REPORT AND RECOMMENDATION

on the

PROPOSAL EVALUATION

for

SCRATCH TICKET MANUFACTURING AND SERVICES
(RFP No. 362-2022-0005)

Prepared by the

Evaluation Committee

Issued May 19, 2022

I.

INTRODUCTION AND BACKGROUND

The Texas Lottery Commission (Commission or agency) issued a Request for Proposals for Scratch Ticket Manufacturing and Services (the RFP) on December 13, 2021. The RFP was issued pursuant to the Commission's authority granted under Tex. Govt. Code ch. 466 and by 16 Texas Administrative Code (TAC) §401.101. The scoring matrix was published in the RFP and encompassed all of the factors required to be considered by the Evaluation Committee in evaluating Proposals, as set forth in 16 TAC §401.101 and Section 2.15 of the RFP.

The Evaluation Committee was appointed by Gary Grief, Executive Director, on August 23, 2021. Robert Tirloni chaired the Evaluation Committee, which included the following Committee members: Ryan Mindell, Kelly Stuckey, Amy Snell and Will Russ.

On January 11, a Pre-Proposal conference was held via TEAMS (teleconference platform). Three prospective proposers attended the conference.

The RFP provided two opportunities for prospective proposers to submit written questions to the Commission. The first round of questions was due January 18 and the second round of questions was due February 8. Written questions were received from three prospective proposers during the first round, and from three prospective proposers during the second round. The Commission responded to each round of questions in writing and posted the responses on the Commission website and the Electronic State Business Daily on January 27 and February 16, respectively.

Proposals were due by 4 p.m., March 23. The Commission received three timely submitted Proposals from the following firms:

- IGT Global Solutions Corporation
- Pollard Banknote Limited
- Scientific Games International, Inc.

Contracts staff reviewed the Proposals for compliance and completeness. Copies of the Proposals were then distributed to each member of the Evaluation Committee for their independent review. Contracts staff maintained the original Proposals.

II.

SUMMARY OF THE EVALUATION PROCESS

1. Prior to issuance of the RFP, each member of the Evaluation Committee reviewed the "Request for Proposal (RFP) Guidelines for Evaluation Committee Members."

2. Prior to issuance of the RFP, each Committee member signed a Non-Disclosure and Conflict of Interest Statement.

3. The agency's HUB Coordinator reviewed each proposer's HUB Subcontracting Plan (HSP). The HUB Coordinator determined that all proposers demonstrated the required good faith effort. Contracts staff informed the Evaluation Committee of these findings.

4. The agency's Office of the Controller (OC) reviewed the financial soundness of the proposers. The OC determined that all proposers met the minimum requirements for financial soundness. Contracts staff reported these findings to the Evaluation Committee.

5. After completion of the review in paragraphs 3 and 4 above, the following Proposals were evaluated by the Evaluation Committee:

    - IGT Global Solutions Corporation
    - Pollard Banknote Limited
    - Scientific Games International, Inc.

6. The committee chose not to conduct reference checks because all three vendors currently contract with the agency, are well known to agency staff, and have been doing business with the Commission for a number of years.

7. Contracts staff searched the Comptroller of Public Accounts database for vendor performance reports and did not find any negative reports for the proposers.

8. The Evaluation Committee met as a group via TEAMS on several occasions between April 8 and May 10 to thoroughly review and discuss each of the Proposals.

9. On May 10, at a 10:00 a.m. meeting, each member of the Evaluation Committee independently scored the technical portion of the Proposals using the scoring matrix published in the RFP. Scoring sheets were turned in to Contracts staff electronically. Contracts staff and the assigned attorney reviewed each score sheet for completeness. Following the technical scoring, Contracts staff opened and shared the cost proposals via TEAMS with the Evaluation Committee. The meeting was then adjourned. Contracts staff and the OC completed the Cost Proposal tabulation spreadsheet to determine the cost points for each proposer. The tabulation was reviewed for accuracy by both Contracts staff and the assigned attorney. Contracts staff then added the cost points to all scoring sheets for the proposers.

