

Mike Fernandez Notes
INSTANT TICKET MANUFACTURING RFP
POLLARD BANKNOTE

The probable quality of the offered goods or services

- Provided high quality goods and services for over 25 years.
- Comment - noted for translucent coding (Bingo games)
- Licensed property has improved over time

The quality of the Proposer's past performance in contracting with the agency, with other state entities, or with private sector entities.

- No security breach (physical or IT)
- Comment – good to work with in new designs
- Comment – thorough working papers; very few post executed change requests
- Assisted with additional game production when primary vendor had capacity issues
- Previous issue with sanction assessment
- Comment – Security and testing: quick to respond; lots of info sharing
- Comment – low volume; follow TLC process for problems

The qualifications of the Proposer's personnel.

- Doug Pollard – CO/CEO and project sponsor/15 years' experience
- Doug Sawatzky – Exec. VP Sales & Marketing; day to day account oversight/25 years' experience
- Brad Thompson – Director of Sales; Account Manager/18 years' experience; with Pollard since 1994
- Greg Hoelk – Sales Manager, Licensed Products; Account Sales Manager/20 years' experience "Local"; prev. VP SciGames Sales;
- Jennifer Wankling – Texas Account Service Rep/7 years' experience; manager game elements
- All staff appear to be well qualified

The experience of the Proposer in providing the requested goods or services.

- Experience printing instants for NASPL lotteries since 1985
- Worked with over 60 lotteries worldwide in the past 26 years; presently providing service to over 50 clients, 25 are NASPL members
- 5 production plants with over 510M square feet and 1,100 employees
- Capacity of 18 billion tickets per year and over 100 distinctive games per month
- Currently producing 12 billion annually

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GTECH PRINTING

The probable quality of the offered goods or services

- Will add additional account team representatives over and above RFP requirement
- Limited licensed property
- Modern printing and plant facilities

The quality of the Proposer's past performance in contracting with the agency, with other state entities, or with private sector entities.

- Producing 37 games for Texas this year.
- Produced tickets for Lottomatica, Mass, Calif, New York
- Print runs in excess of 80 million units
- Comment – very detailed game plan/good rationale; numerous post executed change requests- think due to newness to process
- Comment – security and testing: quick response; very good service; email and quick to call
- Comment – new vendor limited experience with them

The qualifications of the Proposer's personnel.

- Walter Gaddy – Account Manager/18 years' experience; 12 years product manager Florida
- Shannon Struempf – Account Representative/12 years' experience Missouri Lottery
- Richard Madowell – Director QA, Security & Compliance/14 years' printing experience; expert ticket forensics and design
- Two additional dedicated resources in Austin; Graphic Artist and Instant Product Analyst (Lauren Zimbugg)
- Comment – Account Rep is very responsive

The experience of the Proposer in providing the requested goods or services.

- Staff – collectively more than 700 years' experience in instant ticket printing
- 2010 printed 2 billion tickets
- 2011 target is 3.5 billion tickets printed
- GPC in operation 5 years; purchased a company with 12 years' experience
- Currently have 24 customers who are NASPL members

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SCIENTIFIC GAMES

The probable quality of the offered goods or services

- Game library of over 22,000 games
- Significant licensed property portfolio
- Extensive industry and Texas experience

The quality of the Proposer's past performance in contracting with the agency, with other state entities, or with private sector entities.

- Primary for Texas in 1999
- Has handled up to 95% of our instant business – have shifted games to another vendor upon request
- Comment – high volumes; meet deadlines; few post executed change requests
- Comment – security and testing; staff very helpful; no significant issues; good response, quick with information
- Comment – all info (trucking/bill of lading) very thorough and complete; when problems occur, very helpful and quick to respond; notify of any changes early

The qualifications of the Proposer's personnel.

- Key account team over 250 years' experience in lottery industry
- Geneva McCaffrey – Account Manager; 21 years' experience; chairs Dream Team
- Valli Cason – Account Service Rep; 26 years' with SGI; Texas Svc Rep since 1999, 12 years
- Megan VanNess – Instant Game Manager; with SGI since 2010; new addition to Texas
- Ernest Oshiro – Graphics Artist; 34 years' experience; 12 years supporting Texas
- Bev Opie – licensed property
- Comment – Account Service Rep is responsive and “top notch”; Graphic Artist is high caliber

The experience of the Proposer in providing the requested goods or services.

- Developed lotteries first instant ticket game in 1974
- 38 years' experience providing instant ticket services
- 45 U.S. lotteries and more than 50 countries
- Provide instant games to 42 of 44 jurisdictions
- Provides more games to U.S. lotteries than all other suppliers combined
- Printed 37 billion tickets worldwide in 2010
- Primary supplier for 35 instant ticket contracts in U.S.; 9 of the top 10 lotteries based on instant sales
- Italy 64,000 retailers; 33M packs delivered per year
- Unequaled in size and scope of printing U.S. and worldwide