



SCRATCH TICKET MANUFACTURING AND SERVICES

SUBMITTED TO THE  
**TEXAS LOTTERY COMMISSION**

Attn: Angela Zgabay-Zgarba CTCD, CTCM  
Contracts & Facilities Manager  
611 East 6<sup>th</sup> Street  
Austin, Texas 78701



SUBMITTED BY  
**Scientific Games LLC**  
1500 Bluegrass Lakes Parkway, Alpharetta, Georgia 30004

CONTACT PERSON  
**Jeff Shoumaker**  
Regional Vice President, Sales  
**Tel:** 210-240-0619/**Fax:** 678-393-3477/**Email:** jeff.shoumaker@scientificgames.com

**ATTACHMENT H COST PROPOSAL – REVISED**  
RFP No: 362-2022-0005  
July 25, 2022



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Senior Vice President, Deputy General Counsel

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July 25, 2022

Ms. Angela Zgabay-Zgarba  
Texas Lottery Commission  
P.O. Box 16630  
Austin, TX 78761

Re: Request for Proposals for Scratch Ticket Manufacturing and Services, No. 362-2022-0005

Dear Ms. Zgabay-Zgarba,

Scientific Games LLC ("Scientific Games") is pleased to submit our revised pricing proposal in response to the the Texas Lottery Commission's Request for Proposal for Scratch Ticket Manufacturing and Services.

This proposal is valid for for one hundred and eighty (180) days from the day after the deadline for submitting proposals.

As an officer of Scientific Games, I am authorized to contractually bind Scientific Games with regard to the RFP. Thank you for the opportunity to present our proposal. We are available at any time to answer your questions or provide additional information you may require to make an informed decision.

Sincerely,

A handwritten signature in blue ink, appearing to read 'JS', is written over the word 'Sincerely,'.

John Schulz  
Senior Vice President, Instant Products  
Office: 770.664.3739  
Email: john.schulz@scientificgames.com





# H. | Attachment H: Cost Proposal

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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		B		C			D				E			
	2.4" x 4"		3" x 4"		4" x 4"			6" x 4"				8" x 4"			
Pack Size	150	100	150	125	150	125	100	150	125	100	75	125	75	50	25
20,000															
120,000	\$368.89	\$369.19	\$373.69	\$373.95	\$375.34	\$375.64	\$376.09	\$438.38	\$438.77	\$439.47	\$439.76	\$501.81	\$502.16	\$503.91	\$505.37
240,000	\$197.11	\$197.41	\$199.18	\$199.43	\$199.99	\$200.29	\$200.74	\$233.80	\$234.19	\$234.89	\$235.18	\$267.67	\$268.03	\$269.78	\$271.23
360,000	\$139.85	\$140.15	\$141.38	\$141.63	\$141.76	\$142.06	\$142.51	\$165.87	\$166.26	\$166.95	\$167.24	\$189.93	\$190.28	\$192.03	\$193.49
480,000	\$111.22	\$111.52	\$112.49	\$112.75	\$112.84	\$113.14	\$113.59	\$132.13	\$132.52	\$133.21	\$133.50	\$151.31	\$151.66	\$153.42	\$154.87
600,000	\$93.40	\$93.70	\$94.51	\$94.77	\$94.27	\$94.57	\$95.02	\$110.47	\$110.86	\$111.55	\$111.84	\$126.52	\$126.87	\$128.63	\$130.08
720,000	\$81.31	\$81.62	\$82.32	\$82.58	\$81.95	\$82.25	\$82.70	\$96.09	\$96.48	\$97.17	\$97.47	\$110.07	\$110.42	\$112.17	\$113.63
840,000	\$72.41	\$72.71	\$73.34	\$73.59	\$74.67	\$74.97	\$75.42	\$87.60	\$87.99	\$88.68	\$88.97	\$100.35	\$100.70	\$102.46	\$103.91
960,000	\$66.04	\$66.35	\$66.93	\$67.19	\$68.71	\$69.01	\$69.46	\$80.65	\$81.04	\$81.73	\$82.03	\$92.40	\$92.75	\$94.50	\$95.96
1,000,000	\$64.13	\$64.44	\$65.02	\$65.27	\$66.73	\$67.03	\$67.48	\$78.34	\$78.73	\$79.42	\$79.71	\$89.75	\$90.10	\$91.85	\$93.31
2,000,000	\$37.07	\$37.37	\$39.66	\$39.91	\$44.17	\$44.47	\$44.92	\$49.35	\$49.74	\$50.43	\$50.72	\$57.94	\$58.29	\$60.04	\$61.50
3,000,000	\$28.28	\$28.58	\$30.85	\$31.10	\$35.35	\$35.66	\$36.10	\$40.80	\$41.19	\$41.89	\$42.18	\$48.66	\$49.01	\$50.76	\$52.22
4,000,000	\$23.54	\$23.84	\$26.07	\$26.32	\$30.49	\$30.79	\$31.24	\$36.61	\$37.00	\$37.69	\$37.98	\$43.92	\$44.27	\$46.03	\$47.48
5,000,000	\$21.09	\$21.39	\$23.51	\$23.77	\$27.75	\$28.06	\$28.50	\$33.20	\$33.59	\$34.29	\$34.58	\$40.82	\$41.17	\$42.93	\$44.38
6,000,000	\$19.17	\$19.47	\$21.67	\$21.92	\$26.03	\$26.33	\$26.78	\$32.24	\$32.63	\$33.32	\$33.61	\$38.79	\$39.14	\$40.90	\$42.35
7,000,000	\$17.87	\$18.18	\$20.35	\$20.60	\$24.67	\$24.97	\$25.42	\$30.78	\$31.17	\$31.86	\$32.16	\$37.61	\$37.96	\$39.71	\$41.16
8,000,000	\$16.97	\$17.27	\$19.49	\$19.75	\$23.59	\$23.89	\$24.34	\$29.17	\$29.56	\$30.25	\$30.54	\$36.90	\$37.25	\$39.01	\$40.46
9,000,000	\$16.16	\$16.47	\$18.70	\$18.96	\$22.77	\$23.07	\$23.52	\$28.85	\$29.24	\$29.93	\$30.23	\$35.59	\$35.94	\$37.69	\$39.14
10,000,000	\$15.77	\$16.08	\$18.21	\$18.46	\$21.88	\$22.18	\$22.63	\$27.97	\$28.36	\$29.05	\$29.34	\$35.11	\$35.46	\$37.22	\$38.67
12,000,000	\$14.91	\$15.21	\$17.38	\$17.64	\$21.07	\$21.37	\$21.82	\$27.34	\$27.73	\$28.42	\$28.71	\$34.58	\$34.94	\$36.69	\$38.14
15,000,000	\$13.84	\$14.14	\$16.31	\$16.57	\$20.05	\$20.35	\$20.80	\$25.52	\$25.91	\$26.60	\$26.89	\$33.77	\$34.12	\$35.87	\$37.33
20,000,000	\$13.02	\$13.32	\$15.42	\$15.68	\$18.94	\$19.25	\$19.69	\$24.49	\$24.88	\$25.57	\$25.86	\$32.62	\$32.97	\$34.73	\$36.18
30,000,000	\$12.05	\$12.35	\$14.53	\$14.79	\$18.88	\$19.18	\$19.63	\$24.42	\$24.81	\$25.50	\$25.80	\$31.98	\$32.33	\$34.09	\$35.54
50,000,000	\$11.61	\$11.91	\$14.12	\$14.37	\$18.51	\$18.81	\$19.26	\$23.89	\$24.28	\$24.97	\$25.26	\$31.42	\$31.77	\$33.53	\$34.98
75,000,000	\$11.37	\$11.67	\$13.87	\$14.13	\$18.24	\$18.55	\$18.99	\$23.67	\$24.06	\$24.75	\$25.04	\$31.20	\$31.56	\$33.31	\$34.76
100,000,000	\$11.25	\$11.55	\$13.76	\$14.01	\$18.11	\$18.42	\$18.86	\$23.56	\$23.95	\$24.64	\$24.93	\$31.09	\$31.44	\$33.20	\$34.65

Note: Intermediate quantities will be determined by interpolation

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

Ticket Size		F				G						H				
		10" x 4"				12" x 4"						14" x 4"				
Pack Size		75	50	25	20	75	50	25	20	15	10	50	25	20	15	10
1,000,000		\$98.65	\$99.96	\$102.20	\$103.41	\$109.78	\$111.16	\$112.05	\$113.51	\$121.54	\$126.26	\$136.71	\$149.10	\$155.59	\$171.09	\$179.63
2,000,000		\$66.80	\$68.12	\$70.36	\$71.57	\$75.56	\$76.94	\$77.84	\$79.29	\$87.32	\$92.04	\$115.67	\$126.88	\$133.17	\$148.68	\$157.20
3,000,000		\$57.73	\$59.04	\$61.29	\$62.50	\$68.49	\$69.86	\$70.76	\$72.21	\$80.25	\$84.97	\$105.43	\$116.95	\$122.89	\$138.41	\$146.93
4,000,000		\$53.33	\$54.65	\$56.89	\$58.10	\$64.15	\$65.53	\$66.42	\$67.87	\$75.91	\$80.63	\$98.22	\$110.25	\$116.28	\$131.78	\$140.33
5,000,000		\$49.90	\$51.22	\$53.46	\$54.67	\$60.22	\$61.60	\$62.49	\$63.95	\$71.98	\$76.70	\$95.26	\$107.12	\$112.96	\$128.46	\$137.17
6,000,000		\$47.84	\$49.16	\$51.40	\$52.61	\$58.46	\$59.84	\$60.74	\$62.19	\$70.22	\$74.94	\$94.62	\$106.25	\$111.84	\$127.33	\$135.88
7,000,000		\$46.73	\$48.04	\$50.29	\$51.50	\$57.37	\$58.74	\$59.64	\$61.09	\$69.12	\$73.84	\$93.12	\$104.59	\$111.80	\$127.30	\$135.83
8,000,000		\$45.48	\$46.80	\$49.04	\$50.25	\$55.62	\$56.99	\$57.89	\$59.34	\$67.38	\$72.10	\$92.96	\$104.03	\$109.27	\$124.79	\$133.31
9,000,000		\$44.53	\$45.84	\$48.09	\$49.29	\$54.63	\$56.00	\$56.90	\$58.35	\$66.39	\$71.11	\$91.91	\$102.72	\$109.42	\$124.93	\$133.46
10,000,000		\$44.12	\$45.44	\$47.68	\$48.89	\$54.28	\$55.65	\$56.55	\$58.00	\$66.03	\$70.75	\$91.77	\$102.32	\$108.16	\$123.68	\$132.20
12,000,000		\$43.56	\$44.88	\$47.12	\$48.33	\$53.72	\$55.09	\$55.99	\$57.44	\$65.48	\$70.19	\$90.65	\$101.35	\$107.07	\$122.57	\$131.11
15,000,000		\$42.37	\$43.68	\$45.93	\$47.13	\$52.38	\$53.76	\$54.66	\$56.11	\$64.14	\$68.86	\$90.30	\$101.12	\$106.84	\$122.35	\$130.88
20,000,000		\$41.18	\$42.49	\$44.74	\$45.95	\$51.13	\$52.51	\$53.41	\$54.86	\$62.89	\$67.61	\$88.58	\$99.67	\$105.94	\$121.44	\$129.98
30,000,000		\$40.54	\$41.86	\$44.10	\$45.31	\$50.55	\$51.93	\$52.83	\$54.28	\$62.31	\$67.03	\$88.24	\$99.31	\$105.35	\$120.85	\$129.39
50,000,000		\$39.95	\$41.26	\$43.51	\$44.72	\$49.96	\$51.33	\$52.23	\$53.68	\$61.72	\$66.43	\$87.45	\$98.43	\$104.59	\$120.10	\$128.62
75,000,000		\$39.72	\$41.03	\$43.28	\$44.48	\$49.69	\$51.06	\$51.96	\$53.41	\$61.44	\$66.16	\$87.24	\$98.27	\$104.29	\$119.81	\$128.33
100,000,000		\$39.60	\$40.92	\$43.16	\$44.37	\$49.56	\$50.93	\$51.83	\$53.28	\$61.32	\$66.04	\$86.98	\$98.09	\$104.24	\$119.74	\$128.28

