

ATTACHMENT H COST PROPOSAL

IGT Global Solutions Corporation

Proposer's Name

NOTE TO ALL PROPOSERS: THE COST PROPOSAL MUST BE SUBMITTED IN A SEPARATE AND LABELED SEALED ENVELOPE AND ATTACHED TO THE ORIGINAL PROPOSAL. PROPOSERS SHOULD ONLY SUBMIT ONE ORIGINAL OF THE COST PROPOSAL (NO COPIES ARE REQUIRED). IN ADDITION, PROPOSERS MUST SUBMIT THE COST PROPOSAL ON USB DRIVE IN THE SEALED ENVELOPE.

PROPOSERS MUST COMPLETE ALL SECTIONS OF THE COST PROPOSAL, INCLUDING TABLES 1, 2 AND 3 BELOW

PAYMENT WILL BE BASED ON COST PER THOUSAND TICKETS MANUFACTURED, UNLESS OTHERWISE SPECIFIED.

OPTIONS

If the services represented in the Proposal are not clearly indicated as Specified, Invited or Offered 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 five (5) Specified Options (Full UV Coating, Metallic Ink, Fluorescent Ink, Holographic Paper Stock and Foil Paper Stock) 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 scratch 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 scratch ticket game portfolio and budget authority. 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 revenue 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 scratch ticket strategy, the Texas Lottery believes that utilizing multiple vendors for scratch 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 five (5) specified options (Full UV Coating, Metallic Ink, Fluorescent Ink, Holographic Paper Stock and Foil Paper Stock).

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 sections 1.1.7 and 1.1.8, together with other factors including, but not limited to, technical quality and customer service; however, the Texas Lottery does not intend to establish comparability by price point, ticket size, price quantities and other similar factors.

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 (including inks up to ten (10) colors projected to be five (5) front display colors, with one (1) display color being a full bleed, one (1) back color, three (3) overprint colors and one (1) ultraviolet ink for benday patterns), 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 pack inserts 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.

NOTE: Use the format provided on the attached Table 1 for your response and see RFP Section 2.10 for additional instructions.

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION

TABLE 1
BASE PRICE

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

Ticket Size	A 2.4" x 4"		B 3" x 4"		C 4" x 4"			D 6" x 4"				E 8" x 4"			
	150	100	150	125	150	125	100	150	125	100	75	125	75	50	25
20,000															
120,000	\$222.94	\$224.15	\$226.37	\$228.18	\$229.80	\$230.96	\$231.57	\$265.42	\$268.08	\$270.76	\$276.17	\$310.97	\$317.19	\$323.53	\$330.00
240,000	\$119.66	\$120.87	\$121.43	\$122.41	\$123.21	\$123.82	\$124.43	\$147.85	\$149.33	\$150.82	\$153.83	\$173.22	\$176.68	\$180.22	\$183.82
360,000	\$85.25	\$86.46	\$86.53	\$87.22	\$87.81	\$88.25	\$88.86	\$105.37	\$106.43	\$107.49	\$109.64	\$123.46	\$125.93	\$128.45	\$131.01
480,000	\$68.03	\$69.24	\$69.13	\$69.68	\$70.23	\$70.58	\$71.19	\$84.27	\$85.11	\$85.96	\$87.68	\$98.73	\$100.71	\$102.72	\$104.78
600,000	\$57.33	\$58.54	\$58.14	\$58.60	\$58.94	\$59.24	\$59.85	\$70.73	\$71.44	\$72.16	\$73.60	\$82.87	\$84.53	\$86.22	\$87.94
720,000	\$50.07	\$51.27	\$50.76	\$51.17	\$51.45	\$51.71	\$52.32	\$61.74	\$62.36	\$62.98	\$64.24	\$72.34	\$73.79	\$75.26	\$76.77
840,000	\$44.72	\$45.93	\$45.87	\$46.24	\$47.03	\$47.26	\$47.87	\$56.43	\$57.00	\$57.57	\$58.72	\$66.11	\$67.44	\$68.79	\$70.16
960,000	\$40.88	\$42.09	\$42.15	\$42.48	\$43.41	\$43.63	\$44.24	\$52.09	\$52.62	\$53.14	\$54.20	\$61.03	\$62.25	\$62.56	\$68.40
1,000,000	\$39.76	\$40.96	\$40.56	\$41.99	\$41.90	\$42.42	\$43.03	\$50.50	\$51.05	\$51.54	\$52.57	\$58.77	\$60.11	\$60.34	\$66.09
2,000,000	\$23.47	\$24.68	\$25.21	\$28.36	\$28.12	\$28.65	\$29.26	\$32.27	\$32.81	\$33.31	\$34.33	\$38.54	\$39.78	\$42.69	\$47.38
3,000,000	\$18.19	\$19.40	\$19.90	\$23.02	\$22.74	\$23.25	\$23.86	\$26.90	\$27.45	\$27.94	\$28.96	\$32.66	\$33.85	\$36.76	\$41.46
4,000,000	\$15.35	\$16.55	\$17.01	\$20.08	\$19.77	\$20.28	\$20.89	\$24.27	\$24.80	\$25.29	\$26.31	\$29.65	\$30.80	\$32.91	\$38.43
5,000,000	\$13.87	\$15.07	\$15.45	\$18.43	\$18.08	\$18.61	\$19.22	\$22.11	\$22.67	\$23.16	\$24.18	\$27.74	\$36.31	\$31.81	\$36.51
6,000,000	\$12.72	\$13.93	\$14.34	\$17.38	\$17.05	\$21.64	\$18.16	\$21.52	\$28.01	\$22.56	\$23.20	\$26.40	\$34.94	\$30.45	\$35.16
7,000,000	\$11.95	\$13.15	\$13.54	\$16.57	\$16.21	\$20.75	\$16.89	\$20.60	\$21.14	\$21.64	\$22.64	\$25.65	\$33.95	\$29.69	\$34.40
8,000,000	\$11.39	\$12.60	\$13.03	\$16.11	\$15.75	\$20.11	\$16.48	\$19.58	\$20.13	\$20.62	\$21.64	\$25.19	\$33.44	\$29.23	\$33.94
9,000,000	\$13.37	\$11.17	\$12.54	\$15.62	\$15.27	\$19.57	\$16.39	\$19.38	\$19.93	\$20.42	\$21.45	\$24.56	\$32.72	\$28.60	\$33.30
10,000,000	\$13.09	\$10.91	\$12.24	\$15.22	\$14.86	\$19.06	\$15.99	\$18.83	\$19.36	\$19.86	\$20.88	\$24.31	\$32.39	\$28.34	\$33.03
12,000,000	\$12.51	\$10.53	\$11.75	\$14.77	\$14.40	\$18.52	\$15.52	\$18.43	\$18.98	\$19.47	\$20.50	\$23.91	\$31.97	\$27.93	\$32.65
15,000,000	\$11.83	\$10.15	\$14.01	\$14.10	\$13.72	\$14.24	\$14.85	\$17.70	\$23.77	\$18.74	\$19.77	\$23.22	\$31.33	\$27.24	\$31.94
20,000,000	\$11.28	\$9.78	\$13.42	\$13.51	\$13.13	\$17.14	\$14.25	\$17.02	\$23.08	\$18.06	\$19.15	\$22.48	\$30.58	\$26.51	\$31.20
30,000,000	\$10.61	\$9.40	\$10.00	\$13.05	\$12.66	\$16.85	\$14.13	\$16.60	\$22.80	\$17.63	\$19.12	\$22.08	\$30.10	\$26.10	\$30.79
50,000,000	\$10.30	\$9.38	\$9.77	\$12.83	\$12.44	\$16.57	\$13.90	\$16.26	\$22.42	\$17.31	\$18.79	\$21.73	\$29.87	\$25.72	\$30.43
75,000,000	\$8.03	\$9.23	\$9.62	\$12.68	\$12.29	\$12.81	\$13.42	\$16.13	\$16.67	\$17.16	\$18.19	\$21.59	\$22.69	\$25.58	\$30.26
100,000,000	\$7.95	\$9.16	\$9.55	\$12.59	\$12.21	\$12.72	\$13.33	\$16.07	\$16.60	\$17.10	\$18.12	\$21.52	\$22.61	\$25.50	\$30.19

