

Instant Ticket Manufacturing RFP Notes

Proposer: GPC

Reviewer: Dale Bowersock

Technical Scoring Criteria:	
<p>The probable quality of the offered goods or services.</p> <p style="text-align: right; color: red;">Tex. Gov't Code §552.139/§552.101 §466.022</p>	<p>*GPC has presented several innovative new ticket playstyles and designs in their proposal.</p> <p>*Based upon the games that I've seen come to us from GPC, I have no concerns over the quality of their goods and services.</p> <p style="text-align: center; color: red;">Confidentiality Claimed PIA §552.110</p> <p>*GPC has an impressive portfolio of licensed properties for a company so young.</p>
<p>The quality of the Proposer's past performance in contracting with the agency, with other state entities, or with private sector entities.</p>	<p>*GPC currently is printing games for the TLC and is working diligently to meet the high standards and expectations of the TLC. The process is moving very smoothly now and the quality is good with the exception of a large number of PEC's coming in.</p> <p>*No major concerns were noted in the reference checks and no major sanctions sited in the proposal.</p>
<p>The qualifications of the Proposer's personnel.</p>	<p>*The personnel assigned to work on our account all have extensive experience in the lottery industry. I have personally worked with Walter Gaddy for several years and have found him to be professional and very knowledgeable with regard to production and marketing of the instants product.</p> <p>*Plans to supply an data analyst and an artist here in Austin. Duties of these personnel still remains unclear to me.</p>
<p>The experience of the Proposer in providing the requested goods or services.</p>	<p>*4.1 "GPC resources have more than 700 years of instants business experience."</p> <p>*Largest size of contracts listed in 4.1.1 is</p> <p style="text-align: right; color: red;">Confidentiality Claimed PIA §552.110</p> <p>*Print runs listed on 4.1 -5 are impressive.</p> <p>*2010 - 2 billion tickets printed.</p> <p>*Produced 37 games for Texas so far.</p>

Instant Ticket Manufacturing RFP Notes

Proposer: PBL

Reviewer: Dale Bowersock

Technical Scoring Criteria:

<p>The probable quality of the offered goods or services.</p>	<p>*I have always been impressed with PBL's translucent latex as applied on our bingo games. Also the ScratchFX is a very innovative eye-catching feature on the instant tickets. PBL is currently the only vendor printing games with break-open play. They are also now offering the 3D ticket designs.</p> <p>*PBL represents that it has an available capacity of 6 billion tickets per year.</p> <p>*Excellent quality product even though turn around time on working papers and artwork can be long.</p> <p>*18 billion print capacity</p> <p>*</p>
<p>The quality of the Proposer's past performance in contracting with the agency, with other state entities, or with private sector entities.</p>	<p>*When primary vendor reached press capacity PBL picked up additional games and produced them in a timely manner.</p> <p>*There was a period where PBL refused to print games with us after we assessed a non-conforming game sanction.</p> <p>*The quality of the performance has been satisfactory with few PECs.</p> <p>*Reference checks did not note any significant concerns.</p>
<p>The qualifications of the Proposer's personnel.</p>	<p>*TLC has worked with the PBL personnel, Don, Brad, Jennifer, Greg, Sina and others for several years now and all are very responsive to any requests we've had.</p> <p>*All of the Texas sales/marketing team will be in Winnipeg, not Ypsilanti.</p> <p>*I'm impressed with the longevity of the employees with PBL.</p>
<p>The experience of the Proposer in providing the requested goods or services.</p>	<p>*PBL has been in the instant ticket business for over 25 years, serving over 60 clients.</p> <p>*Noted sales growth in jurisdictions such as Maryland, Michigan and New Jersey is impressive.</p> <p>*Contracted with TLC since 1999.</p> <p>*50 customers worldwide, in business since 1985.</p>

Confidentiality Claimed
PIA §552.110

Instant Ticket Manufacturing RFP Notes

Proposer: SGI

Reviewer: Dale Bowersock

Technical Scoring Criteria:

<p>The probable quality of the offered goods or services.</p>	<ul style="list-style-type: none">*The response to the RFP was very detailed and completely illustrated the processes involved in the entire ticket production process. It was very well laid out and detailed.*Backup and Recovery plans seem thorough.*MDI/SGI has a massive licensed property portfolio.*Quality of the games produced for TLC since I've been in this position has been very good and always produced timely. There have been some print issues over the years (games deemed non-conforming, artwork sanctions, miscut packs, etc.) but relatively few when looking at the quantity of games they've produced for us.
<p>The quality of the Proposer's past performance in contracting with the agency, with other state entities, or with private sector entities.</p> <p style="text-align: center; color: red; font-size: small;">Confidentiality Claimed PIA \$552.110</p>	<ul style="list-style-type: none">*Our Primary ITM vendor since 1999. SGI has always given us special considerations in regards to press times and expedite requests.*No major issues were reported on the Reference Checks which were received from other jurisdictions.*SGI has produced more than 800 games for the TLC so far.* however this is probably due to the shear volume of games produced by SGI. As well as a very thorough response by the company.
<p>The qualifications of the Proposer's personnel.</p>	<ul style="list-style-type: none">*The SGI team has been working with the TLC for many years and they all have extensive lottery industry experience.*Valli has been my primary contact and has been easy to work with and very responsive and timely with all requests.*SGI team represents over 250 years of lottery experience.
<p>The experience of the Proposer in providing the requested goods or services.</p>	<ul style="list-style-type: none">*40 years as a supplier of lottery products and services.*Over 120 customers worldwide.*The primary provider of instant tickets to the top 10 lotteries.*50 customers are NASPL members.