Note: Intermediate quantities will be determined by interpolation



Table 1: Base Price

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

Ticket Size		I			J			K				L			
	6" x 8"			8" x 8"			12" x 8"				12" x 12"				
Pack Size	75	50	25	75	50	25	50	25	20	10	50	25	20	10	
1,000,000	\$114.11	\$116.12	\$121.30	\$121.21	\$113.98	\$120.82	\$154.31	\$161.98	\$165.64	\$221.14	\$226.50	\$229.16	\$233.70	\$257.48	
2,000,000	\$80.91	\$82.93	\$88.11	\$93.04	\$90.28	\$94.93	\$125.74	\$130.67	\$134.34	\$187.05	\$192.11	\$194.45	\$198.62	\$222.42	
3,000,000	\$71.65	\$73.67	\$78.85	\$84.46	\$84.91	\$88.13	\$120.37	\$123.60	\$125.57	\$177.50	\$188.58	\$190.53	\$194.85	\$218.68	
4,000,000	\$67.05	\$69.07	\$74.25	\$79.33	\$82.22	\$85.44	\$117.68	\$120.90	\$122.52	\$171.01	\$182.92	\$185.05	\$189.35	\$212.89	
5,000,000	\$62.93	\$64.95	\$70.12	\$74.60	\$77.51	\$83.83	\$110.86	\$119.20	\$120.90	\$163.95	\$181.84	\$182.44	\$188.39	\$211.92	
6,000,000	\$61.12	\$63.13	\$68.31	\$70.82	\$73.72	\$81.16	\$106.67	\$115.01	\$119.01	\$159.76	\$179.73	\$182.03	\$186.29	\$209.78	
7,000,000	\$59.97	\$61.99	\$67.17	\$69.50	\$72.40	\$79.84	\$105.00	\$113.35	\$117.34	\$158.10	\$178.58	\$180.86	\$185.03	\$208.54	
8,000,000	\$58.10	\$60.12	\$65.29	\$69.04	\$71.95	\$79.39	\$104.10	\$112.45	\$116.44	\$157.19	\$178.23	\$179.44	\$184.65	\$208.18	
9,000,000	\$57.08	\$59.10	\$64.28	\$68.00	\$70.90	\$78.35	\$102.76	\$111.11	\$115.10	\$155.85	\$177.49	\$179.68	\$183.90	\$207.42	
10,000,000	\$56.73	\$58.75	\$63.93	\$67.03	\$69.93	\$77.37	\$101.66	\$110.01	\$114.00	\$154.76	\$176.99	\$178.34	\$183.42	\$206.84	
12,000,000	\$56.26	\$58.27	\$63.45	\$66.03	\$68.93	\$76.37	\$100.85	\$109.20	\$113.19	\$153.95	\$176.44	\$177.91	\$182.84	\$206.30	
15,000,000	\$54.82	\$56.83	\$62.01	\$64.53	\$67.43	\$74.88	\$100.79	\$109.13	\$113.13	\$153.89	\$175.38	\$177.00	\$181.74	\$205.17	
20,000,000	\$53.45	\$55.47	\$60.64	\$63.11	\$66.01	\$73.45	\$100.72	\$109.07	\$113.06	\$153.82	\$174.80	\$176.59	\$181.18	\$204.68	
30,000,000	\$52.89	\$54.91	\$60.09	\$62.53	\$65.43	\$72.87	\$100.66	\$109.01	\$113.00	\$153.76	\$173.91	\$175.80	\$180.26	\$203.70	
50,000,000	\$52.28	\$54.30	\$59.48	\$61.90	\$64.80	\$72.24	\$100.59	\$108.94	\$112.93	\$153.69	\$173.39	\$175.09	\$179.81	\$203.02	
75,000,000	\$51.98	\$54.00	\$59.18	\$61.58	\$64.48	\$71.93	\$100.53	\$108.88	\$112.87	\$153.63	\$173.06	\$174.78	\$179.37	\$202.59	
100,000,000	\$51.84	\$53.86	\$59.03	\$61.43	\$64.34	\$71.78	\$100.46	\$108.81	\$112.80	\$153.57	\$172.94	\$174.55	\$179.21	\$202.35	

Note: Intermediate quantities will be determined by interpolation



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## H. | Attachment H Cost Proposal

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	<u>\$0.006</u>
2.	Expanded imaging	Per square inch	<u>\$0.000</u>
3.	Additional spot colors	Per color per square inch	<u>\$0.060</u>
4.	Includes pack inserts in each pack		
a.	Price Per Pack for insertion of POS card		
i.	4" x 4" size	<u>\$ 0.30 per pack</u>	
ii.	4" x 8" size	<u>\$ 0.42 per pack</u>	
i.	4" x 12" size	<u>\$ 0.48 per pack</u>	
b.	Price Per Pack for printing of POS card (4CP printing, 10 pt. card)		
i.	4" x 4" size	<u>\$ 0.45 per pack</u>	
ii.	4" x 8" size	<u>\$ 0.90 per pack</u>	
i.	4" x 12" size	<u>\$ 1.25 per pack</u>	



## 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 \$0.11 per square inch per color

3. Cost per thousand tickets for metallic inks

Per color per square inch (standard metallics) Add \$0.15 per square inch per color

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

Per color per square inch Add \$0.32 square inch per color

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

Add \$0.24 per 1,000 tickets

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

Per color pulse Add \$0.57 per 1,000 tickets per each color pulsed

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 Graphic ClearMark Add \$0.24 per square inch of total ticket area per 1,000 tickets

Per square inch Graphic SureMark Add \$0.22 per square inch of total ticket area per 1,000 tickets

Per square inch ClearMark Add \$0.15 per square inch of total ticket area per 1,000 tickets

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

Add \$1,665 per cylinder change or plate change that results in a press stoppage



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

No reduction

## 11. Test Games

Hourly rate for software programming test games Add \$270.00 per hour.

## 12. Cost per thousand tickets for holographic ticket stock

Per square inch \$1.90 per square inch of ticket

## 13. Cost per thousand tickets for foil ticket stock

Per square inch Add \$0.54 per square inch of ticket

## 14. Hole drilling

Per 1,000 tickets Add \$300.00 per 1,000 tickets

## 15. Cost for additional pack inserts bundled in packs of 100.

Add \$428.00 per 1,000 additional pack inserts (4x4)

## 16. Cost for special stock pack inserts

4.00" x 4.00" size

Foil – Add \$97.00 per 1,000 inserts

Holographic – Add \$174.60 per 1,000 inserts

4.00" x 8.00" size

Foil – Add \$155.20 per 1,000 inserts

Holographic – Add \$271.60 per 1,000 inserts

4.00" x 12.00" size

Foil – Add \$194.00 per 1,000 inserts

Holographic – Add \$455.90 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)

**TPIA §552.110**

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.

SG Licensing Property	OPTION 1: Merchandise	OPTION 2: License Fee as % of Net
<b>AMC® THE WALKING DEAD®</b>		
<b>BETTY BOOP™</b>		
<b>DEAL OR NO DEAL™</b>		
<b>FORD MOTOR COMPANY - model years thru 2023 Production Year</b>		
Bronco		
Edge		
Escape/ SUV Hybrid		
Expedition		
Explorer		
F-Series Trucks (F-150/F-150 SVT Raptor/F-250/F-350/Ranger)		
Mustang/GT (includes Mustang Mach-E)		
<b>FORTUNE COOKIE® aka LUCKY FORTUNE</b>		
<b>FREMANTLE</b>		
FAMILY FEUD®		
LET'S MAKE A DEAL™		
PRESS YOUR LUCK®		
SUPERMARKET SWEEP™		
THE PRICE IS RIGHT®		
<b>GRANDMA GOT RUN OVER BY A REINDEER™</b>		
<b>GRUMPY CAT®</b>		
<b>HASBRO PROPERTIES</b>		
BATTLESHIP™		
BOGGLE™		
CLUE™		
CONNECT 4™		
CRANIUM™		
DUNGEONS & DRAGONS®		
G.I. JOE		
MONOPOLY™		
MOUSE TRAP™		
NERF™		
OPERATION™		
OUIJA™		



SG Licensing Property	OPTION 1: Merchandise Fee % of Prize Fund	OPTION 2: License Fee as % of Net Sales (no merchandise)
PAY DAY™		
SCRABBLE™		
SIMON™		
SORRY™		
SUBBUTEO™		
THE GAME OF LIFE™		
TRIVIAL PURSUIT™		
TROUBLE™		
YAHTZEE™		
<b>INSTANT WIN GAMING LIMITED (IWG)</b>		
CASHBUSTER®		
GEM STACKS®		
JUNGLE TUMBLE™		
<b>JENGA™</b>		
<b>LIGHT AND WONDER (CORE - LOTTERY PRODUCTS)</b>		
88 FORTUNES®		
88 FORTUNES® DIAMOND		
BLAZING 777® (aka BLAZING 7's™/777 BLAZING™/BLAZING SEVENS™)		
ALL THAT GLITTERS™		
CASH CROP™		
CA\$H 'M IF YOU CAN		
CATS, HATS & BATS™		
DOUBLE PLAY SUPERBET™		
FOXIN' WINS™		
FU DAO LE™		
GOLD FISH®		
GORILLA GO WILD™		
INVADERS FROM THE PLANET MOOLAH™		
JACKPOT PARTY®		
LET IT RIDE™		
MAD MAD MONKEY™		
MEGA MULTIPLIER™		
MONEY MAYHEM™		
MONSTER WINS™		
QUICK HIT™		
ROAD TO RICHES™		
ZEUS™		
<b>LOTERIA™</b>		
<b>MATTEL PROPERTIES</b>		
MAGIC 8 BALL™		
ROCK 'EM SOCK 'EM ROBOTS™		
UNO™		
<b>PRO FOOTBALL HALL OF FAME</b>		
<b>SG (MDI) PROPRIETARY</b>		