10. On May 16, the Evaluation Committee members re-convened via TEAMS at 11:30 a.m. The Evaluation Committee received the computation of cost in the cost points spreadsheet. Contracts staff distributed a worksheet showing the analysis and compilation of the cost points for each proposer. The electronic score sheets were then returned to the Committee members and each member verified that the scores for the cost portion were correctly added to the technical scores to determine the final score for each proposer. Each Committee member signed and submitted individual scoring sheets to Contracts staff via DocuSign. The scoring summary matrix was compiled by Contracts staff and distributed to the Evaluation Committee. The individual scoring sheets, together with the scoring summary sheet prepared by Contracts staff, are attached. Below are the final results for each proposer out of a possible 2000 points:

    - IGT Global Solutions Corporation = 1884

- Pollard Banknote Limited = 1813
- Scientific Games International, Inc. = 1746

III.

RECOMMENDATION

The Evaluation Committee has determined each proposer demonstrated superior technical quality and service. Consistent with the goals stated in the RFP, the Commission believes that utilizing multiple vendors for scratch ticket manufacturing and services promotes competition, optimizes vendor performance and enhances business resumption capabilities. Therefore, the Evaluation Committee recommends that the Executive Director name IGT Global Solutions Corporation, Pollard Banknote Limited and Scientific Games International, Inc Apparent Successful Proposers and enter into contract negotiations with each proposer.

EVALUATION COMMITTEE REPORT AGREEMENT

The undersigned members of the Evaluation Committee have worked diligently to conduct and document a fair and impartial evaluation for the procurement of Scratch Ticket Manufacturing and Services, and have been actively involved in the process summarized in this final report. The undersigned members of the Evaluation Committee support the findings and recommendation contained herein.

Robert Tirloni, Evaluation Committee Chair _____

Amy Snell, Evaluation Committee Member Amy Snell

Ryan Mindell, Evaluation Committee Member _____

Kelly Stuckey, Evaluation Committee Member _____

Will Russ, Evaluation Committee Member will russ

BEST VALUE VERIFICATION

In accordance with Tex. Govt. Code §2155.0755, I have reviewed the best value standard utilized for the procurement of Scratch Ticket Manufacturing and Services and acknowledge that the agency has complied with the agency's purchasing and contract management manuals and the Comptroller's Procurement and Contract Management Guide in this purchase.

In accordance with Tex. Govt. Code §2261.255, my signature below acknowledges that the solicitation and purchasing methods and contractor selection process for the procurement of Scratch Ticket Manufacturing and Services comply with state law and agency policy.

Angela Zgabay-Zgarba

Signature

Angela Zgabay-Zgarba

Printed Name

Contracts & Facilities Manager

Title

5/19/2022

Date

In accordance with Tex. Govt. Code §2261.0525, my signature below acknowledges that the agency assessed each vendor's response to the solicitation using the evaluation criteria published in the solicitation and the final calculation of scoring of responses was accurate.

Angela Zgabay-Zgarba

Signature

Angela Zgabay-Zgarba

Printed Name

Contracts & Facilities Manager

Contracts & Facilities Manager

5/19/2022

Date

Scratch Ticket Manufacturing and Services RFP 362-2022-0005

Proposer: IGT

	Total Possible Points	% of Total	1 RT	2 AS	3 RM	4 KS	5 WR	Total	Average
The Proposer's price to provide the goods or services	800	40%	800	800	800	800	800	**4000**	800
Cost Proposal Subtotal	**800**	**40%**	800	800	800	800	800	**4000**	800
The probable quality of the offered goods and/or services.	600	30%	520	575	520	585	534	**2734**	547
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:									
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	180	185	160	190	176	**891**	**178**
The qualifications of the Proposer's personnel.	200	10%	200	200	170	195	170	**935**	**187**
The experience of the Proposer in providing the requested goods or services.	200	10%	140	190	170	185	176	**861**	**172**
The financial status of the Proposer.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Technical Proposal Subtotal	**1200**	**60%**	**1040**	**1150**	**1020**	**1155**	**1056**	**5421**	**1084**
TOTAL	**2000**	**100%**	**1840**	**1950**	**1820**	**1955**	**1856**		**1884**