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION



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

Ticket Size	F 10" x 4"				G 12" x 4"						H 14" X 4"				
	75	50	25	20	75	50	25	20	15	10	50	25	20	15	10
1,000,000	\$65.83	\$68.43	\$73.15	\$76.81	\$71.17	\$73.98	\$78.51	\$82.27	\$83.92	\$86.38	No Bid	No Bid	No Bid	No Bid	No Bid
2,000,000	\$45.27	\$47.80	\$52.51	\$52.90	\$50.27	\$53.08	\$57.61	\$53.48	\$54.54	\$56.15	No Bid	No Bid	No Bid	No Bid	No Bid
3,000,000	\$39.42	\$41.92	\$46.63	\$48.13	\$44.41	\$47.23	\$51.76	\$48.30	\$49.27	\$50.72	No Bid	No Bid	No Bid	No Bid	No Bid
4,000,000	\$36.59	\$39.08	\$38.95	\$44.79	\$41.59	\$44.41	\$48.95	\$58.06	\$46.77	\$48.14	No Bid	No Bid	No Bid	No Bid	No Bid
5,000,000	\$33.62	\$36.06	\$36.98	\$43.55	\$39.04	\$41.87	\$46.39	\$55.64	\$44.49	\$45.80	No Bid	No Bid	No Bid	No Bid	No Bid
6,000,000	\$32.20	\$43.66	\$45.59	\$42.07	\$37.89	\$40.73	\$41.52	\$56.62	\$50.00	\$51.47	No Bid	No Bid	No Bid	No Bid	No Bid
7,000,000	\$41.39	\$33.83	\$44.77	\$40.80	\$37.18	\$40.01	\$40.74	\$55.85	\$49.28	\$50.73	No Bid	No Bid	No Bid	No Bid	No Bid
8,000,000	\$30.55	\$42.02	\$43.95	\$40.23	\$36.06	\$38.88	\$39.51	\$54.75	\$48.12	\$49.53	No Bid	No Bid	No Bid	No Bid	No Bid
9,000,000	\$29.89	\$41.37	\$43.31	\$39.10	\$35.41	\$38.24	\$50.70	\$54.11	\$47.46	\$48.86	No Bid	No Bid	No Bid	No Bid	No Bid
10,000,000	\$29.60	\$41.06	\$43.00	\$38.84	\$35.16	\$38.01	\$50.43	\$53.84	\$57.45	\$48.62	No Bid	No Bid	No Bid	No Bid	No Bid
12,000,000	\$29.37	\$40.69	\$42.64	\$38.65	\$34.81	\$37.65	\$49.92	\$53.41	\$57.02	\$48.23	No Bid	No Bid	No Bid	No Bid	No Bid
15,000,000	\$28.57	\$39.90	\$43.23	\$37.47	\$33.95	\$36.79	\$49.10	\$45.08	\$56.16	\$47.33	No Bid	No Bid	No Bid	No Bid	No Bid
20,000,000	\$27.56	\$39.03	\$42.46	\$36.80	\$33.15	\$35.99	\$48.32	\$44.27	\$55.35	\$46.48	No Bid	No Bid	No Bid	No Bid	No Bid
30,000,000	\$27.19	\$38.59	\$35.49	\$35.79	\$32.77	\$46.76	\$47.84	\$43.90	\$44.77	\$46.09	No Bid	No Bid	No Bid	No Bid	No Bid
50,000,000	\$36.70	\$30.40	\$35.11	\$35.73	\$32.39	\$46.33	\$35.54	\$43.50	\$44.37	\$45.67	No Bid	No Bid	No Bid	No Bid	No Bid
75,000,000	\$36.53	\$30.25	\$34.95	\$35.63	\$32.23	\$35.06	\$39.63	\$43.33	\$44.20	\$45.50	No Bid	No Bid	No Bid	No Bid	No Bid
100,000,000	\$26.59	\$30.18	\$34.88	\$35.36	\$32.17	\$35.01	\$39.51	\$43.24	\$44.11	\$45.41	No Bid	No Bid	No Bid	No Bid	No Bid