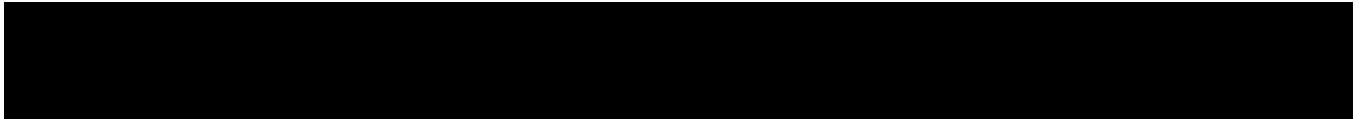


SG Licensing Property	OPTION 1: Merchandise Fee % of Prize Fund	OPTION 2: License Fee as % of Net Sales (no merchandise)
HOLD 'EM POKER®/TEXAS HOLD 'EM® (Use with WPT)		
LUCKY DICE (Name and Play Action)		
ROCK PAPER SCISSORS® (Name and Copyrighted Play Action)		
<b>SLINGO®</b>		
<b>WARNER BROS PROPERTIES</b>		
AUSTIN POWERS™ Motion Pictures		
BEETLEJUICE™		
CADDYSHACK™		
ELF™		
FRIENDS™ Television Series		
GONE WITH THE WIND™		
GREMLINS™ Motion Pictures		
HANNA-BARBERA: AUGIE DOGGIE™		
HANNA-BARBERA: BANANA SPLITS™		
HANNA-BARBERA: CAPTAIN CAVEMAN™		
HANNA-BARBERA: DYNOMUTT™		
HANNA-BARBERA: HONG KONG PHOOEY™		
HANNA-BARBERA: JONNY QUEST CLASSIC SERIES™		
HANNA-BARBERA: MAGILLA GORILLA™		
HANNA-BARBERA: RUFF AND REDDY™		
HANNA-BARBERA: SECRET SQUIRREL™		
HANNA-BARBERA: THE FLINTSTONES™		
HANNA-BARBERA: THE JETSONS™		
HANNA-BARBERA: TOP CAT™		
HANNA-BARBERA: WACKY RACES™		
HANNA-BARBERA: WALLY GATOR™		
HANNA-BARBERA: YOGI BEAR™		
MAD MAGAZINE™		
NATIONAL LAMPOON'S VACATION™		
NATIONAL LAMPOON'S CHRISTMAS VACATION™		
NATIONAL LAMPOON'S EUROPEAN VACATION™		
THE BACHELOR™/THE BACHELORETTE™ Television Series		
THE WIZARD OF OZ™		
VEGAS VACATION™		
WILLY WONKA & THE CHOCOLATE FACTORY™		
WONDER WOMAN™ Classic Television Series		
<b>WORLD POKER TOUR®</b>		

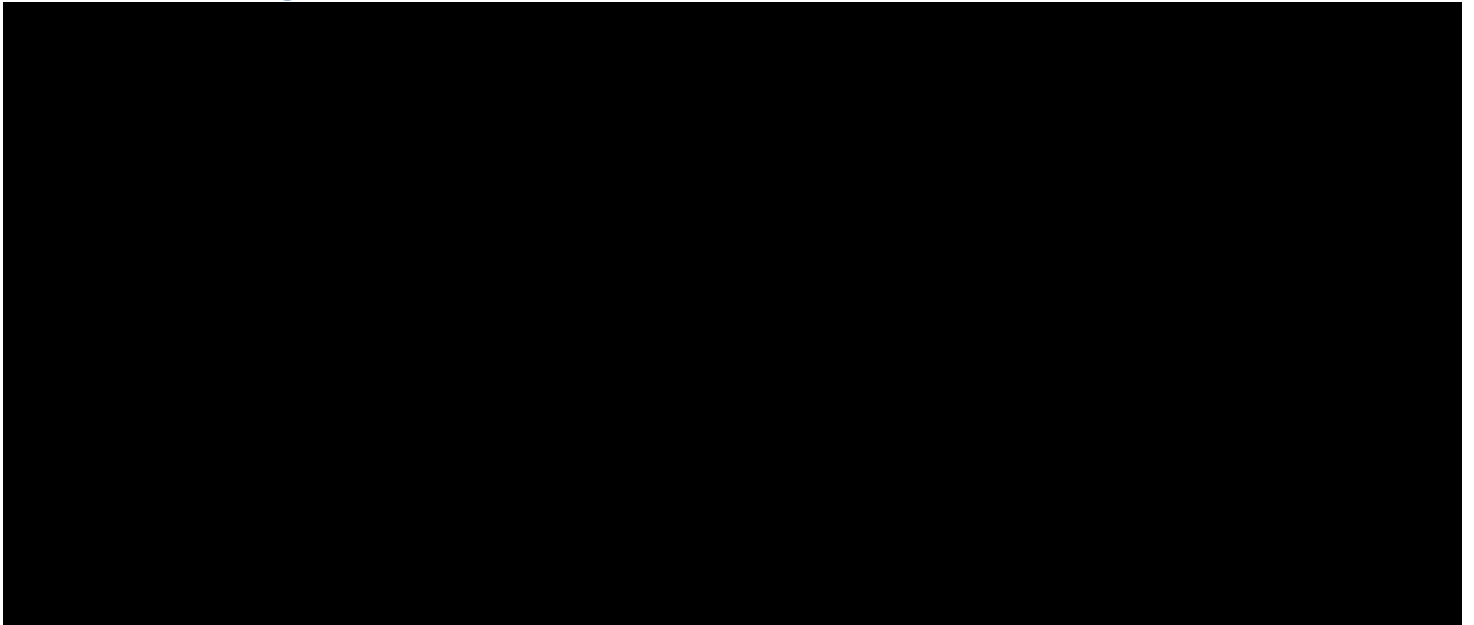




## **Non-Licensed Games with Experiential and/or Merchandise Prizes, and Successful Proposer-Sponsored Promotions or Contests (See RFP Section 8.33.5)**



## **Internet Entry Promotional Second-Chance Drawings (See RFP Section 8.33.2)**





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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	A		B		C			D				E			
	2.4" x 4"		3" x 4"		4" x 4"			6" x 4"				8" x 4"			
Pack Size	150	100	150	125	150	125	100	150	125	100	75	125	75	50	25
20,000															
120,000	\$492.71	\$493.11	\$499.12	\$499.46	\$501.32	\$501.72	\$502.32	\$585.52	\$586.04	\$586.97	\$587.36	\$670.24	\$670.70	\$673.05	\$674.99
240,000	\$263.27	\$263.67	\$266.03	\$266.37	\$267.11	\$267.51	\$268.11	\$312.28	\$312.80	\$313.72	\$314.11	\$357.52	\$357.99	\$360.33	\$362.27
360,000	\$186.78	\$187.19	\$188.83	\$189.17	\$189.34	\$189.74	\$190.34	\$221.54	\$222.06	\$222.99	\$223.38	\$253.68	\$254.14	\$256.49	\$258.43
480,000	\$148.54	\$148.95	\$150.25	\$150.59	\$150.71	\$151.11	\$151.71	\$176.48	\$177.00	\$177.92	\$178.31	\$202.10	\$202.57	\$204.91	\$206.85
600,000	\$124.75	\$125.15	\$126.24	\$126.58	\$125.91	\$126.32	\$126.91	\$147.55	\$148.07	\$148.99	\$149.38	\$168.99	\$169.46	\$171.80	\$173.74
720,000	\$108.60	\$109.01	\$109.95	\$110.29	\$109.45	\$109.86	\$110.45	\$128.34	\$128.86	\$129.79	\$130.18	\$147.01	\$147.48	\$149.82	\$151.77
840,000	\$96.71	\$97.11	\$97.96	\$98.30	\$99.73	\$100.13	\$100.73	\$117.00	\$117.52	\$118.45	\$118.84	\$134.03	\$134.50	\$136.84	\$138.78
960,000	\$88.21	\$88.61	\$89.40	\$89.74	\$91.78	\$92.18	\$92.78	\$107.72	\$108.24	\$109.17	\$109.56	\$123.41	\$123.88	\$126.22	\$128.16
1,000,000	\$85.66	\$86.06	\$86.84	\$87.18	\$89.12	\$89.53	\$90.13	\$104.63	\$105.15	\$106.07	\$106.46	\$119.87	\$120.34	\$122.68	\$124.62
2,000,000	\$49.51	\$49.92	\$52.97	\$53.31	\$59.00	\$59.40	\$60.00	\$65.91	\$66.43	\$67.36	\$67.75	\$77.39	\$77.85	\$80.20	\$82.14
3,000,000	\$37.77	\$38.17	\$41.20	\$41.54	\$47.22	\$47.62	\$48.22	\$54.50	\$55.02	\$55.94	\$56.34	\$64.99	\$65.46	\$67.80	\$69.74
4,000,000	\$31.44	\$31.84	\$34.82	\$35.16	\$40.72	\$41.13	\$41.73	\$48.90	\$49.42	\$50.34	\$50.73	\$58.66	\$59.13	\$61.48	\$63.42
5,000,000	\$28.16	\$28.57	\$31.41	\$31.74	\$37.07	\$37.47	\$38.07	\$44.35	\$44.87	\$45.79	\$46.18	\$54.52	\$54.99	\$57.33	\$59.27
6,000,000	\$25.61	\$26.01	\$28.94	\$29.28	\$34.77	\$35.17	\$35.77	\$43.06	\$43.58	\$44.50	\$44.89	\$51.81	\$52.28	\$54.62	\$56.56
7,000,000	\$23.87	\$24.28	\$27.18	\$27.52	\$32.95	\$33.36	\$33.96	\$41.11	\$41.63	\$42.56	\$42.95	\$50.23	\$50.70	\$53.04	\$54.98
8,000,000	\$22.66	\$23.07	\$26.04	\$26.37	\$31.51	\$31.91	\$32.51	\$38.96	\$39.48	\$40.40	\$40.79	\$49.29	\$49.76	\$52.10	\$54.04
9,000,000	\$21.59	\$21.99	\$24.98	\$25.32	\$30.41	\$30.81	\$31.41	\$38.53	\$39.06	\$39.98	\$40.37	\$47.53	\$48.00	\$50.34	\$52.28
10,000,000	\$21.07	\$21.47	\$24.32	\$24.66	\$29.22	\$29.62	\$30.22	\$37.35	\$37.87	\$38.80	\$39.19	\$46.89	\$47.36	\$49.71	\$51.65
12,000,000	\$19.91	\$20.32	\$23.22	\$23.56	\$28.14	\$28.54	\$29.14	\$36.51	\$37.03	\$37.96	\$38.35	\$46.19	\$46.66	\$49.01	\$50.95
15,000,000	\$18.49	\$18.89	\$21.79	\$22.13	\$26.78	\$27.18	\$27.78	\$34.09	\$34.61	\$35.53	\$35.92	\$45.10	\$45.57	\$47.92	\$49.86
20,000,000	\$17.39	\$17.79	\$20.60	\$20.94	\$25.30	\$25.71	\$26.30	\$32.71	\$33.23	\$34.15	\$34.54	\$43.57	\$44.04	\$46.39	\$48.33
30,000,000	\$16.09	\$16.49	\$19.41	\$19.75	\$25.21	\$25.62	\$26.21	\$32.62	\$33.14	\$34.06	\$34.45	\$42.72	\$43.19	\$45.53	\$47.47
50,000,000	\$15.51	\$15.91	\$18.86	\$19.20	\$24.72	\$25.13	\$25.73	\$31.91	\$32.43	\$33.35	\$33.74	\$41.97	\$42.44	\$44.78	\$46.72
75,000,000	\$15.19	\$15.59	\$18.53	\$18.87	\$24.37	\$24.77	\$25.37	\$31.61	\$32.13	\$33.05	\$33.45	\$41.68	\$42.15	\$44.49	\$46.43
100,000,000	\$15.02	\$15.43	\$18.38	\$18.72	\$24.19	\$24.60	\$25.19	\$31.46	\$31.98	\$32.91	\$33.30	\$41.53	\$42.00	\$44.34	\$46.28