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Proposer:Pollard Banknote

	Total Possible Points	% of Total	1 RT	2 AS	3 RM	4 KS	5 WR	Total	Average
The Proposer's price to provide the goods or services	800	40%	687	687	687	687	687	**3435**	687
Cost Proposal Subtotal	**800**	**40%**	687	687	687	687	687	**3435**	687
The probable quality of the offered goods and/or services.	600	30%	570	580	530	580	540	**2800**	560
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:									
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	180	190	180	190	180	**920**	184
The qualifications of the Proposer's personnel.	200	10%	200	200	170	195	190	**955**	191
The experience of the Proposer in providing the requested goods or services.	200	10%	200	195	180	190	190	**955**	191
The financial status of the Proposer.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Technical Proposal Subtotal	**1200**	**60%**	**1150**	**1165**	**1060**	**1155**	**1100**	**5630**	**1126**
TOTAL	**2000**	**100%**	**1837**	**1852**	**1747**	**1842**	**1787**		**1813**

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Proposer:Scientific Games

	Total Possible Points	% of Total	1 RT	2 AS	3 RM	4 KS	5 WR	Total	Average
The Proposer's price to provide the goods or services	800	40%	620	620	620	620	620	**3100**	620
Cost Proposal Subtotal	**800**	**40%**	620	620	620	620	620	**3100**	620
The probable quality of the offered goods and/or services.	600	30%	570	580	510	590	570	**2820**	564
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:									
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	180	180	150	195	190	**895**	179
The qualifications of the Proposer's personnel.	200	10%	200	200	170	195	190	**955**	191
The experience of the Proposer in providing the requested goods or services.	200	10%	200	190	180	200	190	**960**	192
The financial status of the Proposer.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	n/a	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Technical Proposal Subtotal	**1200**	**60%**	**1150**	**1150**	**1010**	**1180**	**1140**	**5630**	**1126**
TOTAL	**2000**	**100%**	**1770**	**1770**	**1630**	**1800**	**1760**		**1746**

PROPOSER NAME: IGT

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**800**
Cost Proposal Subtotal	**800**	**40%**	**800**
The probable quality of the offered goods and/or services.	600	30%	**575**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**185**
The qualifications of the Proposer's personnel.	200	10%	**200**
The experience of the Proposer in providing the requested goods or services.	200	10%	**190**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1150**
TOTAL	**2000**	**100%**	**1950**

Evaluator Name **Amy Snell**

Signature Amy Snell **Date** **5/10/2022** 5/16/2022

PROPOSER NAME: PBL

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**687**
Cost Proposal Subtotal	**800**	**40%**	**687**
The probable quality of the offered goods and/or services.	600	30%	**580**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**190**
The qualifications of the Proposer's personnel.	200	10%	**200**
The experience of the Proposer in providing the requested goods or services.	200	10%	**195**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1165**
TOTAL	**2000**	**100%**	**1852**

Evaluator Name **Amy Snell**

Signature Amy Snell **Date** **5/10/2022** 5/16/2022

PROPOSER NAME: SGI

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**620**
Cost Proposal Subtotal	**800**	**40%**	**620**
The probable quality of the offered goods and/or services.	600	30%	**580**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**180**
The qualifications of the Proposer's personnel.	200	10%	**200**
The experience of the Proposer in providing the requested goods or services.	200	10%	**190**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1150**
TOTAL	**2000**	**100%**	**1770**

