 193.94 | \$ 188.65 | \$ 185.13 | \$ 179.84 | \$ 176.31 | \$ 204.52 | \$ 193.94 | \$ 188.65 | \$ 185.13 | \$ 179.84 | \$ 176.31 |
| 5,000,000 | \$ 190.65 | \$ 180.79 | \$ 175.86 | \$ 172.57 | \$ 167.64 | \$ 164.36 | \$ 190.65 | \$ 180.79 | \$ 175.86 | \$ 172.57 | \$ 167.64 | \$ 164.36 |
| 6,000,000 | \$ 189.93 | \$ 180.11 | \$ 175.20 | \$ 171.92 | \$ 167.01 | \$ 163.73 | \$ 189.93 | \$ 180.11 | \$ 175.20 | \$ 171.92 | \$ 167.01 | \$ 163.73 |
| 7,000,000 | \$ 184.80 | \$ 175.24 | \$ 170.46 | \$ 167.27 | \$ 162.49 | \$ 159.31 | \$ 184.80 | \$ 175.24 | \$ 170.46 | \$ 167.27 | \$ 162.49 | \$ 159.31 |
| 8,000,000 | \$ 177.91 | \$ 168.71 | \$ 164.11 | \$ 161.04 | \$ 156.44 | \$ 153.37 | \$ 177.91 | \$ 168.71 | \$ 164.11 | \$ 161.04 | \$ 156.44 | \$ 153.37 |
| 9,000,000 | \$ 177.63 | \$ 168.44 | \$ 163.85 | \$ 160.78 | \$ 156.19 | \$ 153.13 | \$ 177.63 | \$ 168.44 | \$ 163.85 | \$ 160.78 | \$ 156.19 | \$ 153.13 |
| 10,000,000 | \$ 177.40 | \$ 168.22 | \$ 163.64 | \$ 160.58 | \$ 155.99 | \$ 152.93 | \$ 177.40 | \$ 168.22 | \$ 163.64 | \$ 160.58 | \$ 155.99 | \$ 152.93 |
| 12,000,000 | \$ 177.06 | \$ 167.90 | \$ 163.32 | \$ 160.27 | \$ 155.69 | \$ 152.64 | \$ 177.06 | \$ 167.90 | \$ 163.32 | \$ 160.27 | \$ 155.69 | \$ 152.64 |
| 15,000,000 | \$ 176.45 | \$ 167.32 | \$ 162.76 | \$ 159.72 | \$ 155.15 | \$ 152.11 | \$ 176.45 | \$ 167.32 | \$ 162.76 | \$ 159.72 | \$ 155.15 | \$ 152.11 |
| 20,000,000 | \$ 176.18 | \$ 167.06 | \$ 162.51 | \$ 159.47 | \$ 154.91 | \$ 151.88 | \$ 176.18 | \$ 167.06 | \$ 162.51 | \$ 159.47 | \$ 154.91 | \$ 151.88 |
| 30,000,000 | \$ 175.77 | \$ 166.68 | \$ 162.13 | \$ 159.10 | \$ 154.55 | \$ 151.52 | \$ 175.77 | \$ 166.68 | \$ 162.13 | \$ 159.10 | \$ 154.55 | \$ 151.52 |

SUPER TICKET™ - multiple perforations, barcodes, validations

To the above base price add \$8,500 set up fee + \$0.18 per thousand square inches

In addition, Proposers shall show the cost breakdown of the following line items that are included in the base costs.

- | | | |
|--|---------------------------|------------------------------------|
| 1. 4 color processing | Per square inch | <u>\$0.00 per 1k square inches</u> |
| 2. expanded imaging | Per square inch | <u>\$0.05 per 1k square inches</u> |
| 3. additional spot colors | Per color per square inch | <u>\$0.04 per 1k square inches</u> |
| 4. Includes 4x4 card insertion in each pack | Price Per Pack | <u>\$0.15 per insert per pack</u> |

SPECIFIED OPTIONS

Prospective Proposers are **required** to submit specifications and pricing for the following options.

Each Proposer should indicate the additional cost per thousand (1,000) tickets for the options listed below.