Note: Intermediate quantities will be determined by interpolation

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

Ticket Size	F				G						H				
	10" x 4"				12" x 4"						14" x 4"				
Pack Size	75	50	25	20	75	50	25	20	15	10	50	25	20	15	10
1,000,000	\$131.76	\$133.51	\$136.51	\$138.12	\$146.63	\$148.47	\$149.66	\$151.60	\$162.33	\$168.64	\$182.59	\$199.15	\$207.81	\$228.51	\$239.92
2,000,000	\$89.22	\$90.98	\$93.98	\$95.59	\$100.93	\$102.76	\$103.96	\$105.90	\$116.63	\$122.93	\$154.50	\$169.46	\$177.86	\$198.58	\$209.97
3,000,000	\$77.10	\$78.86	\$81.86	\$83.47	\$91.48	\$93.31	\$94.51	\$96.45	\$107.18	\$113.49	\$140.82	\$156.20	\$164.14	\$184.86	\$196.25
4,000,000	\$71.23	\$72.99	\$75.98	\$77.60	\$85.68	\$87.52	\$88.72	\$90.66	\$101.39	\$107.69	\$131.18	\$147.26	\$155.31	\$176.01	\$187.44
5,000,000	\$66.65	\$68.41	\$71.41	\$73.02	\$80.44	\$82.27	\$83.47	\$85.41	\$96.14	\$102.44	\$127.23	\$143.07	\$150.88	\$171.58	\$183.20
6,000,000	\$63.90	\$65.66	\$68.65	\$70.27	\$78.09	\$79.92	\$81.12	\$83.06	\$93.79	\$100.09	\$126.38	\$141.91	\$149.37	\$170.07	\$181.48
7,000,000	\$62.41	\$64.17	\$67.17	\$68.78	\$76.62	\$78.46	\$79.65	\$81.59	\$92.33	\$98.63	\$124.38	\$139.69	\$149.33	\$170.03	\$181.42
8,000,000	\$60.74	\$62.50	\$65.50	\$67.11	\$74.29	\$76.12	\$77.32	\$79.26	\$89.99	\$96.30	\$124.16	\$138.95	\$145.95	\$166.67	\$178.06
9,000,000	\$59.47	\$61.23	\$64.23	\$65.84	\$72.96	\$74.80	\$76.00	\$77.94	\$88.67	\$94.97	\$122.76	\$137.20	\$146.14	\$166.87	\$178.25
10,000,000	\$58.93	\$60.69	\$63.68	\$65.30	\$72.49	\$74.33	\$75.53	\$77.47	\$88.20	\$94.50	\$122.57	\$136.66	\$144.47	\$165.19	\$176.57
12,000,000	\$58.18	\$59.94	\$62.94	\$64.55	\$71.75	\$73.58	\$74.78	\$76.72	\$87.45	\$93.75	\$121.08	\$135.37	\$143.00	\$163.70	\$175.11
15,000,000	\$56.59	\$58.34	\$61.34	\$62.95	\$69.97	\$71.80	\$73.00	\$74.94	\$85.67	\$91.98	\$120.60	\$135.06	\$142.70	\$163.42	\$174.81
20,000,000	\$55.00	\$56.76	\$59.75	\$61.37	\$68.30	\$70.13	\$71.33	\$73.27	\$84.00	\$90.31	\$118.31	\$133.12	\$141.50	\$162.20	\$173.61
30,000,000	\$54.15	\$55.91	\$58.90	\$60.52	\$67.52	\$69.36	\$70.56	\$72.50	\$83.23	\$89.53	\$117.85	\$132.64	\$140.71	\$161.41	\$172.82
50,000,000	\$53.36	\$55.11	\$58.11	\$59.72	\$66.72	\$68.56	\$69.76	\$71.70	\$82.43	\$88.73	\$116.81	\$131.46	\$139.69	\$160.41	\$171.80
75,000,000	\$53.05	\$54.81	\$57.80	\$59.42	\$66.36	\$68.20	\$69.40	\$71.34	\$82.07	\$88.37	\$116.52	\$131.25	\$139.30	\$160.02	\$171.40
100,000,000	\$52.90	\$54.65	\$57.65	\$59.26	\$66.19	\$68.03	\$69.23	\$71.17	\$81.90	\$88.20	\$116.17	\$131.01	\$139.23	\$159.93	\$171.34

**Note:** Intermediate quantities will be determined by interpolation

Table 2: Automated Scratch Sales Solution - Long-Term Pricing Option  
(pricing in effect for 9/1/2024 - 8/31/2034)

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

Ticket Size	I			J			K				L			
	6" x 8"			8" x 8"			12" x 8"				12" x 12"			
Pack Size	75	50	25	75	50	25	50	25	20	10	50	25	20	10
1,000,000	\$152.40	\$155.10	\$162.02	\$161.90	\$152.24	\$161.37	\$206.11	\$216.35	\$221.24	\$295.36	\$302.52	\$306.07	\$312.14	\$343.90
2,000,000	\$108.07	\$110.77	\$117.68	\$124.27	\$120.58	\$126.80	\$167.94	\$174.53	\$179.43	\$249.83	\$256.59	\$259.71	\$265.29	\$297.07
3,000,000	\$95.70	\$98.40	\$105.31	\$112.81	\$113.41	\$117.71	\$160.77	\$165.08	\$167.71	\$237.08	\$251.87	\$254.48	\$260.25	\$292.07
4,000,000	\$89.56	\$92.25	\$99.17	\$105.95	\$109.81	\$114.12	\$157.18	\$161.49	\$163.64	\$228.40	\$244.32	\$247.16	\$252.91	\$284.34
5,000,000	\$84.05	\$86.74	\$93.66	\$99.64	\$103.52	\$111.96	\$148.06	\$159.21	\$161.49	\$218.97	\$242.87	\$243.67	\$251.62	\$283.05
6,000,000	\$81.63	\$84.32	\$91.24	\$94.58	\$98.46	\$108.40	\$142.47	\$153.62	\$158.95	\$213.38	\$240.05	\$243.13	\$248.82	\$280.19
7,000,000	\$80.10	\$82.80	\$89.71	\$92.83	\$96.70	\$106.64	\$140.24	\$151.39	\$156.72	\$211.16	\$238.52	\$241.56	\$247.14	\$278.53
8,000,000	\$77.60	\$80.29	\$87.21	\$92.22	\$96.09	\$106.03	\$139.04	\$150.19	\$155.52	\$209.95	\$238.05	\$239.67	\$246.62	\$278.06
9,000,000	\$76.24	\$78.94	\$85.85	\$90.83	\$94.70	\$104.64	\$137.25	\$148.40	\$153.74	\$208.17	\$237.06	\$239.99	\$245.63	\$277.04
10,000,000	\$75.77	\$78.47	\$85.38	\$89.52	\$93.40	\$103.34	\$135.78	\$146.93	\$152.26	\$206.70	\$236.39	\$238.20	\$244.98	\$276.27
12,000,000	\$75.14	\$77.83	\$84.75	\$88.19	\$92.07	\$102.01	\$134.70	\$145.85	\$151.18	\$205.62	\$235.66	\$237.62	\$244.21	\$275.54
15,000,000	\$73.21	\$75.91	\$82.82	\$86.19	\$90.07	\$100.01	\$134.61	\$145.76	\$151.10	\$205.54	\$234.24	\$236.41	\$242.74	\$274.03
20,000,000	\$71.39	\$74.08	\$81.00	\$84.29	\$88.17	\$98.11	\$134.53	\$145.68	\$151.01	\$205.45	\$233.46	\$235.85	\$241.99	\$273.38
30,000,000	\$70.64	\$73.34	\$80.26	\$83.52	\$87.39	\$97.33	\$134.44	\$145.59	\$150.92	\$205.37	\$232.28	\$234.80	\$240.76	\$272.07
50,000,000	\$69.83	\$72.53	\$79.44	\$82.67	\$86.55	\$96.49	\$134.36	\$145.51	\$150.84	\$205.28	\$231.59	\$233.85	\$240.16	\$271.17
75,000,000	\$69.43	\$72.12	\$79.04	\$82.25	\$86.13	\$96.07	\$134.27	\$145.42	\$150.75	\$205.19	\$231.14	\$233.44	\$239.58	\$270.58
100,000,000	\$69.24	\$71.93	\$78.85	\$82.05	\$85.93	\$95.87	\$134.18	\$145.33	\$150.67	\$205.11	\$230.99	\$233.14	\$239.36	\$270.26

Note: Intermediate quantities will be determined by interpolation

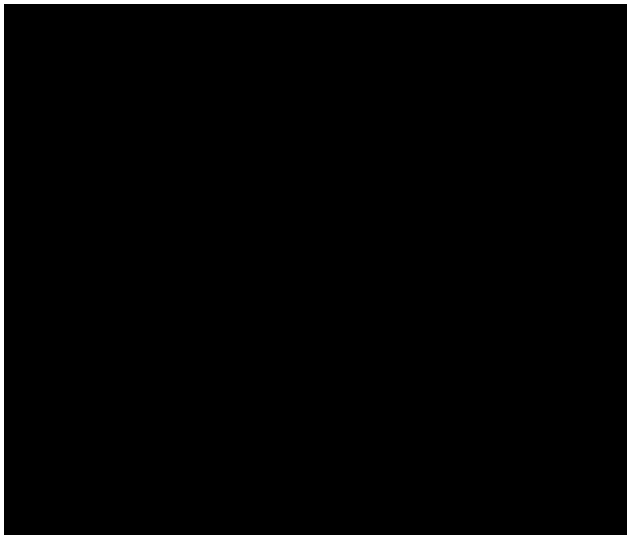


## Automated Scratch Sales Solution - Pricing per Unit

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.