Evaluator Name **Amy Snell**

Signature Amy Snell **Date** **5/10/2022** 5/16/2022

PROPOSER NAME: IGT

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**800**
Cost Proposal Subtotal	**800**	**40%**	**800**
The probable quality of the offered goods and/or services.	600	30%	**585**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**190**
The qualifications of the Proposer's personnel.	200	10%	**195**
The experience of the Proposer in providing the requested goods or services.	200	10%	**185**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1155**
TOTAL	**2000**	**100%**	**1955**

Evaluator Name **Kelly Stuckey**

Signature  **Date** **5.10.22** 5/16/2022

PROPOSER NAME: PBL

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**687**
Cost Proposal Subtotal	**800**	**40%**	**687**
The probable quality of the offered goods and/or services.	600	30%	**580**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**190**
The qualifications of the Proposer's personnel.	200	10%	**195**
The experience of the Proposer in providing the requested goods or services.	200	10%	**190**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1155**
TOTAL	**2000**	**100%**	**1842**

Evaluator Name **Kelly Stuckey**

Signature  **Date** **5.10.22** 5/16/2022

PROPOSER NAME: SGI

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**620**
Cost Proposal Subtotal	**800**	**40%**	**620**
The probable quality of the offered goods and/or services.	600	30%	**590**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**195**
The qualifications of the Proposer's personnel.	200	10%	**195**
The experience of the Proposer in providing the requested goods or services.	200	10%	**200**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1180**
TOTAL	**2000**	**100%**	**1800**

Evaluator Name **Kelly Stuckey**

Signature Kelly Stuckey **Date** **5.10.22** 5/16/2022

PROPOSER NAME: IGT

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**800**
Cost Proposal Subtotal	**800**	**40%**	**800**
The probable quality of the offered goods and/or services.	600	30%	**520**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**160**
The qualifications of the Proposer's personnel.	200	10%	**170**
The experience of the Proposer in providing the requested goods or services.	200	10%	**170**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1020**
TOTAL	**2000**	**100%**	**1820**

Evaluator Name Ryan Mindell

Signature  **Date 5/10/2022**

PROPOSER NAME: PBL

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**687**
Cost Proposal Subtotal	**800**	**40%**	**687**
The probable quality of the offered goods and/or services.	600	30%	**530**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**180**
The qualifications of the Proposer's personnel.	200	10%	**170**
The experience of the Proposer in providing the requested goods or services.	200	10%	**180**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1060**
TOTAL	**2000**	**100%**	**1747**

Evaluator Name Ryan Mindell

Signature  **Date 5/10/2022**

PROPOSER NAME: SGI

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**620**
Cost Proposal Subtotal	**800**	**40%**	**620**
The probable quality of the offered goods and/or services.	600	30%	**510**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**150**
The qualifications of the Proposer's personnel.	200	10%	**170**
The experience of the Proposer in providing the requested goods or services.	200	10%	**180**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1010**
TOTAL	**2000**	**100%**	**1630**

Evaluator Name Ryan Mindell

Signature  **Date 5/10/2022**

PROPOSER NAME: IGT

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**800**
Cost Proposal Subtotal	**800**	**40%**	**800**
The probable quality of the offered goods and/or services.	600	30%	**534**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**176**
The qualifications of the Proposer's personnel.	200	10%	**170**
The experience of the Proposer in providing the requested goods or services.	200	10%	**176**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1056**
TOTAL	**2000**	**100%**	**1856**

Evaluator Name: William H. Russ

Signature will russ **Date: 5/10/22** 5/16/2022

PROPOSER NAME: PBL

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**687**
Cost Proposal Subtotal	**800**	**40%**	**687**
The probable quality of the offered goods and/or services.	600	30%	**540**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**180**
The qualifications of the Proposer's personnel.	200	10%	**190**
The experience of the Proposer in providing the requested goods or services.	200	10%	**190**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1100**
TOTAL	**2000**	**100%**	**1787**