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION

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

Ticket Size	I 6" x 8"			J 8" x 8"			K 12" x 8"				L 12" x 12"			
	75	50	25	75	50	25	50	25	20	10	50	25	20	10
1,000,000	\$72.82	\$74.31	\$75.06	\$76.74	\$78.30	\$80.62	\$106.39	\$107.89	\$108.95	\$151.19	\$235.65	\$252.14	\$259.21	\$278.82
2,000,000	\$62.48	\$63.76	\$64.40	\$65.16	\$66.49	\$68.80	\$94.39	\$95.77	\$96.98	\$140.59	\$223.37	\$239.01	\$245.71	\$264.30
3,000,000	\$57.49	\$58.66	\$59.26	\$60.85	\$62.09	\$65.01	\$89.50	\$91.70	\$92.83	\$125.68	\$204.67	\$218.99	\$225.13	\$242.16
4,000,000	\$54.63	\$55.74	\$56.30	\$58.92	\$60.12	\$62.82	\$86.51	\$89.70	\$90.85	\$124.59	\$202.76	\$216.95	\$223.03	\$239.90
5,000,000	\$52.05	\$53.12	\$53.65	\$55.63	\$56.76	\$61.66	\$81.83	\$88.09	\$89.85	\$114.93	\$189.01	\$202.24	\$207.91	\$223.64
6,000,000	\$50.92	\$51.96	\$52.48	\$52.82	\$53.90	\$59.71	\$97.38	\$85.33	\$88.34	\$114.74	\$188.29	\$201.48	\$207.12	\$222.79
7,000,000	\$50.21	\$51.23	\$51.75	\$51.88	\$52.93	\$58.75	\$78.23	\$84.48	\$87.18	\$110.92	\$183.20	\$196.03	\$201.52	\$216.77
8,000,000	\$49.03	\$50.03	\$50.54	\$51.70	\$52.75	\$58.35	\$95.48	\$83.59	\$86.39	\$107.01	\$176.38	\$188.72	\$194.01	\$208.69
9,000,000	\$48.40	\$49.39	\$49.89	\$51.31	\$52.36	\$57.50	\$76.25	\$82.43	\$85.40	\$106.43	\$176.10	\$188.42	\$193.71	\$208.36
10,000,000	\$48.18	\$49.16	\$49.66	\$50.81	\$51.84	\$56.88	\$75.36	\$81.62	\$84.39	\$106.36	\$175.87	\$188.18	\$193.46	\$208.09
12,000,000	\$47.90	\$48.87	\$49.37	\$50.22	\$51.24	\$56.06	\$74.38	\$81.02	\$83.92	\$106.04	\$175.53	\$187.82	\$193.09	\$207.69
15,000,000	\$46.97	\$47.93	\$48.42	\$50.22	\$51.24	\$56.06	\$74.38	\$81.02	\$83.92	\$105.45	\$174.93	\$187.17	\$192.42	\$206.97
20,000,000	\$46.13	\$47.07	\$47.55	\$50.22	\$51.24	\$56.06	\$74.38	\$81.02	\$83.92	\$105.26	\$174.66	\$186.88	\$192.12	\$206.65
30,000,000	\$45.79	\$46.72	\$47.19	\$50.22	\$51.24	\$56.06	\$74.38	\$81.02	\$83.92	\$104.71	\$174.25	\$186.45	\$191.68	\$206.18
50,000,000	\$45.40	\$46.33	\$46.79	\$50.22	\$51.24	\$56.06	\$74.38	\$81.02	\$83.92	\$104.71	\$174.25	\$186.45	\$191.68	\$206.18
75,000,000	\$45.22	\$46.14	\$46.61	\$50.22	\$51.24	\$56.06	\$74.38	\$81.02	\$83.92	\$104.71	\$174.25	\$186.45	\$191.68	\$206.18
100,000,000	\$45.13	\$46.05	\$46.51	\$50.22	\$51.24	\$56.06	\$74.38	\$81.02	\$83.92	\$104.71	\$174.25	\$186.45	\$191.68	\$206.18

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION

In addition, Proposers shall show the cost breakdown of the following line items that **are included in the Base Price.**

1. 4 color processing Per square inch \$ 0.00 per square inch
2. Expanded imaging Per square inch \$ 0.06 per square inch
3. Additional spot colors Per color per square inch \$ 0.05 per square inch
4. Includes pack inserts in each pack
 - a. Price Per Pack for insertion
 - i. 4" x 4" size \$0.16 per pack
 - ii. 4" x 8" size \$0.18 per pack
 - iii. 4" x 12" size \$0.20 per pack
 - b. Price Per Pack for printing of pack insert (4CP printing, 10pt card)
 - i. 4" x 4" size \$0.05 per pack
 - ii. 4" x 8" size \$0.07 per pack
 - iii. 4" x 12" size \$0.09 per pack

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 any reduction for colors less than ten (10)

Price decrease per color ~~\$(0.06)~~ per 1,000 tickets

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

Per color per square inch Add \$0.06 per square inch per color

3. Cost per thousand tickets for metallic inks

Per color per square inch Add \$0.05 per square inch per color

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

Per color per square inch Add \$0.24 per square inch per 1000 tickets per color

5. Cost per thousand tickets for multiple scenes or continuous scene game

Add \$0.14 per 1000 tickets per additional scene

6. Cost per thousand tickets for color pulsing - color changes within a press run.

Per color pulse Add \$0.38 per 1000 tickets per color pulse

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

Per color per square inch Add \$0.08 per square inch per color

8. Cost per thousand tickets for marking process other than full opaque security coating covering.

Per square inch Add \$0.12 per square inch for Color Reveal Marking system per color

