



Confidentiality Claimed  
PIA §552.110

Friday March 2, 2012

Tex. Gov't Code  
§552.139/§552.101  
§466.022

Angela Zgabay-Zgarba  
Contracts Administrator  
Texas Lottery Commission  
P.O. Box 16630  
Austin, Texas 78761-6630  
Email: contracts@lottery.state.tx.us

**RE: Clarification Questions Dated February 27, 2012, from RFP for Instant Ticket Manufacturing/ No. 362-12-0001/ Issued November 7, 2011**

Dear Ms. Zgabay-Zgarba:

Scientific Games International (SGI) is pleased to provide our responses to the clarification questions issued by the Texas Lottery Commission (TLC) on February 27, 2012 regarding select items from our proposal submission.

In addition, we are submitting additional materials that modify our proposal submission in the area of Account Manager's role. This information was already presented and discussed with the TLC site visit team present at the SGI Alpharetta facility on March 1, 2012.

TLC Clarification Questions and SGI Response:

Questions:

1) *SG I Proposal page 8-278 states:*

*and page 8-11 states:*

*Are they made by a third-party vendor?*

*Where are they made?*

Scientific Games Response:

Question:

2) *SGI Proposal section 8.26.2.2 states:*

*and page 8-358 reads:*

*percentages for 1<sup>st</sup> and 3rd time read rates?*

*What are the correct*

Scientific Games Response:

2.

Additional Document

As per information that was presented to the TLC team at the site visit by Scientific Games team, the Scientific Games named Account Manager role in our proposal submission of January 27, 2012 (currently submitted as Pam Lee , Senior Regional Director ), will be replaced by Scientific Games Senior Regional Director, Geneva McCaffrey whose resume is included in this submission as per request of the TLC site visit team (see resume).

Scientific Games looks forward to the next steps in the evaluation process and would be pleased to respond to any further clarification questions that the TLC may have with respect to either the site visit or the proposal submission.

Sincerely,



Frank Candido  
Sr. Director, Business Capture Management  
Corporate Marketing  
Scientific Games International  
1500 Bluegrass Lakes Parkway  
Alpharetta, GA USA 30004  
Phone: 770-664-3734  
Cell: 210-601-0146  
Fax: 770-772-7606  
Email: [frank.candido@scientificgames.com](mailto:frank.candido@scientificgames.com)



## GENEVA MCCAFFREY

### SENIOR REGIONAL DIRECTOR

#### CONTRACT ROLE

Ms. McCaffrey provides day-to-day account coordination and serves as liaison between Scientific Games and its customers. She is responsible for game planning, sales forecasting, troubleshooting and production and shipping logistics. She also represents Scientific Games at regularly scheduled vendor, marketing, and commission meetings.

#### SUMMARY

Ms. McCaffrey has over 21 years of lottery industry experience, including 10+ years with the Florida Lottery and 10+ years with Scientific Games. Geneva resides in San Antonio, Texas.

#### RELEVANT EXPERIENCE

##### *1999-Present, Oberthur Gaming Technologies and Scientific Games*

- Provides day-to-day account coordination and serves as liaison between Scientific Games and its customers
- Responsible for game planning, sales forecasting, troubleshooting and production and shipping logistics
- Represents Scientific Games at regularly scheduled vendor, marketing, and commission meetings
- Ms. McCaffrey chairs the Scientific Games Dream Team leading the instant game innovation efforts of our team – a long time member since 2002

##### *1998-1999, Oberthur Gaming Technologies – Client Services Manager*

- Managed a staff of 10 responsible for managing the day-to-day customer relationship. This included game design and prize structure approval, working paper development, approval and execution.
- Responsible for troubleshooting and production and shipping logistics

#### ADDITIONAL RELATED EXPERIENCE

Ms. McCaffrey played a key role in two start-up projects for the Florida Lottery—the Integrated Instant Ticket Accounting System (1992) and the Cooperative Services Contract (1997). For both projects, assisted with developing and writing procedures, training and systems testing.

#### EDUCATION/CERTIFICATIONS

- Santa Fe Community College, Santa Fe, NM – A.A. Liberal Arts, 1986