Evaluator Name: William H. Russ

Signature will russ **Date: 5/10/22** 5/16/2022

PROPOSER NAME: SGI

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**620**
Cost Proposal Subtotal	**800**	**40%**	**620**
The probable quality of the offered goods and/or services.	600	30%	**570**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**190**
The qualifications of the Proposer's personnel.	200	10%	**190**
The experience of the Proposer in providing the requested goods or services.	200	10%	**190**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1140**
TOTAL	**2000**	**100%**	**1760**

Evaluator Name: William H. Russ

Signature will russ **Date: 5/10/22** 5/16/2022

PROPOSER NAME: IGT

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**800**
Cost Proposal Subtotal	**800**	**40%**	**800**
The probable quality of the offered goods and/or services.	600	30%	**520**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**180**
The qualifications of the Proposer's personnel.	200	10%	**200**
The experience of the Proposer in providing the requested goods or services.	200	10%	**140**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1040**
TOTAL	**2000**	**100%**	**1840**

Evaluator Name: Robert Tirloni

Signature  **Date: 5/10/22** 5/16/2022

PROPOSER NAME: PBL

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**687**
Cost Proposal Subtotal	**800**	**40%**	**687**
The probable quality of the offered goods and/or services.	600	30%	**570**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**180**
The qualifications of the Proposer's personnel.	200	10%	**200**
The experience of the Proposer in providing the requested goods or services.	200	10%	**200**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1150**
TOTAL	**2000**	**100%**	**1837**

Evaluator Name: Robert Tirloni

Signature  **Date: 5/10/22** 5/16/2022

PROPOSER NAME: SGI

Scratch Ticket Manufacturing and Services	Possible Points	% of Total	Points
The Proposer's price to provide the goods or services.	800	40%	**620**
Cost Proposal Subtotal	**800**	**40%**	**620**
The probable quality of the offered goods and/or services.	600	30%	**570**
The agency's evaluation of the likelihood of the Proposal to produce the desired outcome for the agency, considering:			
The quality of the Proposer's past performance in contracting with the Texas Lottery Commission, with other state entities, or with private sector entities.	200	10%	**180**
The qualifications of the Proposer's personnel.	200	10%	**200**
The experience of the Proposer in providing the requested goods or services.	200	10%	**200**
The financial status of the Proposer.	Pass/Fail	**n/a**	**Pass**
Whether the Proposer performed the good faith effort required by the HUB subcontracting plan.	Pass/Fail	**n/a**	**Pass**
Proposers must have a minimum five (5) years of related lottery experience in scratch ticket printing in North America and at least three (3) current clients who are members of the North American Association of State and Provincial Lotteries.	Pass/Fail	**n/a**	**Pass**
Technical Proposal Subtotal	**1200**	**60%**	**1150**
TOTAL	**2000**	**100%**	**1770**

Evaluator Name: Robert Tirloni

Signature  **Date: 5/10/22** 5/16/2022

EXHIBIT A
HUB SUBCONTRACTING PLAN (HSP) EVALUATION FORM

Solicitation Name/Number:	**Scratch Tick Manufacturing & Services RFP / 362-2022-0005**
Bidder/Proposer's Name:	**IGT Global Solutions Corporation dba IGT Solutions Corporation**

I. Did Bidder/Proposer complete and sign the HSP form? Yes ☒ No ☐

II. Does Bidder/Proposer intend to subcontract? Yes ☒ No ☐

III. If Bidder/Proposer intends to subcontract, did Bidder/Proposer use:

☐ Option 1 – Select one or more HUBs for 100% of identified subcontracting opportunities?

☐ Option 2 - Meet or exceed the HUB contract goal?

☒ Option 3 - Perform HUB Outreach?