Per square inch Add \$0.13 per square inch for Translucent Marking system per color

9. Cost for cylinder or plate change before or during production

Add \$1,372.50 per cylinder change or plate change that results in a press stoppage

10. Cost per thousand tickets difference for multiple games across the web



Deduct \$2,472.00 lump sum for each additional game printed across the web.
Working papers for both games must be signed at the same time

11. Test Games

Hourly rate for software programming test games Add \$144.00 per hour. No charge to the Lottery if a Test game is required because of a change to the ticket, bar code or validation media formats

12. Cost per thousand tickets for holographic ticket stock

Per square inch \$1.61 per square inch of ticket

13. Cost per thousand tickets for foil ticket stock

Per square inch Add \$0.43 per square inch of ticket

14. Hole drilling

Per 1,000 tickets Add \$231.00 per 1,000 tickets

15. Cost for additional POS cards bundled in packs of 100

Add \$72.00 per 1,000 additional pack inserts

16. Cost for special stock pack inserts

4.00" x 4.00" size

Foil	Add <u>\$0.097 per insert or \$97.00</u> per 1,000 inserts
Holographic	Add <u>\$0.1746 per insert or \$174.60</u> per 1,000 inserts

4.00" x 8.00" size

Foil	Add <u>\$0.1552 per insert or \$155.20</u> per 1,000 inserts
Holographic	Add <u>\$0.2716 per insert or \$271.60</u> per 1,000 inserts

4.00" x 12.00" size

Foil	Add <u>\$0.194 per insert or \$194.00</u> per 1,000 inserts
Holographic	Add <u>\$0.4559 per insert or \$455.90</u> per 1,000 inserts

BRANDED, PROPRIETARY AND LICENSED GAMES WITH EXPERIENTIAL AND/OR MERCHANDISE PRIZES, AND SUCCESSFUL PROPOSER SPONSORED PROMOTIONS OR CONTESTS (SEE RFP SECTION 8.33.4)

Provide pricing tables for Branded, Proprietary and Licensed games with experiential and/or merchandise prizes. Also provide this same information for Successful Proposer sponsored promotions or contests.

IGT is pleased to offer the TLC our current Licensed Property portfolio at competitive pricing. Licensed properties can be acquired through a License Fee Model, a Merchandise Model or a combination of the two.

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

In support of licensed games IGT can develop, procure and fulfill custom merchandise and experiential prizes and develop, sponsor and manage custom promotions and contests. Pricing would be customized for each program

Experiential and/or Merchandise Fee – 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

LICENSED PROPERTIES / PROPRIETARY GAMES PRICING			
Description	Unit of Measure	Firm, Fixed Unit Price	Experiential and/or Merchandise Fee
Wheel of Fortune	Percentage of Actual Sales	2.00%	8.00%
Elvis	Percentage of Actual Sales	1.50%	8.00%
Marilyn Monroe	Percentage of Actual Sales	1.50%	8.00%
WWE	Percentage of Actual Sales	1.75%	8.00%
Circuit of the Americas*	Percentage of Actual Sales	1.50%	10.00%
iHeart Media**	Percentage of Actual Sales	1.50%	10.00%
Carnival	Percentage of Actual Sales	1.50%	10.00%
Ghostbusters (Classic)	Percentage of Actual Sales	1.50%	7.25%



Jeopardy!	Percentage of Actual Sales	1.50%	7.25%
The Three Stooges	Percentage of Actual Sales	1.50%	7.25%
IGT Slots – Double Diamond	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Sizzling 7	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Cleopatra	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Red, White & Blue	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Triple Diamond	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Triple Diamond 777	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Wolf Run	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Dia De Los Muertos (Day of the Dead)	Percentage of Actual Sales	1.50%	7.00%
IGT Slots – Other (besides those listed above)	Percentage of Actual Sales	1.50%	7.00%

Properties are subject to availability based on IGT's licensing agreements with the respective licensor at the time of this submission.

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

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

Note: License fee for all IGT Slot Properties is waived in exchange for printing Loteria games

NON-LICENSED GAMES WITH EXPERIENTIAL AND/OR MERCHANDISE PRIZES, AND SUCCESSFUL PROPOSER-SPONSORED PROMOTIONS OR CONTESTS (See RFP Section 8.33.5)

Provide any known non-licensed game concepts with experiential and/or merchandise prizes. Also provide this same information for Successful Proposer sponsored promotions or contests.

In support of non-licensed games IGT can develop, procure and fulfill custom merchandise and experiential prizes and develop, sponsor and manage custom promotions and contests. Pricing would be customized for each program and would be a percentage of the prize fund ranging from 3% - 10%

INTERNET ENTRY PROMOTIONAL SECOND-CHANCE DRAWINGS (See RFP Section 8.33.2)

The following fees will apply to Internet Entry Promotional Second-Chance Drawings:

- a. 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 and/or hybrid models which include experiential/merchandise allocations), the Successful Proposer waives all costs to set up, monitor and support the draw system and all drawing costs.
- b. For promotional second-chance drawing services for all other scratch ticket 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 \$25,000.00 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 \$10,000.00 for the remaining drawings in the game.

AUTOMATED SCRATCH SALES SOLUTION (See RFP Section 8.33.6)

Automated Scratch Sales Solution – Long-term Pricing Option (pricing in effect for 9/1/2024 – 8/31/2034)

Proposers shall provide pricing that covers the implementation and deployment of the Automated Scratch Sales Solution, or the Credit, for the Four-Year Period. A separate Base Price cost (including Automated Scratch Sales Solution or Credit) spreadsheet (Table 2) must be provided for the Automated Scratch Sales Solution Long-term Pricing Specified Option.

These cost cells shall include the Base Price plus pricing for the Automated Scratch Sales Solution of three thousand (3,000) units, or the Credit, and shall be utilized through the period of the Contract term that covers Scratch Ticket Manufacturing and Services from 9/1/2024 to 8/31/2034. Pricing shall include all costs to implement the Automated Scratch Sales Solution, including but not limited to, hardware, software, smart dispensers and ongoing maintenance.