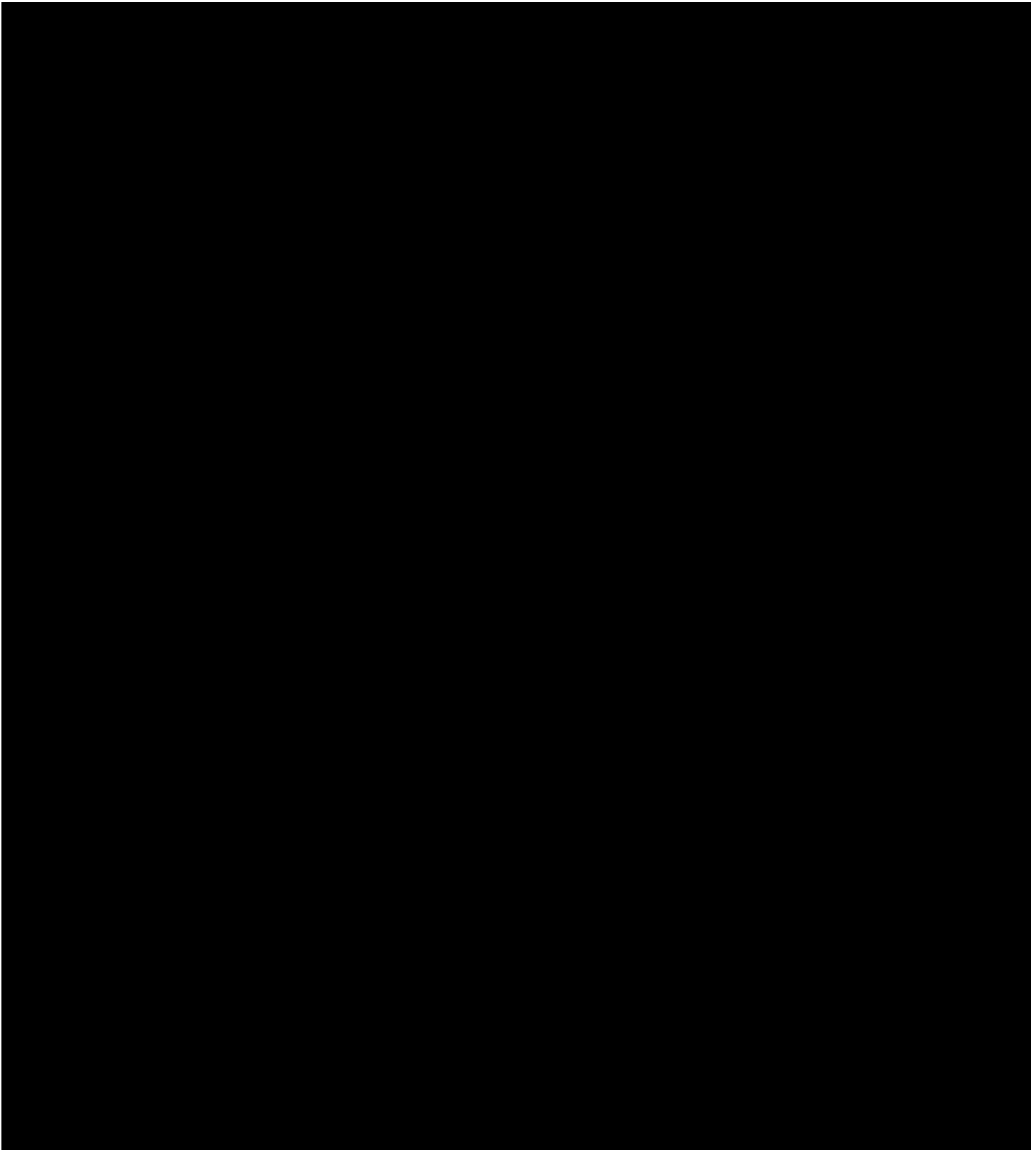
### **Price for up to 3,000 units:**

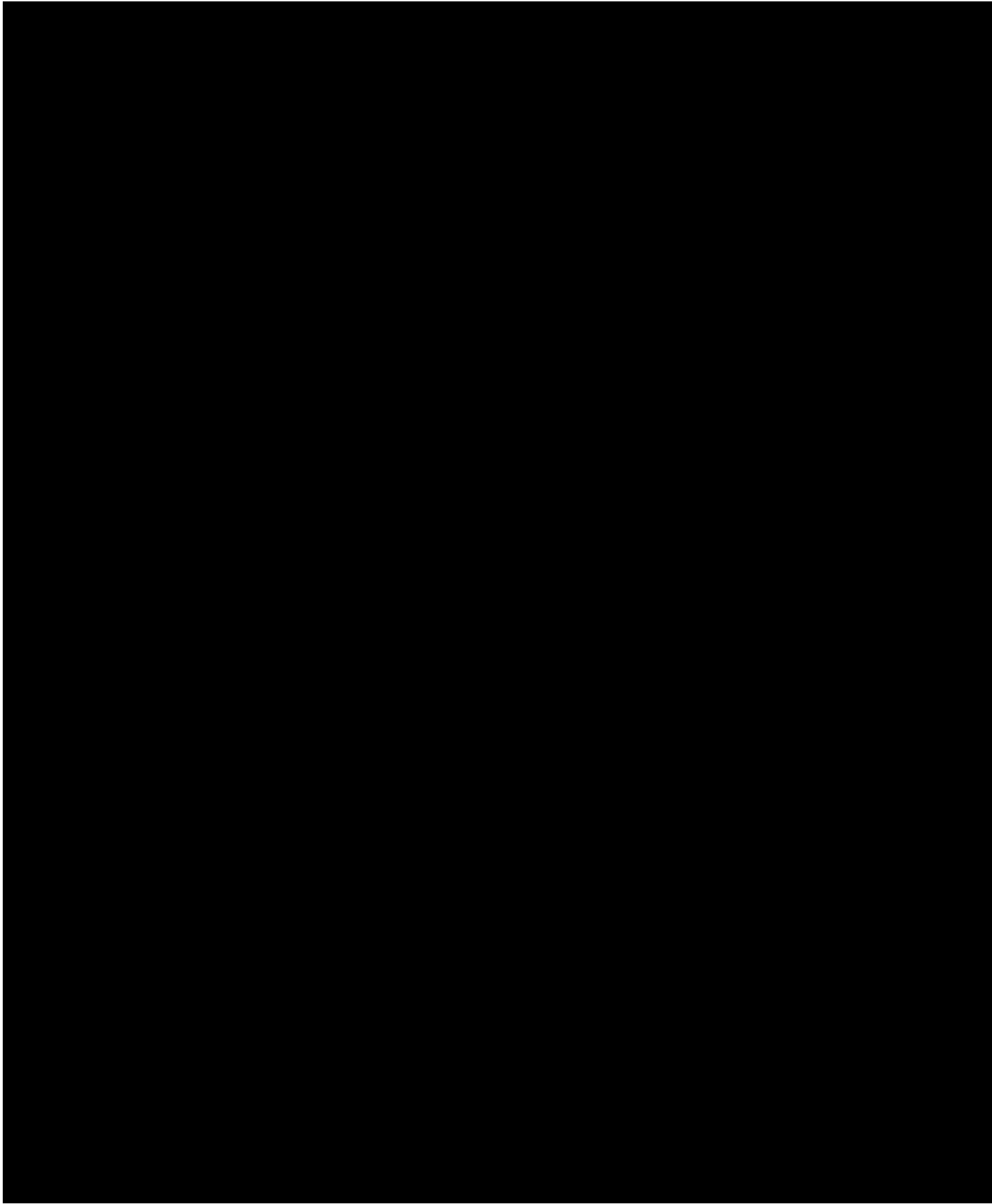
Monthly Price per Unit      \$96.00





## Invited Options

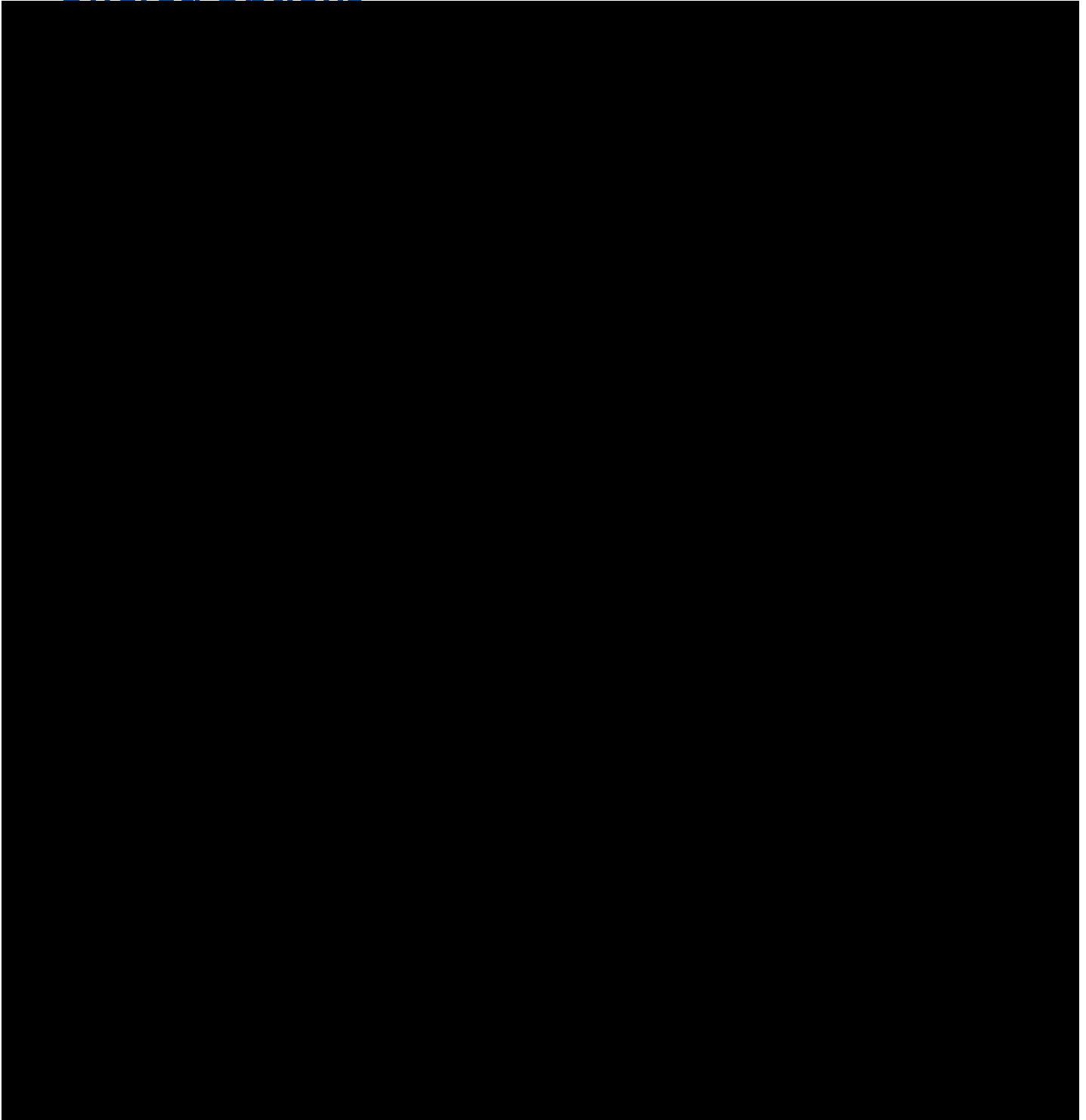


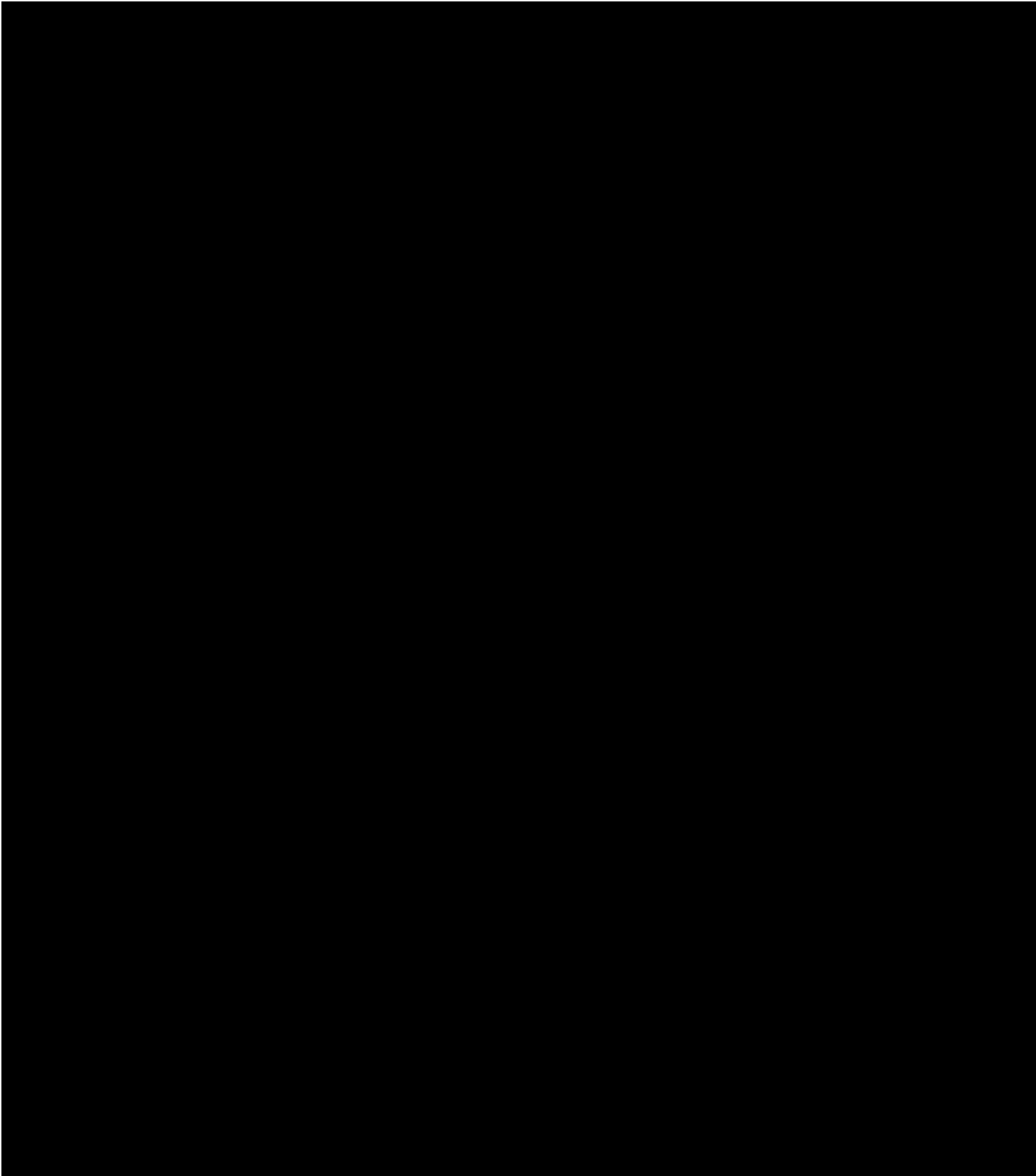


