

Q&A
Provision of Jackpot Communication Solutions
PPOS RFP (3)

The RFP milestones are as follows:

Last date to submit questions - October 23, 2018

Answers to Vendor questions posted - October 29, 2018

Any capitalized terms not defined herein shall have the meaning prescribed to them in the Request for Provision of Jackpot Communications Solutions ("RFP") issued on Oct 13, 2018.

Answers to Vendors' Questions

- Q1: To assure maximum compatibility and flexibility with your dispensers can you please supply a working sample of the dispensers being used, for return to Intralot at the end of the process?
- A: The dispensers are still in production, technical drawings, dimensions minus proprietary and patented items are available within RFP1 and RFP2 as part of the procurement process for PPOS. These are available here: [PPOS #1](#) [PPOS #2](#). Using these designs and drawings will be accepted for all responses. The winning vendor will be expected to work with the vendor from RFP1 and RFP2 to ensure jackpot communication and integration is achieved within the final units.
- Q2: R-22: To provide details on how our signs "can display the same messaging as existing jackpot communications – Carmanah's triple jackpot boards and Intralot Monitors" can you please supply the Carmanah communications protocol that is currently used, and all of the "detailed technical specifications" for the signs and monitors? Are samples available to us on a loaner basis?
- A: Jackpot updates on both the Carmanah signs and Intralot monitors will be provided via the terminal (Photon) as a passthrough from the Horizon gaming server. The current solution is a transceiver connected to the lottery terminal via USB (on the terminal side) to USB 2 (on the transceiver side). The transceiver broadcasts the jackpot sign values to the sign.
 - a. Connection mode:
Either wired or wireless jackpot signs can be proposed.
In case of wired connection there will be an one-to-one port to jackpot sign association.
In case of wireless connection there will be one-to-one port-transmitter to jackpot sign association or one-to-many port-transmitter to jackpot signs association, depending on vendor availability.
 - b. **Interface Connection:**
The Photon terminal can interface with the jackpot sign through:
USB2.0 with power limited to 500 mA
 - c. **OS Driver / Protocol requirements:**
Provision of unique serial number in the USB descriptor will be required if the lottery

plans to connect multiple jackpot signs per terminal.

The vendor must provide detailed protocol and command set of the information that needs to be exchanged between terminal and jackpot sign in order to effect its proper operation.

d. **General Rules:**

Intralot Technical Division in Athens Greece must receive samples and drivers incl. protocols / command sets for evaluation, of all devices that Camelot pre-selects during the bid process. Final vendor selection shall be awarded after the jackpot signs have been tested and approved by Intralots Technical Division.

- Q3: R-22: Are you looking for these jackpot signs to display more than just the jackpot values?
- A: The primary function of the displays will be to communicate jackpots at counter. However, your solution and any innovation in this area will be considered within your proposal. The jackpots do not have to be communicated via. traditional 'LCD number' displays. However, any solution must have the ability to communicate all multistate games and a selection of in-state games. Digital screens or use of other methods of jackpot communication will be considered.
- Q4: Section 8.1: You refer to a "barebones sign", PCB only". Can you explain in detail what you are looking for with this option?
- A: As the dispensers are currently in the final states of the designs we potentially want to have the ability to incorporate jackpot communication solutions in final designs while maintaining the 'integrated look and feel' of the jackpot communication. The request for barebones is to buy the technology to make this approach possible while making integrated housing with our RFP1 & RFP2 supplier.
- Q5: Are these used in a high-ambient light area where you do not need illuminated faceplates, or do you want the faceplates illuminated?
- A: Illuminated faceplates will be considered as part of any vendor proposal. We are looking to site these in retail stores across Illinois. Ambient light is med-high in the majority of these locations. Vendors should submit whatever proposals / solutions they feel would work best in this environment. If any illuminated faceplates are separate from the 'integral PCB' elements that communicate jackpots please ensure to detailed this within your proposal.
- Q6: Appendix B: Quantities of Jackpot Communicators: The quantities divided over the games, would they be all ordered together (one time) with one delivery or ordered independently (i.e.: 200 2 games, 1200 3 games, 600 4 games = 2000 signs)
- A: The quantity of jackpot communicators will be ordered together. Vendors can stage their delivery dates to meet the needs of the kitting and installation process. Unit pricing of any solutions should also be included as a single unit price