Automated Scratch Sales Solution – Short-term Pricing Option (pricing in effect for 9/1/2024 – 8/31/2026)

Proposers shall provide pricing that covers the implementation and deployment of the Automated Scratch Sales Solution, or the Credit, for the Four-Year Period. A separate Base Price cost (including Automated Scratch Sales Solution or Credit) spreadsheet (Table 3) must be provided for the Automated Scratch Sales Solution Short-term Pricing Specified Option. **Effective September 1, 2026 pricing for all scratch ticket manufacturing and services will revert to the Base Price (Table 1).**

These cost cells shall include the Base Price plus pricing for the Automated Sales Solution of three thousand (3,000) units, or the Credit, and shall be utilized through the period of the Contract term that covers Scratch Ticket Manufacturing and Services from 9/1/2024 to 8/31/2026. Pricing shall include all costs to implement the Automated Scratch Sales Solution, including but not limited to, hardware, software, smart dispensers and ongoing maintenance.

Credit In Lieu Of Automated Scratch Sales Solution

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Proposers shall indicate by checking this item if they are electing to provide the Credit in lieu of proposing an Automated Scratch Sales Solution. The Credit will be based on the formula described in RFP Section 8.33.6 (7). If the Credit is selected, then the Pricing per Unit Cost requested below is not applicable; however, the value of the Credit shall be included in Table 2 and Table 3 for the Long-Term Pricing Option and Short-Term Pricing Option. If a Proposer provides an Automated Scratch Sales Solution, this section can be marked not applicable (n/a).



TABLE 2
AUTOMATED SCRATCH SALES SOLUTION - LONG-TERM PRICING OPTION (pricing in effect for 9/1/2024 - 8/31/2034)

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

Ticket Size	<u>A</u> 2.4" x 4"		<u>B</u> 3" x 4"		<u>C</u> 4" x 4"			<u>D</u> 6" x 4"				<u>E</u> 8" x 4"			
	150	100	150	125	150	125	100	150	125	100	75	125	75	50	25
20,000															
120,000	\$246.19	\$247.53	\$249.98	\$251.98	\$253.77	\$255.04	\$255.72	\$293.10	\$296.03	\$298.99	\$304.97	\$343.40	\$350.27	\$357.27	\$364.42
240,000	\$132.14	\$133.48	\$134.10	\$135.17	\$136.05	\$136.74	\$137.41	\$163.27	\$164.90	\$166.55	\$169.88	\$191.28	\$195.11	\$199.01	\$202.99
360,000	\$94.14	\$95.47	\$95.56	\$96.32	\$96.97	\$97.46	\$98.13	\$116.36	\$117.53	\$118.70	\$121.08	\$136.33	\$139.06	\$141.84	\$144.68
480,000	\$75.12	\$76.46	\$76.34	\$76.95	\$77.55	\$77.94	\$78.61	\$93.06	\$93.99	\$94.93	\$96.83	\$109.03	\$111.21	\$113.43	\$115.70
600,000	\$63.31	\$64.64	\$64.20	\$64.71	\$65.09	\$65.42	\$66.09	\$78.11	\$78.89	\$79.68	\$81.27	\$91.51	\$93.34	\$95.21	\$97.11
720,000	\$55.29	\$56.62	\$56.05	\$56.50	\$56.82	\$57.10	\$57.78	\$68.18	\$68.86	\$69.55	\$70.94	\$79.88	\$81.48	\$83.11	\$84.77
840,000	\$49.39	\$50.72	\$50.66	\$51.06	\$51.93	\$52.19	\$52.86	\$62.32	\$62.94	\$63.57	\$64.84	\$73.01	\$74.47	\$75.96	\$77.48
960,000	\$45.14	\$46.48	\$46.54	\$46.91	\$47.94	\$48.18	\$48.85	\$57.53	\$58.10	\$58.68	\$59.86	\$67.40	\$68.75	\$69.08	\$75.54
1,000,000	\$43.90	\$45.23	\$44.79	\$46.37	\$46.27	\$46.84	\$47.51	\$55.76	\$56.37	\$56.92	\$58.05	\$64.89	\$66.38	\$66.64	\$72.98
2,000,000	\$25.92	\$27.25	\$27.84	\$31.32	\$31.05	\$31.64	\$32.31	\$35.64	\$36.23	\$36.78	\$37.91	\$42.56	\$43.93	\$47.14	\$52.33
3,000,000	\$20.09	\$21.42	\$21.97	\$25.42	\$25.11	\$25.67	\$26.35	\$29.71	\$30.31	\$30.85	\$31.98	\$36.06	\$37.38	\$40.60	\$45.78
4,000,000	\$16.95	\$18.28	\$18.78	\$22.17	\$21.83	\$22.40	\$23.07	\$26.80	\$27.38	\$27.93	\$29.06	\$32.75	\$34.01	\$36.34	\$42.44
5,000,000	\$15.31	\$16.65	\$17.06	\$20.35	\$19.97	\$20.55	\$21.23	\$24.42	\$25.03	\$25.57	\$26.71	\$30.64	\$39.32	\$35.12	\$40.32
6,000,000	\$14.04	\$15.38	\$15.84	\$19.19	\$18.82	\$23.47	\$20.06	\$23.76	\$30.31	\$24.92	\$25.61	\$29.15	\$37.81	\$33.62	\$38.83
7,000,000	\$13.19	\$14.52	\$14.96	\$18.30	\$17.90	\$22.50	\$18.66	\$22.75	\$23.35	\$23.89	\$25.00	\$28.32	\$36.69	\$32.78	\$37.99
8,000,000	\$12.58	\$13.91	\$14.39	\$17.79	\$17.40	\$21.81	\$18.20	\$21.63	\$22.22	\$22.77	\$23.90	\$27.82	\$36.13	\$32.28	\$37.48
9,000,000	\$14.51	\$12.33	\$13.85	\$17.25	\$16.86	\$21.22	\$18.09	\$21.40	\$22.01	\$22.55	\$23.68	\$27.13	\$35.35	\$31.59	\$36.77
10,000,000	\$14.20	\$12.05	\$13.52	\$16.81	\$16.41	\$20.66	\$17.66	\$20.80	\$21.38	\$21.93	\$23.06	\$26.85	\$35.00	\$31.30	\$36.48
12,000,000	\$13.57	\$11.63	\$12.97	\$16.31	\$15.90	\$20.08	\$17.14	\$20.35	\$20.96	\$21.50	\$22.63	\$26.41	\$34.54	\$30.84	\$36.05
15,000,000	\$12.83	\$11.21	\$15.17	\$15.57	\$15.15	\$15.73	\$16.40	\$19.54	\$25.67	\$20.70	\$21.83	\$25.64	\$33.82	\$30.08	\$35.27
20,000,000	\$12.23	\$10.79	\$14.53	\$14.92	\$14.50	\$18.56	\$15.74	\$18.80	\$24.91	\$19.94	\$21.14	\$24.82	\$32.99	\$29.27	\$34.45
30,000,000	\$11.49	\$10.38	\$11.05	\$14.41	\$13.98	\$18.22	\$15.61	\$18.34	\$24.59	\$19.47	\$21.12	\$24.38	\$32.46	\$28.82	\$34.00
50,000,000	\$11.15	\$10.36	\$10.79	\$14.17	\$13.74	\$17.92	\$15.35	\$17.96	\$24.17	\$19.11	\$20.75	\$23.99	\$32.25	\$28.41	\$33.60
75,000,000	\$8.86	\$10.20	\$10.63	\$14.00	\$13.57	\$14.14	\$14.82	\$17.81	\$18.41	\$18.95	\$20.09	\$23.85	\$25.05	\$28.25	\$33.42
100,000,000	\$8.78	\$10.11	\$10.54	\$13.90	\$13.48	\$14.04	\$14.72	\$17.75	\$18.34	\$18.88	\$20.01	\$23.76	\$24.97	\$28.16	\$33.34