Specified Options to be negotiated to establish a common price:

1. Cost per thousand tickets for fluorescent inks (other than required by fluorescent benday)

Per color per square inch \$ 0.07 per square inch per 1,000 tickets.

2. Cost per thousand tickets for metallic inks

Per color per square inch \$ 0.07 per square inch per 1,000 tickets.

3. Cost per thousand tickets for dual color game data imaging

Per 1,000 tickets: \$0.25344 per square inch per 1,000 tickets.

4. Cost per thousand tickets for full ultraviolet coating in display area

Per square inch: \$ 0.08 per square inch per 1,000 tickets.

Other Specified Options:

1. Cost per thousand tickets for any reduction for colors less than ten (10).
Price decrease per color \$ 0.0525 per square inch per 1,000 tickets price decrease per color.
2. Cost per thousand tickets for multiple scenes or continuous scene game \$ 0.1425 per 1,000 tickets per additional scene.
3. Cost per thousand tickets for color pulsing - color changes within a press run \$ 0.39584 per color pulse.
4. Cost per thousand tickets for marking process other than full opaque security coating covering. Per square inch No charge for Magic Scratch, a IGT developed coin rub extended play system. Pricing for Player's Mark extended play marking system is \$0.114 per square inch per 1,000 tickets.
5. Cost for cylinder or plate change before or during production \$1425.00 per cylinder/plate change; During production: Additional plate changes required throughout the run, providing there is no file change, are provided at no additional charge.
6. Cost per thousand tickets difference for multiple games across the web Deduct \$2,100.00 for each additional game across the web. Working papers must be signed off at the same time as the initial game.
7. Price per square inch for foil ticket stock \$ 0.40 per square inch per 1,000 tickets.
8. Price per square inch for holographic ticket stock \$ 1.50 per square inch per 1,000 tickets.
9. Hole Drilling \$240 per 1,000 tickets

Test Games

Hourly rate for software programming test games No charge for programming the first test game. Software changes for any game after the Working Papers are approved are \$150.00 per hour.

Bar Coded Coupons

Each coupon must have a unique bar code that meets the validation specifications as outlined in this RFP.

Direct Mail Bar Coded Coupons

Self-Mailer:

Cost to produce bar coded direct mail pieces of multiple finished and folded sizes (8 1/2" x 14" flat and below), on various paper types (110# card stock and below) with 4-color process printing on both sides, full bleeds ink coverage and various perforations for coupons (up to 4 coupons attached to self-mailer). An example of size, finish and paper is 100# uncoated or coated on an 8 1/2" x 11" sheet with two or three folds. The mailer will be a self-mailer. Perforations would allow for four (4) or fewer unique, bar-coded coupons. The printing, handling and application of the mailing addresses shall be the responsibility of the Successful Proposer.

| | |
|---|----------|
| 1. Cost per thousand for 250,000 self-mailer pieces w/coupons | \$204.00 |
| 2. Cost per thousand for 500,000 self-mailer pieces w/coupons | \$148.00 |
| 3. Cost per thousand for 1 million self-mailer pieces w/coupons | \$115.00 |
| 4. Cost per thousand for 1.5 million self-mailer pieces w/coupons | \$105.00 |
| 5. Cost per thousand for 2 million self-mailer pieces w/coupons | \$100.00 |

Electronic Coupons

Cost to develop bar-coded, web-based or mobile app based electronic coupons that interact with the validation equipment used by the Texas Lottery. Each coupon must have a bar code that meets the validation specifications outlined in this RFP. Limited time vouchers and single-use, unique coupons are necessary. Both types of coupons will have bar codes, and must be able to be presented on both the Internet via a web page, through a mobile app or through email messages. Where applicable, costs should include any fees for programming for distribution/dissemination of e-coupons via the Texas Lottery website or email to provide unique bar codes for each contact or visitor.

