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# TEXAS LOTTERY COMMISSION

Gary Grief, *Executive Director*

Philip D. Sanderson, *Charitable Bingo Operations Director*

February 27, 2012

Joseph Lapinski  
Account Development Manager  
GTECH Printing Corporation  
5301 Riata Park Court  
Austin, TX 78727

Via facsimile: 512.339.0405  
and email: joseph.lapinski@gtech.com  
**TIME SENSITIVE**

Re: Request for Proposals for Instant Ticket Manufacturing and Services  
RFP #362-12-0001

Dear Mr. Lapinski:

The Texas Lottery Commission (TLC) is reviewing the Proposal submitted by GTECH Printing Corporation (GPC) in response to the referenced RFP and is requesting additional information relating to its Proposal as follows:

1. GPC Proposal page 4.2-8 introduces an employee as a graphic artist based in Austin, Texas and on page 7.5-1 states: "Furthermore, this Texas-based designer will work and communicate directly with other GPC graphic designers, based in Lakeland, Florida, to further ensure that any TLC graphic design and artwork requests, needs, and other communications are properly transmitted and efficiently and effectively fulfilled."

Please clarify if the Austin-based graphic artist is employed by GTECH Corporation or GTECH Printing Corporation. Also, please provide a detailed description of the responsibilities and accountabilities of this role, including how (1) the Austin-based graphic artist will interact with GPC artists in Florida, (2) the impact of a Texas-based GPC graphic artist on creative design and final ticket outcome, (3) how the local graphic artist will interact with GPC's Account Services Representative, and (4) why GPC believes this graphic artist is better placed in Austin rather than Lakeland?

2. Page 4.2.8. Is the data analyst an employee part of GTECH Texas or GPC? How do you see the role of the Texas-based data analyst, including how (1) the analyst will interact with multiple TLC instant ticket vendors,

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(2) the data analyst's impact on creative design and final ticket outcome,  
(3) what role GPC foresees for the data analyst during the game planning  
process, and (4) why GPC believes there is added value in having the data  
analyst based in Austin, rather than Lakeland?

3. GPC Proposal page 8.4-8 discusses [REDACTED]

4. GPC Proposal page 8.11-2, 4<sup>th</sup> bullet states: [REDACTED]

Your complete response, including the additional information requested herein, must be provided to me no later than **4 p.m. CST on Friday, March 2, 2012**. Your response may be submitted via facsimile to (512) 344-5444 or e-mail to [angela.zgarba@lottery.state.tx.us](mailto:angela.zgarba@lottery.state.tx.us).

If you have any questions, you may contact me at (512) 344-5215. Thank you for your immediate attention to this matter.

Sincerely,



Angela Zgabay-Zgarba, CTPM, CTCM  
Contracts Administrator