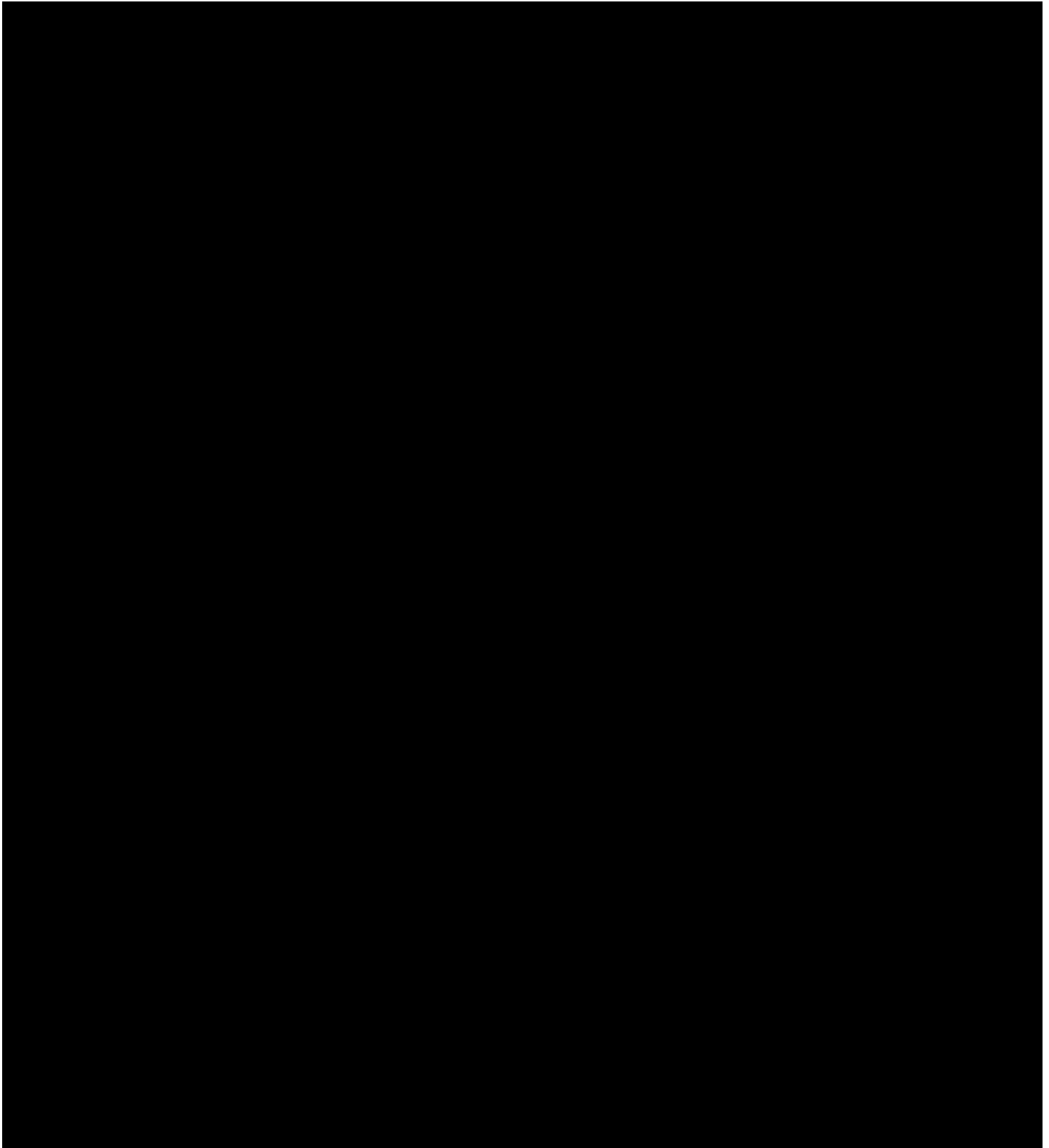


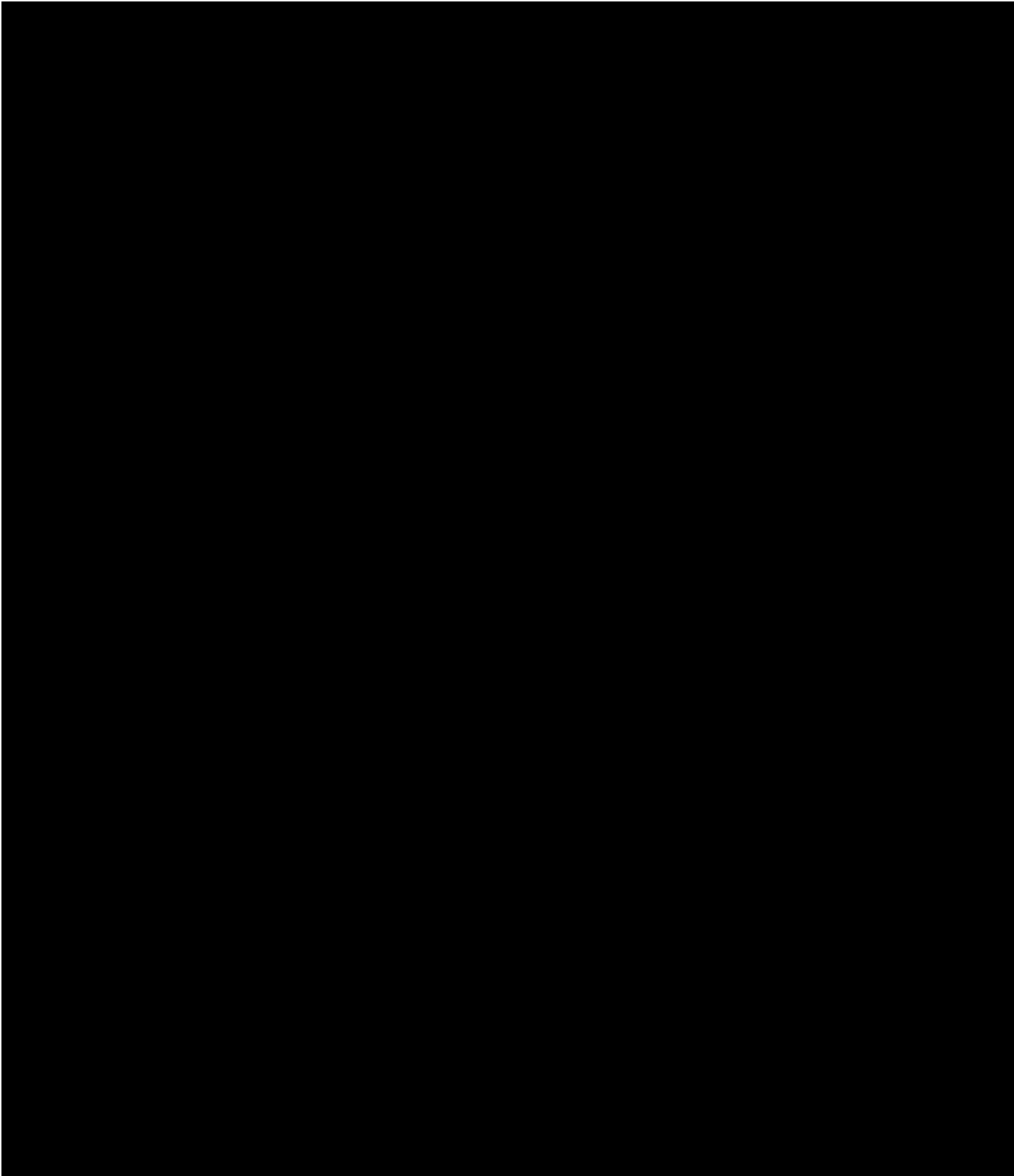


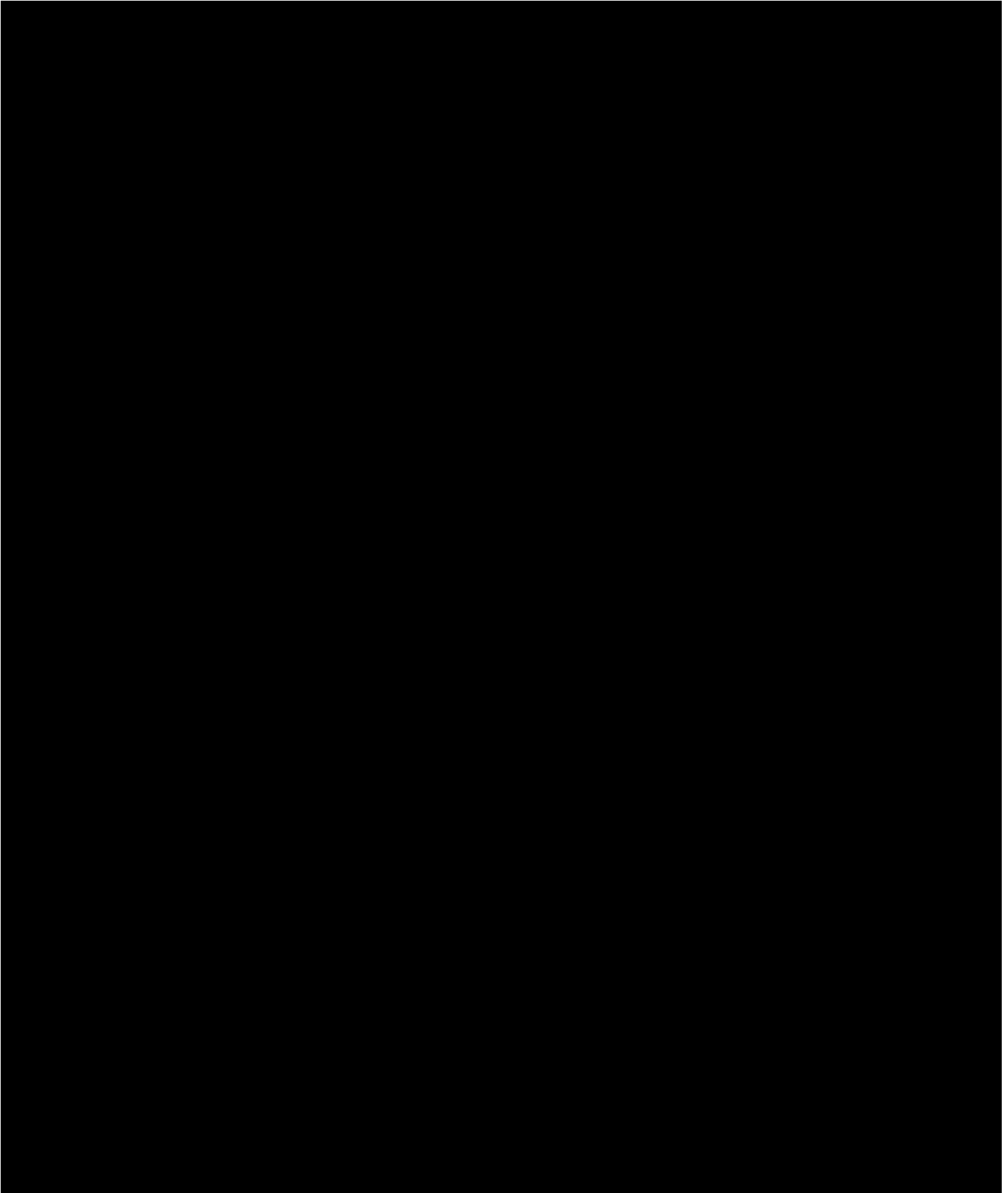
## Offered Options

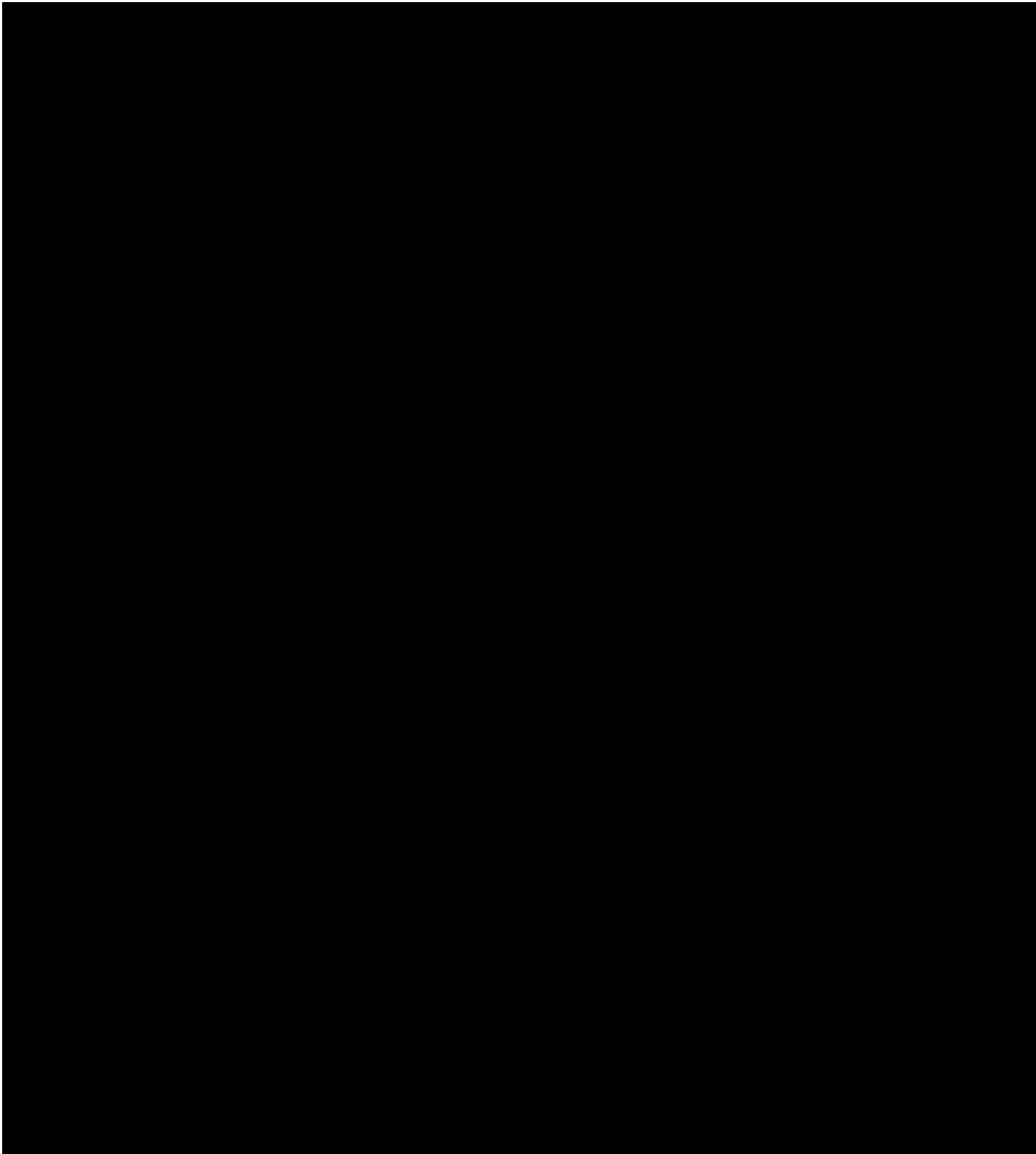


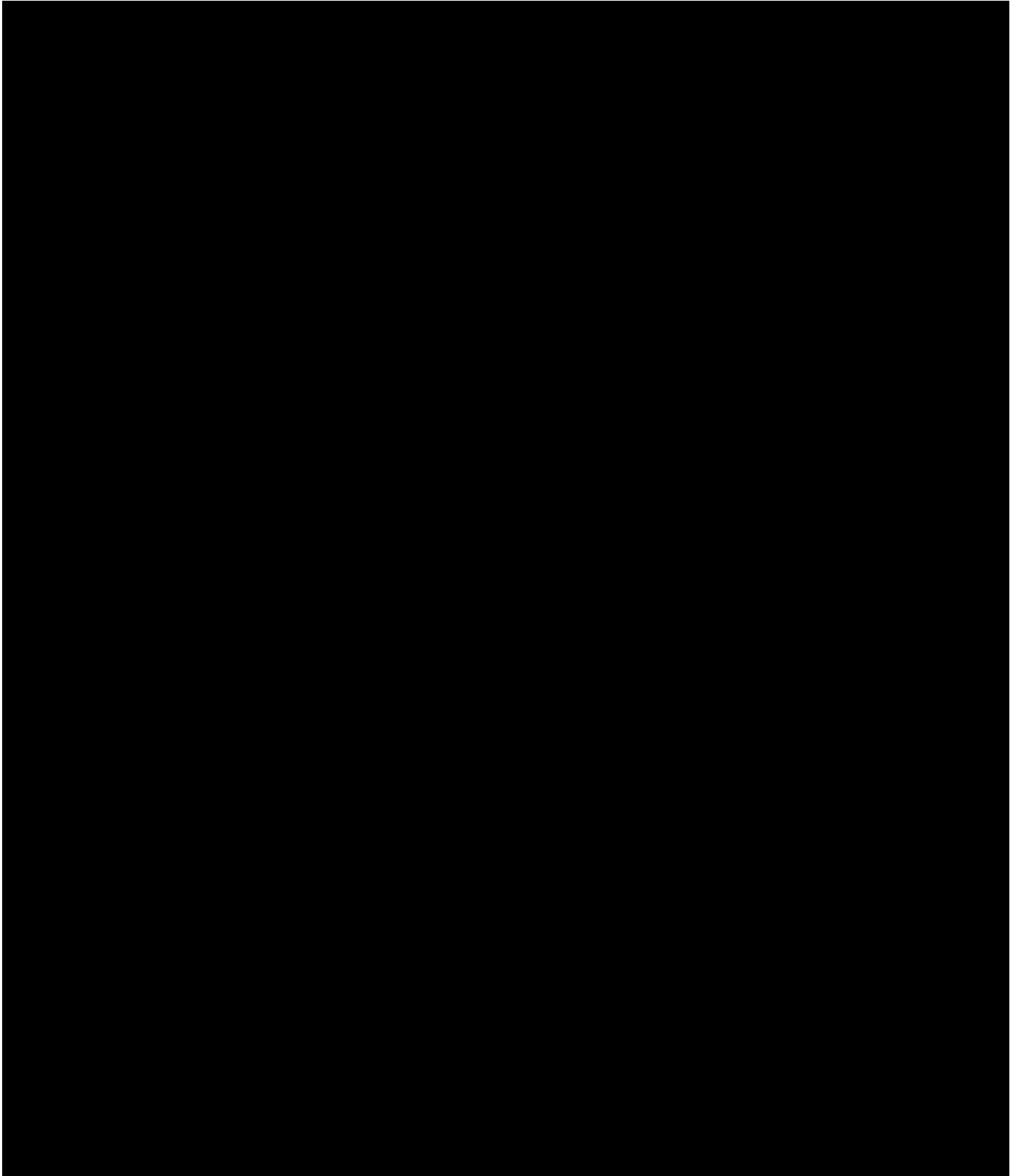