Cost to create and distribute multi-use, limited-time offer e-coupons:
\$3,500.00 (single bar code per offer, not unique bar codes per recipient)

| | |
|---|---------|
| 1. Cost per thousand for unique, single-use e-coupons for 100,000 | \$14.00 |
| 2. Cost per thousand for unique, single-use e-coupons for 250,000 | \$13.15 |
| 3. Cost per thousand for unique, single-use e-coupons for 500,000 | \$12.25 |
| 4. Cost per thousand for unique, single-use e-coupons for 1,000,000 | \$10.50 |
| 5. Cost per thousand for unique, single-use e-coupons for 2,000,000 | \$7.00 |

Hand Out Coupons - Cost to produce bar coded coupon insert as noted below:

- x Size: Approximately 8.5" x 3.5", bleed design
- x Paper: (25 x 38) 105#, 7pt. Orion Satin Matte
- x Colors: A: 4c process front, unprinted back
B: 4c process front, 1c back
C: 4c process front, 4c back
- x Imaging: Image bar code on front in black ink
- x Finishing: Padded & glued in pads of 125. (Pad on 8.5in. edge)
- x Freight is extra per actual freight invoice

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| <u>Quantity</u> | <u>Price per 1,000 individual coupons</u> | | |
|---------------------------------------|--|------------------------|------------------------|
| Pieces | <u>Option A</u> | <u>Option B</u> | <u>Option C</u> |
| 5,000 coupons = 40 pads of 125 | <u>\$1,325.00</u> | <u>\$1,404.00</u> | <u>\$2,024.00</u> |
| 10,000 coupons = 80 pads of 125 | <u>\$672.00</u> | <u>\$712.00</u> | <u>\$1,029.00</u> |
| 20,000 coupons = 160 pads of 125 | <u>\$354.00</u> | <u>\$374.00</u> | <u>\$539.00</u> |
| 30,000 coupons = 240 pads of 125 | <u>\$250.00</u> | <u>\$264.00</u> | <u>\$385.00</u> |
| 50,000 coupons = 400 pads of 125 | <u>\$190.00</u> | <u>\$199.00</u> | <u>\$259.00</u> |
| 100,000 coupons = 800 pads of 125 | <u>\$102.00</u> | <u>\$107.00</u> | <u>\$134.00</u> |
| 125,000 coupons = 1,000 pads of 125 | <u>\$90.00</u> | <u>\$94.00</u> | <u>\$116.00</u> |
| 250,000 coupons = 2,000 pads of 125 | <u>\$64.00</u> | <u>\$66.00</u> | <u>\$76.00</u> |
| 500,000 coupons = 4,000 pads of 125 | <u>\$51.00</u> | <u>\$52.00</u> | <u>\$57.00</u> |
| 1,000,000 coupons = 8,000 pads of 125 | <u>\$44.00</u> | <u>\$45.00</u> | <u>\$49.00</u> |

Branded, Proprietary and Licensed Games, and Non-Licensed Games with Experiential or Merchandise Prizes

Licensed Properties

IGT is pleased to offer the Texas Lottery Commission (TLC) our entire licensed property portfolio at industry competitive pricing. Licensed properties can be acquired by a License Fee Model, a Merchandise Model or a combination of both. Licensed properties do not include personality rights unless they are specifically identified by four asterisks (****) as footnoted in the table below.

License Fee – The license fee options are based on a percentage of actual sales. The rates are detailed in the table below.

Merchandise – The TLC will allocate a percentage of the prize fund for the acquisition of unique experiential prizes or custom branded merchandise from IGT. The specific merchandise allocation amount is detailed in the table below.

Fee and Merchandise – IGT welcomes the opportunity to provide custom pricing based on a combination of a reduced fee plus a reduced merchandise requirement to accommodate the TLC.

The Texas Lottery Commission rates are contained in the table below.