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION



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

Ticket Size	E 10" x 4"				G 12" x 4"						H 14" x 4"				
	75	50	25	20	75	50	25	20	15	10	50	25	20	15	10
1,000,000	\$72.70	\$75.56	\$80.78	\$84.82	\$78.60	\$81.69	\$86.69	\$90.85	\$92.67	\$95.39	No Bid	No Bid	No Bid	No Bid	No Bid
2,000,000	\$49.99	\$52.79	\$57.98	\$58.42	\$55.51	\$58.62	\$63.61	\$59.05	\$60.23	\$62.00	No Bid	No Bid	No Bid	No Bid	No Bid
3,000,000	\$43.53	\$46.29	\$51.50	\$53.15	\$49.05	\$52.15	\$57.15	\$53.34	\$54.40	\$56.00	No Bid	No Bid	No Bid	No Bid	No Bid
4,000,000	\$40.41	\$43.16	\$43.01	\$49.46	\$45.92	\$49.05	\$54.06	\$62.84	\$51.64	\$53.16	No Bid	No Bid	No Bid	No Bid	No Bid
5,000,000	\$37.13	\$39.83	\$40.84	\$48.09	\$43.11	\$46.24	\$51.23	\$60.19	\$49.13	\$50.58	No Bid	No Bid	No Bid	No Bid	No Bid
6,000,000	\$35.56	\$47.27	\$49.36	\$46.45	\$41.84	\$44.97	\$45.84	\$61.73	\$55.21	\$56.84	No Bid	No Bid	No Bid	No Bid	No Bid
7,000,000	\$44.67	\$37.36	\$48.45	\$45.06	\$41.06	\$44.18	\$44.99	\$60.89	\$54.42	\$56.02	No Bid	No Bid	No Bid	No Bid	No Bid
8,000,000	\$33.74	\$45.46	\$47.54	\$44.42	\$39.82	\$42.94	\$43.63	\$59.67	\$53.14	\$54.70	No Bid	No Bid	No Bid	No Bid	No Bid
9,000,000	\$33.00	\$44.74	\$46.83	\$43.18	\$39.10	\$42.23	\$54.75	\$58.96	\$52.41	\$53.96	No Bid	No Bid	No Bid	No Bid	No Bid
10,000,000	\$32.68	\$44.40	\$46.49	\$42.89	\$38.83	\$41.97	\$54.45	\$58.67	\$62.38	\$53.69	No Bid	No Bid	No Bid	No Bid	No Bid
12,000,000	\$32.43	\$44.00	\$46.12	\$42.68	\$38.44	\$41.57	\$53.88	\$58.20	\$61.91	\$53.26	No Bid	No Bid	No Bid	No Bid	No Bid
15,000,000	\$31.55	\$43.13	\$47.05	\$41.37	\$37.49	\$40.62	\$52.98	\$49.78	\$60.95	\$52.27	No Bid	No Bid	No Bid	No Bid	No Bid
20,000,000	\$30.44	\$42.15	\$46.20	\$40.64	\$36.61	\$39.74	\$52.12	\$48.89	\$60.06	\$51.33	No Bid	No Bid	No Bid	No Bid	No Bid
30,000,000	\$30.03	\$41.67	\$39.20	\$39.52	\$36.18	\$50.47	\$51.59	\$48.47	\$49.44	\$50.90	No Bid	No Bid	No Bid	No Bid	No Bid
50,000,000	\$39.50	\$33.57	\$38.77	\$39.46	\$35.77	\$50.00	\$39.24	\$48.03	\$48.99	\$50.44	No Bid	No Bid	No Bid	No Bid	No Bid
75,000,000	\$39.31	\$33.40	\$38.60	\$39.34	\$35.59	\$38.72	\$43.77	\$47.85	\$48.81	\$50.24	No Bid	No Bid	No Bid	No Bid	No Bid
100,000,000	\$29.36	\$33.33	\$38.51	\$39.05	\$35.53	\$38.66	\$43.63	\$47.75	\$48.71	\$50.14	No Bid	No Bid	No Bid	No Bid	No Bid