- Q7: Can you provide us with any shipping, pallet and warehouse receiving requirements.
- A: The final requirements are still being worked through. Shipping will be to a warehouse location in Illinois - potentially Cook county. The PPOS kitting location is yet to be agreed. Jackpot communication equipment will more than likely be made ready for install at this location. Please assume the use of US standard pallets is required
- Q8: It seems slightly unclear, is this referring to both jackpot sign and Intralot monitors or just Intralot monitors?
- A: We need to ensure that players are receiving the same information through all digital displays in retail outlets from outside to counter. The additional jackpot communicators purchased as part of this RFP will need to be consistent with all other jackpot communication that will exist in stores. These are currently displayed via the large jackpot communicators (in-window) and on the multi media display on counter. Both jackpot messages come via the gaming terminal.
- Q9: If it is also referring to Carmanah Signs, can you please advise what information you would provide regarding our specifications if this is the case.
- A: We would provide any information requested that does not infringe on patents or company owned intellectual or confidential property. As detailed within the Question 2, vendors have asked for detailed specifications. We will work with Intralot to provide the best response for each vendors questions around specifications.
- Q10: Can you please show me what a jackpot communicator looks like.
- A: Examples of current vendors in the US market. Carmanah Signs, Pro-Lite, CM Global and picture examples of jackpot communication that already exists in Illinois. Carmanah Signs triple jackpot sign (only) currently in use in the Illinois market.



- Q11: Can you elaborate on (or perhaps provide examples of) what is meant by requirement R-41. More specifically, we are looking to clarify what documentation and legal/regulatory requirements are being referenced.
- A: We are primarily looking for Health and Safety certification/regulation that is appropriate to your products. For example this might be CE or Rohs certification.
- Q12: Does this mean this RFQ / Bid is only limited to On-Counter PPOS?
- A: The main solutions for jackpot communication are focused around the jackpot communicator being sited around the scratch card dispensers. However, innovations in their field will be considered if the jackpot communicator can be sited around the Point of Purchase.
- Q13: Does this mean this RFQ / Bid is for use in conjunction with Scratch card dispensers only? If so, does the PPOS have to be retrofitted to the scratchcard dispenser?
- A: We are trying to move away from retrofitting solutions to dispensers or counter solutions. The aim is to have integrated jackpot communication in the scratchcard dispensers.
- Q14: If the PPOS has to be retrofitted to the scratchcard dispenser, do you have the drawings of the scratchcard dispenser?
- A: Drawings of the current designs for the scratchcard dispenser are available in RFP1 and RFP2. Please use these for any solutions held within your bids for now. Designs will change and the winning vendor will be asked to work closely with the manufacturer of the scratchcard dispensers in RFP1 and 2. These are available here: [PPOS #1](#) [PPOS #2](#).
- Q15: How do you want the power to be connected? How large is the area? What are the dimensions of the area? Is it 2 jackpots or 3 jackpots? What is the viewing distance of the jackpot communicator? How far will it be/should it be seen from?
- A: Power should will be connected from a mains strip that will be located either at the terminal or around the scratchcard dispenser itself. The RFP response should detail the options available for power chord lengths. If the units are located away from the terminal area we can assess any cost implications or running longer cables to the units. Dimensions are detailed in the RFP1 and RFP 2 . As above. These will have a +/- 10% variance from the finished product. The aim is to have as many 3 game communicators as possible, however, width restrictions on the dispensers themselves may see 2x game communicators used. The viewing distance should be 6-10ft from the counter and capture people as they wait in line at point of purchase. Additional view distance would be a 'nice to have' rather than a requirement.

- Q16: What are the protocols to demonstrate development and manufacturing capabilities? And how will you give a score to it?
- A: Score will be aligned to this area based on your ability to manufacture the solutions you propose within your RFP - Looking at development of concepts and bringing them to market. Working with customers to produce customized solutions. Ability to scale based on the order quantities. Ability to deliver on timelines that are proposed.
- Q17: How and on what basis or criteria will logistics be reviewed and evaluated?
- A: Vendors will be reviewed on their ability to package, transport, track and deliver items specified within the RFP to a location in Illinois (Possibly Chicago).
- Q18: How and on what basis will Legal and Governance be reviewed and evaluated?
- A: You will be evaluated based on your responses to the questions under the Legal and Governance section of the RFP. Please review the Private Manager Agreement (PMA) -- See the link included in Appendix A. It includes references, for example, to provisions on "Regulatory Requirements" and "State Policies and Rules", Health and Safety, etc.
- Q19: What is meant by Unique Selling Proposition? How will “unique selling proposition” be determined and evaluated?
- A: Unique Selling Proposition - is anything that your company does that sets its apart from other solutions that may exist in the market-place. For example - Brighter displays, different colours, use of screens instead of tradition LCD number displays etc. Vendors can use their solutions portfolio to answer this question.
- Q20: What do you want to have included as “Future Jackpot Communication.”? If we have a product that is under patent pending and US Patent Office is against showing the product under patent pending to anyone unless that person signs an NDA, will the lottery and Camelot be willing to sign an NDA? If not, how does / how can one, who has future innovations, show or present this to the lottery?
- A: Vendors can present any future developments in this area at the presentation itself. Camelot and its panel will be willing to sign an NDA, however, submission of any designs or drawings including technical specifications will and could be subject to FOIA requests. Vendors are encouraged to reference any sensitive properties accordingly based on this information. If the vendor is going to present the design that cannot be shared for legal reasons - this should be referenced in this section. Brief outlines of solutions will suffice if this is going to be an issue.