| Properties | License Fee as a Percentage of Sales "Up to XX%" | Merchandise Fee as a percentage of the Prize Fund "Up to XX%" |
|--------------------------------|--|---|
| Caesars | 1.50% | 8.00% |
| Harrah's | 1.50% | 7.25% |
| The Three Stooges **** | 1.50% | 7.25% |
| Circuit of the Americas***** | 1.50% | 10.00% |
| Flamingo | 1.50% | 7.25% |
| Rio | 1.50% | 7.25% |
| Paris Las Vegas | 1.50% | 7.25% |
| Horseshoe | 1.50% | 7.25% |
| Wheel of Fortune | 2.00% | 8.00% |
| Jeopardy | 1.50% | 7.25% |
| Ghost Busters (classic) | 1.50% | 7.25% |
| Life is Good | 1.50% | 7.25% |
| IGT Slots - Double Diamond* | 1.50% | 7.00% |
| IGT Slots - Sizzling 7* | 1.50% | 7.00% |
| IGT Slots – Cleopatra* | 1.50% | 7.00% |
| IGT Slots – Candy Bars* | 1.50% | 7.00% |
| IGT Slots – Red, White & Blue* | 1.50% | 7.00% |
| IGT Slots – Siberian Storm* | 1.50% | 7.00% |
| IGT Slots – Triple Diamond* | 1.50% | 7.00% |
| IGT Slots – Triple Double 777* | 1.50% | 7.00% |
| IGT Slots – Whale Song* | 1.50% | 7.00% |
| IGT Slots – Wolf Run* | 1.50% | 7.00% |

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| | | |
|-----------------------------|-------|--------|
| IGT Slots – Dia De Muertos* | 1.50% | 7.00% |
| Dia De Los Muertos*** | 1.50% | 7.00% |
| Shark Tank | 1.50% | 7.00% |
| I Heart Media** | 1.50% | 10.00% |
| The Voice | 2.00% | 10.00% |
| Dubble Bubble | 1.50% | 8.00% |

License/Merchandise Fees do not include printing costs. Printing costs are calculated as the cost of printing using the per 1,000 printing prices in Table 1, at the quantity ordered.

* Per Amendment No. 7, the license fee is waived for IGT Slot Properties

**Final pricing of I Heart Media will depend on the value added media package selected by the Texas Lottery

***License fee waived if IGT prints the game

****Licensed properties with personality rights included in the license fee

*****Final pricing for Circuit of the Americas will be dependent on sponsorship value

Promotional Second Chance Drawings

A. The following fees will apply to Mail-In Second Chance Drawings:

1. Branded/Licensed Property Games

Cost to set up, monitor and support the system for a single Branded/Licensed Property game, and any associated second chance drawings in the Branded/Licensed Property game that utilizes the merchandise model. The number of second chance drawings is determined by the Texas Lottery.

\$ 0.00

2. Non-Branded/Licensed Property Games

Cost to set up, monitor and support the system for a single Non-Branded/Licensed Property game, or a Branded/Licensed Property game that does not utilize the merchandise model.

i. Cost to set up, monitor and support the 1st drawing for a game.

\$ 9,400.00

ii. Cost to set up, monitor and support subsequent drawing(s) for the same game.

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\$ 5,000.00

B. The following fees will apply to Internet Entry Second Chance Drawings:

- i. For branded or Licensed Property Games produced by the Successful Proposer where the Texas Lottery pays the Successful Proposer directly as promotional second-chance drawing merchandise prizes are claimed (also known as the merchandise model), the Successful Proposer waives all costs to set up, monitor and support the draw system and all drawing costs.
- ii. For promotional second-chance drawing services for all other instant games (including, but not limited to, games that do not use the merchandise model, games produced by other Texas Lottery vendors, etc.), the Texas Lottery agrees to pay the Successful Proposer \$ 18,500.00 per game to set up, monitor and support the draw system (including all costs for the first promotional second-chance drawing in the game), plus an additional \$ 14,100.00 for the remaining drawings in the game.

INVITED OPTIONS

Proposers are **not required** to submit specifications and pricing for Invited Options. Each Proposer should indicate the additional cost per thousand (1,000) tickets, if any, for any options, including those listed below. Pricing should be noted as cost per square inch, if appropriate.

1. Cost per thousand for die-cut tickets. \$5,000.00 set-up plus \$0.30 per thousand square inches.
2. Cost per pack, if any, for additional inserts in each pack of tickets. \$ 0.45 per each card, plus \$0.40 (total \$0.85) for insertion of numbered pack insert cards.
3. Cost per thousand for pouch tickets. No Bid.
4. Cost per thousand for holograms on tickets. No Bid.
5. Cost per thousand for continuous four color process covering entire ticket. If process printing on the overprint is integrated with the graphics then \$0.17 per square inch per 1,000 tickets.
6. Cost per thousand for four-color printed on ticket back. \$3,000.00 set up + \$0.15 per square inch per 1,000 tickets.
7. Cost per thousand for perforated stub, with either horizontal or vertical perforations and with or without imaging.