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION

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

Ticket Size	I 6" x 8"			J 8" x 8"			K 12" x 8"				L 12" x 12"			
	75	50	25	75	50	25	50	25	20	10	50	25	20	10
1,000,000	\$80.42	\$82.06	\$82.89	\$84.74	\$86.47	\$89.02	\$117.48	\$119.14	\$120.31	\$166.96	\$260.22	\$278.44	\$286.24	\$307.89
2,000,000	\$69.00	\$70.40	\$71.12	\$71.96	\$73.43	\$75.98	\$104.24	\$105.76	\$107.09	\$155.25	\$246.67	\$263.94	\$271.34	\$291.86
3,000,000	\$63.49	\$64.78	\$65.44	\$67.19	\$68.56	\$71.79	\$98.84	\$101.26	\$102.51	\$138.79	\$226.01	\$241.83	\$248.61	\$267.41
4,000,000	\$60.32	\$61.55	\$62.17	\$65.06	\$66.39	\$69.38	\$95.54	\$99.05	\$100.32	\$137.59	\$223.90	\$239.57	\$246.29	\$264.92
5,000,000	\$57.48	\$58.66	\$59.25	\$61.43	\$62.68	\$68.09	\$90.37	\$97.28	\$99.22	\$126.92	\$208.72	\$223.33	\$229.59	\$246.96
6,000,000	\$56.23	\$57.38	\$57.96	\$58.33	\$59.52	\$65.93	\$105.72	\$94.23	\$97.56	\$126.70	\$207.93	\$222.49	\$228.72	\$246.02
7,000,000	\$55.44	\$56.57	\$57.14	\$57.29	\$58.45	\$64.88	\$86.39	\$93.29	\$96.27	\$122.49	\$202.31	\$216.47	\$222.54	\$239.37
8,000,000	\$54.14	\$55.25	\$55.81	\$57.09	\$58.25	\$64.44	\$103.58	\$92.31	\$95.40	\$118.17	\$194.77	\$208.40	\$214.25	\$230.45
9,000,000	\$53.45	\$54.54	\$55.09	\$56.66	\$57.82	\$63.50	\$84.20	\$91.03	\$94.31	\$117.53	\$194.46	\$208.07	\$213.91	\$230.09
10,000,000	\$53.20	\$54.29	\$54.84	\$56.10	\$57.25	\$62.81	\$83.22	\$90.13	\$93.19	\$117.45	\$194.21	\$207.81	\$213.63	\$229.79
12,000,000	\$52.89	\$53.97	\$54.52	\$55.46	\$56.59	\$61.91	\$82.14	\$89.47	\$92.67	\$117.10	\$193.84	\$207.41	\$213.22	\$229.35
15,000,000	\$51.87	\$52.93	\$53.47	\$55.46	\$56.59	\$61.91	\$82.14	\$89.47	\$92.67	\$116.45	\$193.17	\$206.69	\$212.49	\$228.56
20,000,000	\$50.94	\$51.98	\$52.51	\$55.46	\$56.59	\$61.91	\$82.14	\$89.47	\$92.67	\$116.23	\$192.87	\$206.37	\$212.16	\$228.21
30,000,000	\$50.56	\$51.59	\$52.12	\$55.46	\$56.59	\$61.91	\$82.14	\$89.47	\$92.67	\$115.63	\$192.43	\$205.90	\$211.67	\$227.68
50,000,000	\$50.13	\$51.16	\$51.67	\$55.46	\$56.59	\$61.91	\$82.14	\$89.47	\$92.67	\$115.63	\$192.43	\$205.90	\$211.67	\$227.68
75,000,000	\$49.94	\$50.96	\$51.47	\$55.46	\$56.59	\$61.91	\$82.14	\$89.47	\$92.67	\$115.63	\$192.43	\$205.90	\$211.67	\$227.68
100,000,000	\$49.83	\$50.85	\$51.36	\$55.46	\$56.59	\$61.91	\$82.14	\$89.47	\$92.67	\$115.63	\$192.43	\$205.90	\$211.67	\$227.68

NOTE: INTERMEDIATE QUANTITIES WILL BE DETERMINED BY INTERPOLATION

Automated Scratch Sales Solution – Pricing per Unit

Proposers shall provide unit prices for the Automated Scratch Sales Solution Specified Option. Pricing shall include all costs for the Automated Scratch Sales Solution, including but not limited to, hardware, software, smart dispensers and ongoing maintenance. Pricing per unit shall be utilized to calculate a reimbursement, to provide pricing for deployment of more than three thousand (3000) units, or for any units deployed after August 31, 2026.

Price for up to 3,000 units:

Monthly Price per Unit Not Applicable

Price for 3,001 – 4,000 units:

Monthly Price per Unit Not Applicable

Price for 4,001 – 5,000 units:

Monthly Price per Unit Not Applicable

Price for 5,001 – 6,000 units:

Monthly Price per Unit Not Applicable

Price for 6,001 or more units:

Monthly Price per Unit Not Applicable

IGT has elected to provide a Credit in lieu of an Automated Scratch Sales Solution

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
Add \$4,815.00 set up fee plus \$0.29 per square inch of ticket
2. Cost per pack, if any, for additional pack inserts in each pack of tickets
Add \$0.91 per pack for each additional insertion requirement, subject to restrictions
3. Cost per thousand for pouch tickets. (Insert pricing table for 4" and 8" with pouches in 50, 25 and 20 pack sizes)
No Bid
4. Cost per thousand for holograms on tickets.
Price to be determined based on specifications
5. Cost per thousand for continuous image four-color process covering entire ticket
Add \$0.17 per square inch of ticket
6. Cost per thousand for four-color printed on ticket back
Add \$2,889.00 set up fee plus \$0.14 per square inch of ticket
7. Cost per thousand for one (1) additional color printed on ticket back
Add \$0.06 per square inch of ticket
8. Cost per thousand for perforated stub, with either horizontal or vertical perforations and with or without imaging
Add \$0.09 per square inch for perforations without imaging per 1,000 tickets
Add \$0.18 per square inch for perforations with imaging per 1,000 tickets
9. Cost per thousand for scored tickets
Add \$0.22 per square inch per 1,000 tickets
10. Cost per thousand for scented ink tickets
Add \$0.53 per square inch of ticket. This is a price per scented ink
11. Cost per thousand for break-open tickets with perforated window
No Bid
12. Cost per thousand for additional ticket samples
Add Price per 1,000 from Table 1 Base Price
13. Cost per thousand for four color game data imaging
Add \$6,750.00 set up fee plus \$0.36 per square inch of ticket