A. Bidder/Proposer Does Not Intend to Subcontract

Did Bidder/Proposer: Provide an explanation of how they will perform the entire contract with the use of their own equipment, supplies, materials and/or employees? Yes ☐ No ☐ N/A ☒

B. Bidder/Proposer Intends to Subcontract

Option 1: Bidder/Proposer will utilize 100% HUB subcontractors. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☐ No ☐

II. Provide a copy of Attachment A for each identified subcontracting opportunity? Yes ☐ No ☐

III. Identify all selected HUB certified subcontractors in Section A-2 of Attachment A? Yes ☐ No ☐

IV. Provide the approximate dollar amount and expected contract percentage? Yes ☐ No ☐

Comments:

Option 2: Bidder/Proposer will meet or exceed the HUB contract goal. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☐ No ☐

II. Provide a copy of Attachment A for each identified subcontracting opportunity? Yes ☐ No ☐

III. Identify all selected subcontractors in Section A-2 of Attachment A? Yes ☐ No ☐

IV. Provide the approximate dollar amount and expected contract percentage? Yes ☐ No ☐

V. Demonstrate that the aggregate HUB subcontracting percentage (for HUBs utilized by the Bidder/Proposer for five years or less) meets or exceeds the HUB contract goal? Yes ☐ No ☐

Comments:

EXHIBIT A
HUB SUBCONTRACTING PLAN (HSP) EVALUATION FORM

Solicitation Name/Number:	**Scratch Tick Manufacturing & Services RFP / 362-2022-0005**
Bidder/Proposer's Name:	**IGT Global Solutions Corporation dba IGT Solutions Corporation**

Option 3: Bidder/Proposer performed HUB outreach. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☒ No ☐

II. Provide a copy of Attachment B for each identified subcontracting opportunity? Yes ☒ No ☐

III. Identify that they would utilize their protégé as a subcontractor and include a valid mentor/protégé agreement? Yes ☐ No ☒

IV. Identify at least three HUB vendors contacted for each subcontracting opportunity? Yes ☒ No ☐

V. Send notices to HUBs no later than seven working days prior to the submission of their bid/proposal? Yes ☒ No ☐

VI. Identify at least two minority/women trade organizations or business development centers contacted for each subcontracting opportunity? Yes ☒ No ☐

VII. Send notices to organizations no later than seven working days prior to the submission of their bid/proposal? Yes ☒ No ☐

VIII. Provide copies of all notices, fax confirmations, e-mails, etc., to demonstrate that notices were sent to both HUBs and organizations? Yes ☒ No ☐

IX. Identify all selected subcontractors in Section B-4 of Attachment B? Yes ☒ No ☐

X. Provide the approximate dollar amount and expected contract percentage? Yes ☒ No ☐

XI. Provide justification for the selection of any non-HUB subcontractors? Yes ☒ No ☐ N/A ☐

Comments:

The Texas Lottery Commission HUB Coordinator having reviewed the HSP documents for this Bidder or Proposer, recommends, based on HSP requirements, that this HSP is:

Acceptable ☒ Unacceptable ☐

Eric Williams	Eric Williams	05/09/22
HUB and Compliance Coordinator	Signature	Date
Angela Zgabay-Zgarba	Angela Zgabay-Zgarba	05/09/2022
Contracts and Facilities Manager	Signature	Date

EXHIBIT A
HUB SUBCONTRACTING PLAN (HSP) EVALUATION FORM

Solicitation Name/Number:	**Scratch Tick Manufacturing & Services RFP / 362-2022-0005**
Bidder/Proposer's Name:	**Pollard Banknote Limited**

I. Did Bidder/Proposer complete and sign the HSP form? Yes ☒ No ☐

II. Does Bidder/Proposer intend to subcontract? Yes ☒ No ☐

III. If Bidder/Proposer intends to subcontract, did Bidder/Proposer use:

☐ Option 1 – Select one or more HUBs for 100% of identified subcontracting opportunities?

☐ Option 2 - Meet or exceed the HUB contract goal?

☒ Option 3 - Perform HUB Outreach?