Without Imaging: \$1,000.00 plus \$0.03 per square inch per 1,000 tickets.

With Imaging: \$1,000.00 plus \$0.06 per square inch per 1,000 tickets.
8. Cost per thousand for scored tickets. Vertical score \$1,000.00 plus \$0.05 per square inch per 1,000 tickets; Horizontal score \$3,500.00 plus \$0.10 per square inch per 1,000 tickets.
9. Cost per thousand for scented tickets. \$0.55 per square inch per 1,000 tickets.
10. Cost per thousand for break-open tickets with perforated window. No Bid.
11. Cost per thousand for thermal ink imaging. \$0.20 per square inch per 1,000 tickets.

In addition, each Proposer should indicate the additional cost, if any, for the options listed below:

Merchandise fulfillment for non-licensed property games

Up to 10.0% of the merchandise prize pool, depending on the scope of the program.

OFFERED OPTIONS

Proposers should respond to this section on sheets attached hereto the price for Proposer-offered optional items. Proposers are free to describe offered options and the terms and pricing under which they are offered. Proposers are not required to submit any Offered Options under section 8.34 of this RFP.

IGT presents the following list of additional services and options which are available for consideration by the Texas Lottery Commission (TLC).

| OPTION | DESCRIPTION | PRICE |
|---|---|---|
| Translucent Marking System | A type of Marking System where the color is mixed in with the transparent scratch-off ink and appears as a solid (not dots) lay down | \$0.09 per square inch per 1,000 tickets per color |
| Glitz™ (Glitter Ink) | Glitz is one of our latest printing innovations and is sure to dazzle your players with its dimension and flair. Glitz is the perfect solution for adding sparkle to holiday tickets or adding a richer feel to premium games. The Lottery can enhance its Scratch game tickets with Glitz to increase visibility at retail locations and create a higher perceived value for customers. Glitz is applied to the graphic portion of the ticket | \$0.20 per square inch per 1,000 tickets |
| Glam™ (Color Fusion Advanced Holographic Printing Process) | Glam (color-fusion printing) is one of our newest printing innovations. Glam applies a holographic 3-D effect to the display and overprint areas of a ticket, adding to its perceived value in a more cost effective manner than holographic paper can. This color-fusion process creates a visually appealing format for the design of high-price-point games, specialty games with supporting marketing campaigns, or seasonal promotions. Our Glam product has been applied to several tickets (both domestic and international) currently shining in the market today | \$0.30 per square inch per 1,000 tickets |
| Glitz™ and Glam™ | | \$2,500 set up charge + \$0.40 per square inch per 1,000 tickets for tickets with a total surface area of 48 square inches of ticket and below; \$2,500 set up charge + \$0.25 per square inch per 1,000 tickets for tickets with a total surface area |