14. Cost per thousand for pull-tab styled tickets

No Bid

15. Cost per thousand for large panel break open tickets

No Bid

16. Cost per hour for programming of unique games

Add \$144.00 per hour of programming

17. Merchandise fulfillment for non-licensed property games

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

18. Oversized tickets – if you need additional tables for oversized tickets, please use the same format, quantities and pack sizes designated in Table 1.

Please see Table 1 which includes pricing of oversized tickets 6x8, 8x8, 12x8 and 12x12

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 8.35 of this RFP.

IGT presents the following list of additional services and options which are available to the Texas Lottery for consideration. Services and Options will be in accordance with executed working papers approved by the Texas Lottery

1. Infinity Instants™
Infinity Instants™ - Ticket Front Graphics & Symbols
Add \$5,000.00 set up fee plus \$1.75 per square inch per thousand tickets depending on final game specifications

Infinity Instants™ - Ticket Front Symbols
Add \$5,000.00 set up fee plus \$1.25 per square inch per thousand tickets

Infinity Instants™ - Ticket Back Graphics & Symbols
Add \$5,000.00 set up fee plus \$1.05 per square inch per thousand tickets. This is in addition to the price for Playback

Infinity Instants™ - Ticket Back Graphics
Add \$5,000.00 set up fee plus \$0.75 per square inch per thousand tickets

Infinity Instants™ - Additional Scenes
Add \$4,815.00 set up fee plus \$481.50 per scene
2. Gleam™
Add \$5,350.00 set up fee plus \$1.31 per square inch per thousand tickets
3. PlayBack™
Add \$5,400.00 set up fee plus \$1.75 per square inch per thousand tickets
4. Glitz and Glam
Add \$2,407.50 set up fee plus \$0.39 per square inch per thousand tickets per ink
5. Glitz
Add \$2,407.50 set up fee plus \$0.20 per square inch per thousand tickets per ink
6. Glam
Add \$0.30 per square inch per thousand tickets per ink

7. Three Color Imaging
Add \$5,296.50 set up fee plus \$0.30 per square inch per thousand tickets
8. Six Color Process Printing
Add \$0.20 per square inch per thousand tickets
9. Holographic Ink (Color Shifting Ink)
Add \$4,815.00 set up fee plus \$0.49 per square inch per thousand tickets
10. Photochromatic Ink
Price to be determined based on final specifications
11. Thermochromatic Ink
Price to be determined based on final specifications
12. Raised UV Ink
Add \$0.34 per square inch per thousand tickets
13. Synchronized Printing
Add \$2,407.00 set up fee plus \$963.00 for each additional scene or grid plus \$0.10 per square inch per thousand tickets
14. Synchronized Play Action
Add \$963.00 set up fee plus \$0.09 per square inch per thousand tickets
15. Synchronized Pulse Game
Add \$4,333.50 for each pulse plus \$0.20 per square inch per thousand tickets
16. Extended Bonus Play
No charge to the TX Lottery if the game is printed by IGT
17. Linked Bonus
No charge to the TX Lottery if the game is printed by IGT
18. Criss Cross
No charge to the TX Lottery if the game is printed by IGT

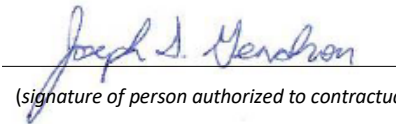


19. Head2Head
No charge to the TX Lottery if the game is printed by IGT
20. Lucky Sweeps®
To be negotiated based on final specifications
21. Instant 3D Printing
Add \$0.34 per square inch per thousand tickets
22. Crossword Connect™ and/or Crossword Corners™
Add \$0.06 per square inch per thousand tickets in addition to the price of the Marking system for the Extended Play game
23. Secure Shield®
Included in the base price for the Texas Lottery
24. Custom Micro Font Bends
Add \$0.10 per square inch per thousand tickets
25. Tinted Varnish
Add \$0.05 per square inch per thousand tickets
26. Internal Custom Perforations
Add \$4,815.00 set up fee plus \$0.34 per square inch per thousand tickets
27. Simulated Foil Ink
Add \$0.12 per square inch per thousand tickets
28. Matte Finish
Add \$963.00 set up fee plus \$0.15 per square inch per thousand tickets
29. Embossed Tickets
Add \$2,407.50 set up fee plus \$0.39 per square inch per thousand tickets
30. Micro Printing
Add \$0.15 per square inch per thousand tickets



31. Instant Gift Game Holder
Add \$4,815.00 set up fee plus \$0.30 per square inch per thousand tickets
32. Scratch & Twist™
Add \$2,880.00 set up fee plus \$0.24 per square inch per thousand tickets
33. Velvet Touch Ink
Add \$0.20 per square inch per thousand tickets
34. Proprietary IGT Loteria Artwork and Play Symbols
No charge to the TX Lottery if IGT prints the game
35. Instant-Specific Segmentation Research Study
Price to be negotiated based on scope
36. Web-Based Quantitative Scratch Ticket Concept Testing - Player
Price to be negotiated based on scope

As new options are developed, IGT will offer the Texas Lottery these options for consideration.


(signature of person authorized to contractually bind the Proposer)

JOSEPH S. GENDRON
(printed name)

Chief Operating Officer - Lottery
(title)

August 4, 2022
(date)