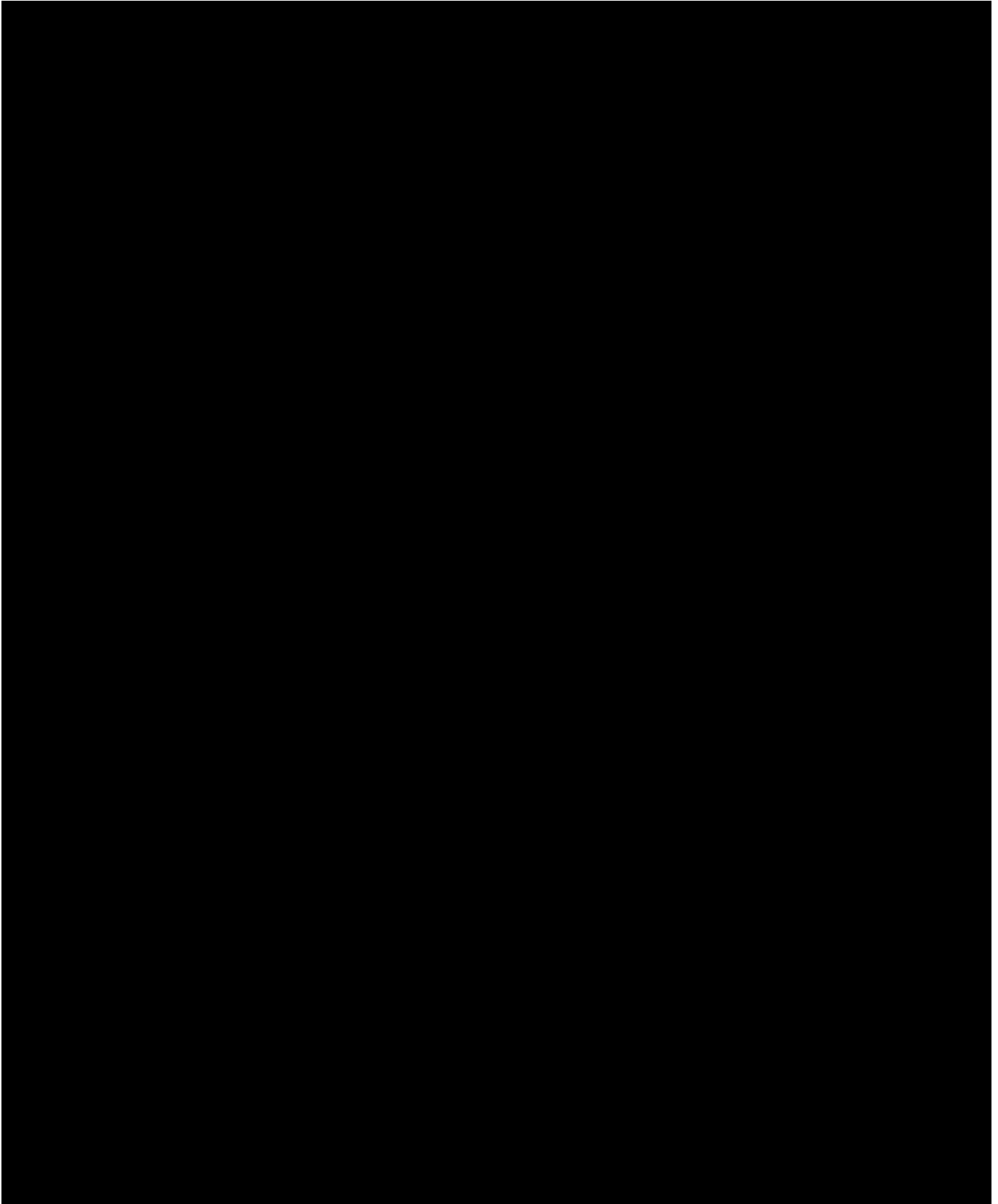










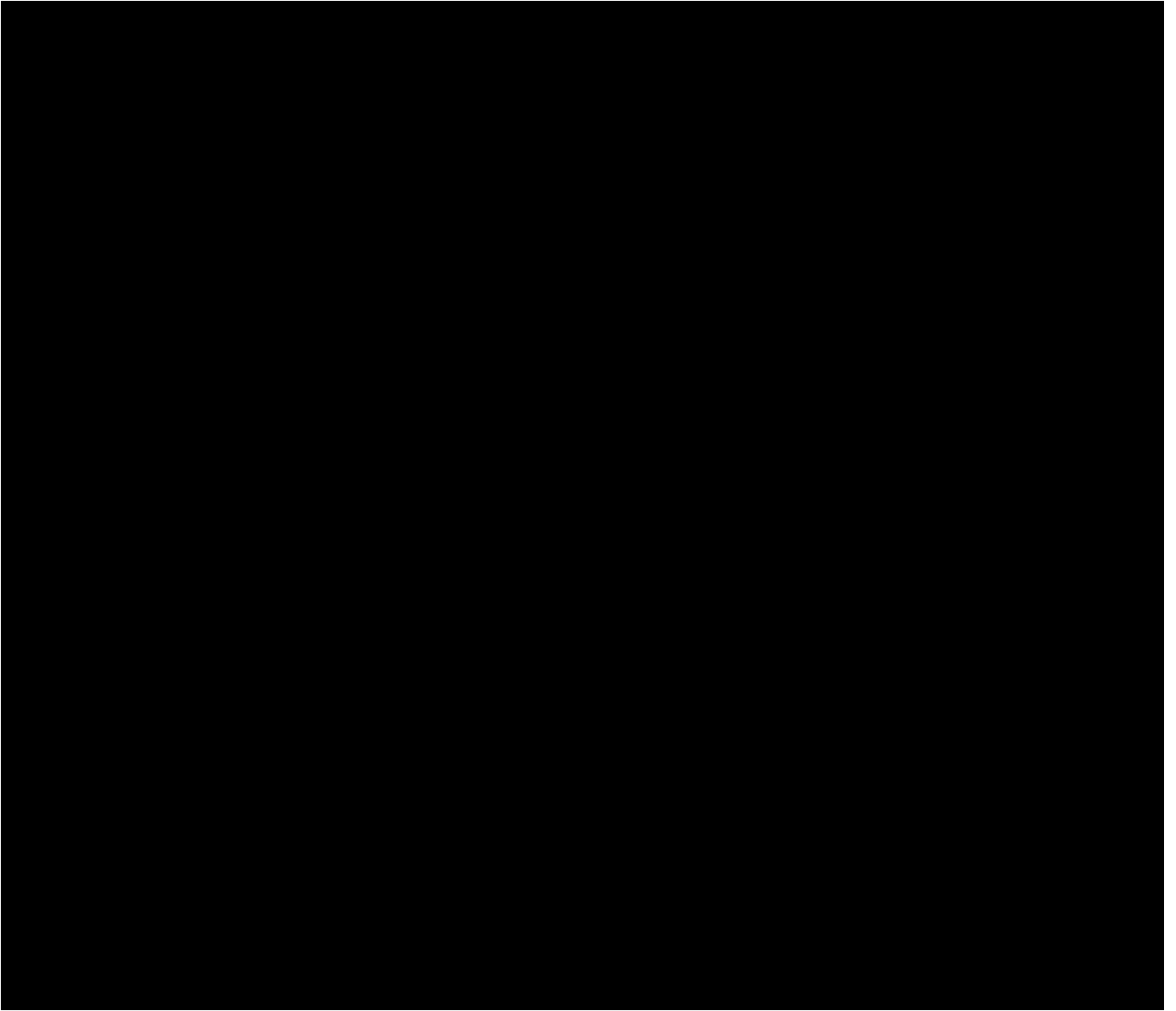






## H. | Attachment H Cost Proposal

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**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.

A handwritten signature in blue ink, appearing to read "John Schulz", written over a horizontal line.

*(signature of person authorized to contractually bind the Proposer)*

**John Schulz**

*(printed name)*

**Senior Vice President, Instant Products**

*(title)*

**July 25, 2022**

*(date)*