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| OPTION | DESCRIPTION | PRICE |
|---|---|--|
| | | greater than 48 square inches of ticket |
| Three Color Imaging | Like Dual-color imaging, three color imaging creates opportunities to enhance a game's perceived value when play symbols are imaged in three colors to complement game designs. | \$5,500 set up charge + \$0.30 per square inch per 1,000 tickets |
| Four Colored Imaging | IGT can provide up to four colors of imaging on a single ticket | \$7,000 set up charge + \$0.36 per square inch per 1,000 tickets |
| Six Color Process Printing | Our Flexographic press is designed to go beyond four-color-process printing: It is capable of six-color-process printing, giving customers the largest color space in which to create exciting, colorful tickets. Six-color-process printing adds orange and brown to the color-creation process to provide more color depth and gradation in the shadows | \$0.20 per square inch per 1,000 tickets |
| Holographic Ink (Color shifting ink) | Holographic ink is a color shifting ink that changes appearance if held at different angles to a light source. Holographic ink is widely used to print currency | \$5,000 set up charge + \$0.50 per square inch per 1,000 tickets |
| Raised UV | IGT can apply a thick layer of UV varnish only on some of the elements of the ticket, such as the game name, call outs, or graphic elements. This technique provides a sense of dimension (or texture) to those elements in comparison to the tickets other elements. | \$0.35 per square inch per 1,000 tickets |
| Synchronized printing | Games that include graphically printed images in each overprint design which match the graphically printed images under the overprint | \$ 2,500 set up charge, plus \$1,000 per each additional scene or grid, plus \$0.10 per square inch per thousand tickets |
| Synchronized play action | Synchronization of game data to ticket graphics, example Zodiac/Horoscope games | \$1,000 for each additional scene + \$0.10 per square inch per 1,000 tickets |
| Extended Bonus Play | This feature introduces a new dimension to instant games with the addition of a bonus area which gives players more chances to win. The player plays the main game, takes symbols uncovered from that game and uses them in the bonus game. It can be added to any existing play style and maximizes the players' opportunity to win | No charge to the lottery if the game is printed by IGT |
| Linked Bonus | With Linked Bonus, players enjoy multiple games on one ticket and have the opportunity to win bonus prizes when they win multiple games in a lined section. | No charge to the lottery if the game is printed by IGT |

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| OPTION | DESCRIPTION | PRICE |
|--|--|---|
| | Players can match like symbols in any spin across and win the prize indicated in the prize legend. If the player wins on all spins in a single game, he or she scratches the bonus area to reveal an additional prize for that game | |
| Criss Cross | Criss Cross games feature more matching, more fun and more excitement for your players. This unique patent pending play style allows more prize symbols to be featured on each ticket. This concept allows a prize to be associated with two numbers. Players attempt to match a “column” number (your numbers) to a “row” number (winning numbers). Finding a match allows the player to scratch the prize symbol where the two numbers cross in the grid. Criss Cross can create multiple near-win experiences on every single ticket ultimately enhancing the players’ excitement | No charge to the lottery if the game is printed by IGT |
| Head2Head | The Head2Head concept is a socially interactive concept that allows two players to compete against each other. In Head2Head, players compete against each other on the same instant ticket as one instant ticket contains two games. Players interact by sitting on opposite sides of a table and play simultaneously or by passing the ticket back and forth | No charge to the lottery if the game is printed by IGT |
| Lucky Sweeps® | This IGT proprietary product offers scratch ticket players a chance to enter a second chance promotional drawing for another lottery game when their scratch ticket is validated and a designated ‘lucky’ symbol is revealed | Price is to be determined based upon final specifications |
| Instant 3D Printing | With the popularity of 3D movies, IGT can provide the lottery with the opportunity to take advantage of this trend. By producing your instant tickets in 3D, you have the ability to captivate seasoned lottery players and attract the emerging market | \$0.35 per square inch per 1,000 tickets |
| Crossword Connect™ and/or Crossword Corners | IGT’s proprietary play features that add value to the extended-play category by connecting multiple crossword grids | \$0.06 per square inch per 1,000 tickets |
| Secure Shield | Secure Shield takes instant ticket security to a new level. Secure Shield is a process for encrypting data on instant tickets, where the data is printed as a bar code and hidden under the scratch-off material; the process | Included in base price |