A. Bidder/Proposer Does Not Intend to Subcontract

Did Bidder/Proposer: Provide an explanation of how they will perform the entire contract with the use of their own equipment, supplies, materials and/or employees? Yes ☐ No ☐ N/A ☒

B. Bidder/Proposer Intends to Subcontract

Option 1: Bidder/Proposer will utilize 100% HUB subcontractors. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☐ No ☐

II. Provide a copy of Attachment A for each identified subcontracting opportunity? Yes ☐ No ☐

III. Identify all selected HUB certified subcontractors in Section A-2 of Attachment A? Yes ☐ No ☐

IV. Provide the approximate dollar amount and expected contract percentage? Yes ☐ No ☐

Comments:

Option 2: Bidder/Proposer will meet or exceed the HUB contract goal. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☐ No ☐

II. Provide a copy of Attachment A for each identified subcontracting opportunity? Yes ☐ No ☐

III. Identify all selected subcontractors in Section A-2 of Attachment A? Yes ☐ No ☐

IV. Provide the approximate dollar amount and expected contract percentage? Yes ☐ No ☐

V. Demonstrate that the aggregate HUB subcontracting percentage (for HUBs utilized by the Bidder/Proposer for five years or less) meets or exceeds the HUB contract goal? Yes ☐ No ☐

Comments:

EXHIBIT A
HUB SUBCONTRACTING PLAN (HSP) EVALUATION FORM

Solicitation Name/Number:	**Scratch Tick Manufacturing & Services RFP / 362-2022-0005**
Bidder/Proposer's Name:	**Pollard Banknote Limited**

Option 3: Bidder/Proposer performed HUB outreach. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☒ No ☐

II. Provide a copy of Attachment B for each identified subcontracting opportunity? Yes ☒ No ☐

III. Identify that they would utilize their protégé as a subcontractor and include a valid mentor/protégé agreement? Yes ☐ No ☒

IV. Identify at least three HUB vendors contacted for each subcontracting opportunity? Yes ☒ No ☐

V. Send notices to HUBs no later than seven working days prior to the submission of their bid/proposal? Yes ☒ No ☐

VI. Identify at least two minority/women trade organizations or business development centers contacted for each subcontracting opportunity? Yes ☒ No ☐

VII. Send notices to organizations no later than seven working days prior to the submission of their bid/proposal? Yes ☒ No ☐

VIII. Provide copies of all notices, fax confirmations, e-mails, etc., to demonstrate that notices were sent to both HUBs and organizations? Yes ☒ No ☐

IX. Identify all selected subcontractors in Section B-4 of Attachment B? Yes ☒ No ☐

X. Provide the approximate dollar amount and expected contract percentage? Yes ☒ No ☐

XI. Provide justification for the selection of any non-HUB subcontractors? Yes ☒ No ☐ N/A ☐

Comments:

The Texas Lottery Commission HUB Coordinator having reviewed the HSP documents for this Bidder or Proposer, recommends, based on HSP requirements, that this HSP is:

Acceptable ☒ Unacceptable ☐

Eric Williams	Eric Williams	05/09/22
HUB and Compliance Coordinator	Signature	Date
Angela Zgabay-Zgarba	Angela Zgabay-Zgarba	05/09/2022
Contracts and Facilities Manager	Signature	Date

EXHIBIT A
HUB SUBCONTRACTING PLAN (HSP) EVALUATION FORM

Solicitation Name/Number:	**Scratch Tick Manufacturing & Services RFP / 362-2022-0005**
Bidder/Proposer's Name:	**Scientific Games**

I. Did Bidder/Proposer complete and sign the HSP form? Yes ☒ No ☐

II. Does Bidder/Proposer intend to subcontract? Yes ☒ No ☐

III. If Bidder/Proposer intends to subcontract, did Bidder/Proposer use:

☐ Option 1 – Select one or more HUBs for 100% of identified subcontracting opportunities?

☐ Option 2 - Meet or exceed the HUB contract goal?

☒ Option 3 - Perform HUB Outreach?