- Q21: 5A - “A completed version of the Company Information with brief responses” Please clarify what “brief responses” should include or should entail.
- A: 5A refers to the Company information requested in C1-C8. Brief responses means that answers should be short and succinct but demonstrate you met criteria. We are not looking for full company history.
- Q22: R-10 - “Multiple retail scenarios” - Does this mean retail application(s) / places at retail, where the JPC signs can be used?
- A: While in keeping with the RFP itself - Vendors can propose solutions that may help communicate jackpot messaging in retail stores. Retail stores in Illinois do not have the same footprint and we will potentially not have scratchcard dispensers at every counter. “Multiple retail scenarios” refers to the placement of jackpot communication in the many scenarios that exist - including grocery stores, gas-c/stores, liquor where space and height are a premium.
- Q23: R-41 - What is required in the “Vendor’s documentation”?
- A: Please provide, for example any certification that you as a Vendor may have that certifies you meet any industry standards
- Q24: Throughout the RFP, “Jackpot communication” seems to imply Jackpot sign/Display, as a form of communication to the players. R-60 looks like “Jackpot communication “ is referring to actually wired or wireless communications between server and the signs. Please clarify this.
- A: R-60 refers to any innovation in the display of jackpot communication. For example. If we were not going to use or a vendor was going to propose a different way of communicating jackpots i.e. a digital display instead of a LCD number displays this is where we would expect to see it. The communication of these items would still need to work seamlessly in the display of jackpot messaging.
- Q25: Is Camelot looking for 2 games, 3 games, and 4 games? Or 2 games with modules, so more games can be added on?
- A: The ability to add or grow displays based on the size of the dispenser units is preferable. This would need to be explained in detail of how this process of growing and shrinking displays would work.
- Q26: What is the meaning of “leads”? Does it mean connection?
- A: Leads refers to any wired or wireless connections that need to be made with the power / communications of the jackpot communicator displays.

- Q27: “The goal of this Request for Proposals (“RFP”) is to provide jackpot information/communication (“JPC”) solutions within our on-counter PPOS items specifically the scratchcard dispenser. Can you please clarify what this means? Does “jackpot information / communication” refer to actual Jackpot signs?
- A: “jackpot communication” refers to players being able to see and connect jackpots to brands. The RFP is open to all vendors submitting proposals that carry jackpot messaging to players at the Point of Purchase in a meaningful way.
- Q28: What are included in the “Family of items”? Can you please send pictures, drawings, and specs of these “family of items”? Can you please clarify what is meant by “Work within a family of items”? What does the “Instant ticket dispensers” look like? Can you please provide specifications, drawings, and/or pictures?
- A: As above - within RFP1 & 2. Links above.
- Q29: How is the messaging currently being done or provided for the Carmanah’s Triple Jackpot boards? What communication type/method is currently being used for the signs and monitors?
- A: Please see Q2 - for all intralot explanation of how jackpot communication currently works in-store.
- Q30: Please provide detailed technical specifications of both of the displays (Carmanah and Intralot), as well as detailed technical specifications used for both the Carmanah Triple Jackpot boards, and the Intralot multimedia monitors. Please provide pictures and drawings of the Carmanah Triple Jackpot sign and Intralot Multimedia monitors. Please provide the communication protocols for both the Carmanah sign and the Intralot Multimedia monitors.
- A: As above. Media displays receive their jackpot communication from the intralot gaming system to ensure accuracy. Both screens and jackpot communicators receive from their information from the same location.
- Q31: “ Please include within the unit pricing and costs associated with lead, communication and / or any other peripherals that are needed to bring jackpot communications online” - Please clarify what is meant by “online”?
- A: This refers to anything that is needed to make the jackpot communication solutions by vendors work and display jackpots - Power, Comms and any other necessary items.
- Q32: Please clarify what is meant by “Additional Services”. Is this in reference to counter display signs only, or to other types of signs for other locations / applications?

- A: This can be addons - enhancements or additional displays that vendors consider to be relevant to deliver the RFP proposal.
- Q33: Are the ticket dispenser specified in the RFP, one dispenser? Or a series of dispensers of different size and configuration? If different sizes and configurations, please specify the dimensions and configurations of them, and send drawings or pictures of them.
- A: There will be different specifications (heights and widths) of dispensers. The final dimensions have not been locked down as yet - however indicative measurements are indicated below in Q35.
- Q34: What are the size dimensions of the JPC sign specified in the RFP? Are the jackpot communicator signs horizontally configured with games sides by side or vertically configured, with one game on top of another game?
- A: There is no specific sizing specified within the RFP, the sizing sits between products currently on the market manufactured by the leading vendors. . The vendors in this RFP should provide sizing for their proposed product. It is visualised in the drawings as horizontal, but this should not be taken as an absolute intent for this RFP. We will consider vertical signs.