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| OPTION | DESCRIPTION | PRICE |
|---------------------------------------|---|--|
| | supports single-scan, keyless validation for retailers. Secure Shield also allows players to check the win status of their instant ticket on the Lottery's current ticket checkers. | |
| Custom Micro Font Bendays | IGT can produce benday patterns that incorporate the name of the lottery or other words in the benday line. With the naked eye it looks like a solid line, but under magnification the name of the lottery can be seen. This surreptitious security feature increases the effectiveness of bendays to frustrate cut and paste counterfeiting techniques. The micro font benday can also be printed using fluorescent or invisible inks. | \$0.10 per thousand square inches |
| Tinted Varnish | Tinted varnish is used as a security feature to make alteration attempts tamper evident. | \$0.05 per thousand square inches |
| Internal Custom Perforations | These are custom free-flowing perforations to accent game theme and play. They can create a jigsaw puzzle effect for premium collector games. | \$5,000.00 set-up plus \$0.35 per thousand square inches for each additional color. |
| Simulated Foil Ink | This ink looks like foil when applied to the ticket. Several colors are available to meet your game design needs. | \$0.12 per thousand square inches |
| 4-Color process Marking System | A new expansive marketing system Provides more marking color options for extended play games. | \$0.12 per square inch of ticket per thousand tickets |
| Back scratch tickets | Games with scratch material included on both sides of the tickets. Provides additional play value to traditional games. | \$1.70 per square inch of ticket per thousand tickets. Note: This option will be available during the term of the contract |
| Matte Finish | Premium finish option that enhances to visual appeal of the ticket. | 1,000 set up fee plus \$0.15 per square inch of ticket per thousand tickets |
| Embossed Tickets | Printing option that enhances the look and feel of the ticket. | \$2,500 set up fee plus \$0.40 per square inch of ticket per thousand tickets |
| Micro Printing | A marketing and/or Security feature which allows for printing micro size fonts | \$0.15 per square inch of ticket per thousand tickets |

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| OPTION | DESCRIPTION | PRICE |
|---|--|---|
| Instant gift game holder | Games that include perforations and/or die-cut incisions that are designed to hold a gift card or other marketing piece | \$5,000 set up fee plus \$0.30 per square inch of ticket per thousand tickets |
| Scratch & Twist | An added value play mechanic that connects the game play on the ticket front to the ticket back | 3,000 set up fee plus \$0.25 per square inch of ticket per thousand tickets |
| Synchronized Pulse Game | Using more than one game play mechanic/play style across multiple pulses but using a single game number and prize structure. | \$4,500 per each additional pulse, plus \$0.20 per square inch of ticket per thousand tickets |
| One additional color on ticket back | Using a second color for the back of the ticket (one more color in addition to black ink) | \$0.06 per square inch of ticket per thousand tickets |
| Velvet Touch Ink | This ink gives tickets a velvety feel that adds a tactile quality. | \$0.20 per square inch of ticket per thousand tickets |
| Additional POS cards bundled in packs of 100 | This is in addition to the base requirement | Add \$75.00 per 1000 POS cards bundled in packs of 100 |

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Inserts on Foil and Holographic stock

Non- matched

Insert size 4 x 4

4 color ticket front over black color back

| Quantity Range | Price per 1000 on foil | Price per 1000 on Holographic |
|-----------------------|-------------------------------|--------------------------------------|
| 15,000 - 24,999 | \$ 258.71 | \$382.60 |
| 25,000 - 49,999 | \$ 157.31 | \$231.24 |
| 50,000 - 74,999 | \$ 109.25 | \$143.39 |
| 75,000 - 99,999 | \$ 106.52 | \$130.41 |
| 100,000 - 124,999 | \$ 98.73 | \$127.52 |
| 125,000 - 149,999 | \$ 84.74 | \$114.18 |
| 150,000 - 174,999 | \$ 79.40 | \$114.10 |
| 175,000 - 199,999 | \$ 77.09 | \$103.00 |
| 200,000 - 224,999 | \$ 70.97 | \$99.14 |
| 225,000 - 249,999 | \$ 67.10 | \$95.51 |
| 250,000 - 274,999 | \$ 65.57 | \$94.45 |
| 275,000 - 299,999 | \$ 61.63 | \$93.06 |
| 300,000 - 324,999 | \$ 61.34 | \$88.73 |
| 325,000 - 349,999 | \$ 58.60 | \$86.86 |
| 350,000 - 374,999 | \$ 57.90 | \$84.63 |
| 375,000 - 399,999 | \$ 55.70 | \$81.29 |
| 400,000 - 424,999 | \$ 55.49 | \$80.99 |
| 425,000 - 449,999 | \$ 53.21 | \$77.86 |
| 450,000 - 474,999 | \$ 51.18 | \$76.85 |
| 475,000 - 499,999 | \$ 49.47 | \$74.67 |
| 500,000 - 524,999 | \$ 47.67 | \$72.74 |
| 525,000 - 574,999 | \$ 46.22 | \$71.42 |
| 575,000 -599,999 | \$ 43.57 | \$67.29 |