A. Bidder/Proposer Does Not Intend to Subcontract

Did Bidder/Proposer: Provide an explanation of how they will perform the entire contract with the use of their own equipment, supplies, materials and/or employees? Yes ☐ No ☐ N/A ☒

B. Bidder/Proposer Intends to Subcontract

Option 1: Bidder/Proposer will utilize 100% HUB subcontractors. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☐ No ☐

II. Provide a copy of Attachment A for each identified subcontracting opportunity? Yes ☐ No ☐

III. Identify all selected HUB certified subcontractors in Section A-2 of Attachment A? Yes ☐ No ☐

IV. Provide the approximate dollar amount and expected contract percentage? Yes ☐ No ☐

Comments:

Option 2: Bidder/Proposer will meet or exceed the HUB contract goal. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☐ No ☐

II. Provide a copy of Attachment A for each identified subcontracting opportunity? Yes ☐ No ☐

III. Identify all selected subcontractors in Section A-2 of Attachment A? Yes ☐ No ☐

IV. Provide the approximate dollar amount and expected contract percentage? Yes ☐ No ☐

V. Demonstrate that the aggregate HUB subcontracting percentage (for HUBs utilized by the Bidder/Proposer for five years or less) meets or exceeds the HUB contract goal? Yes ☐ No ☐

Comments:

EXHIBIT A
HUB SUBCONTRACTING PLAN (HSP) EVALUATION FORM

Solicitation Name/Number:	**Scratch Tick Manufacturing & Services RFP / 362-2022-0005**
Bidder/Proposer's Name:	**Scientific Games**

Option 3: Bidder/Proposer performed HUB outreach. Did Bidder/Proposer:

I. Identify subcontracting opportunities in Section 2? Yes ☒ No ☐

II. Provide a copy of Attachment B for each identified subcontracting opportunity? Yes ☒ No ☐

III. Identify that they would utilize their protégé as a subcontractor and include a valid mentor/protégé agreement? Yes ☐ No ☒

IV. Identify at least three HUB vendors contacted for each subcontracting opportunity? Yes ☒ No ☐

V. Send notices to HUBs no later than seven working days prior to the submission of their bid/proposal? Yes ☒ No ☐

VI. Identify at least two minority/women trade organizations or business development centers contacted for each subcontracting opportunity? Yes ☒ No ☐

VII. Send notices to organizations no later than seven working days prior to the submission of their bid/proposal? Yes ☒ No ☐

VIII. Provide copies of all notices, fax confirmations, e-mails, etc., to demonstrate that notices were sent to both HUBs and organizations? Yes ☒ No ☐

IX. Identify all selected subcontractors in Section B-4 of Attachment B? Yes ☒ No ☐

X. Provide the approximate dollar amount and expected contract percentage? Yes ☒ No ☐

XI. Provide justification for the selection of any non-HUB subcontractors? Yes ☒ No ☐ N/A ☐

Comments:

The Texas Lottery Commission HUB Coordinator having reviewed the HSP documents for this Bidder or Proposer, recommends, based on HSP requirements, that this HSP is:

Acceptable ☒ Unacceptable ☐

Eric Williams	Eric Williams	05/09/22
HUB and Compliance Coordinator	Signature	Date
Angela Zgabay-Zgarba	Angela Zgabay-Zgarba	05/09/2022
Contracts and Facilities Manager	Signature	Date

INTEROFFICE MEMO

Gary Grief, Executive Director *LaDonna Castañuela, Charitable Bingo Operations Director*

To: Angela Zgarba
Contracts and Purchasing

From: Annika Guarnero
Office of the Controller

Date: April 6, 2022

Re: Financial Soundness Review for Scratch Ticket Manufacturing & Services

Please find below the summary of the Office of the Controller's Financial Soundness Review for Scratch Ticket Manufacturing & Services.

Financial Soundness Review for Scratch Ticket Manufacturing & Services	PASS/FAIL
Scientific Games International, Inc.	PASS
Pollard Banknote Limited	PASS
IGT Global Solutions Corporation	PASS