IGT
Attachment A to Amendment No. 8

Inserts on Foil and Holographic stock

Non- matched

Insert size 8 x 4

4 color ticket front over black color back

| Quantity Range | Price per 1000 on foil | Price per 1000 on Holographic |
|-----------------------|-------------------------------|--------------------------------------|
| 15,000 - 24,999 | \$ 394.40 | \$544.78 |
| 25,000 - 49,999 | \$ 237.54 | \$335.30 |
| 50,000 - 74,999 | \$ 163.88 | \$200.74 |
| 75,000 - 99,999 | \$ 159.78 | \$182.57 |
| 100,000 - 124,999 | \$ 139.09 | \$178.53 |
| 125,000 - 149,999 | \$ 114.87 | \$154.14 |
| 150,000 - 174,999 | \$ 112.13 | \$154.03 |
| 175,000 - 199,999 | \$ 111.77 | \$139.05 |
| 200,000 - 224,999 | \$ 102.91 | \$133.84 |
| 225,000 - 249,999 | \$ 97.30 | \$128.93 |
| 250,000 - 274,999 | \$ 93.07 | \$127.51 |
| 275,000 - 299,999 | \$ 87.52 | \$120.98 |
| 300,000 - 324,999 | \$ 85.87 | \$115.34 |
| 325,000 - 349,999 | \$ 82.04 | \$112.92 |
| 350,000 - 374,999 | \$ 81.05 | \$110.02 |
| 375,000 - 399,999 | \$ 77.98 | \$105.67 |
| 400,000 - 424,999 | \$ 74.92 | \$104.48 |
| 425,000 - 449,999 | \$ 71.83 | \$100.44 |
| 450,000 - 474,999 | \$ 69.10 | \$99.14 |
| 475,000 - 499,999 | \$ 66.78 | \$96.33 |
| 500,000 - 524,999 | \$ 63.88 | \$93.83 |
| 525,000 - 574,999 | \$ 61.47 | \$92.13 |
| 575,000 -599,999 | \$ 56.21 | \$90.84 |

IGT
Attachment A to Amendment No. 8

Inserts on Foil and Holographic stock

Non- matched

Insert size 12 x 4

4 color ticket front over black color back

| Quantity Range | Price per 1000 on foil | Price per 1000 on Holographic |
|-----------------------|-------------------------------|--------------------------------------|
| 15,000 - 24,999 | \$ 439.81 | \$593.04 |
| 25,000 - 49,999 | \$ 267.43 | \$358.42 |
| 50,000 - 74,999 | \$ 169.34 | \$217.95 |
| 75,000 - 99,999 | \$ 165.10 | \$198.22 |
| 100,000 - 124,999 | \$ 143.15 | \$193.83 |
| 125,000 - 149,999 | \$ 118.63 | \$173.55 |
| 150,000 - 174,999 | \$ 117.51 | \$173.43 |
| 175,000 - 199,999 | \$ 114.09 | \$156.56 |
| 200,000 - 224,999 | \$ 105.04 | \$150.69 |
| 225,000 - 249,999 | \$ 99.31 | \$145.17 |
| 250,000 - 274,999 | \$ 95.07 | \$143.57 |
| 275,000 - 299,999 | \$ 89.37 | \$141.45 |
| 300,000 - 324,999 | \$ 87.10 | \$134.86 |
| 325,000 - 349,999 | \$ 83.21 | \$132.03 |
| 350,000 - 374,999 | \$ 82.21 | \$128.64 |
| 375,000 - 399,999 | \$ 79.10 | \$123.56 |
| 400,000 - 424,999 | \$ 76.58 | \$123.11 |
| 425,000 - 449,999 | \$ 73.43 | \$118.35 |
| 450,000 - 474,999 | \$ 70.63 | \$116.82 |
| 475,000 - 499,999 | \$ 68.27 | \$113.50 |
| 500,000 - 524,999 | \$ 65.31 | \$110.56 |
| 525,000 - 574,999 | \$ 63.32 | \$108.56 |
| 575,000 -599,999 | \$ 58.39 | \$102.28 |