

STATE OF NEW HAMPSHIRE
LOTTERY COMMISSION

Sports Wagering Systems and Services
RFP LOT 2020-01

SCORING SUMMARY

Mobile Channel

1. Crown Gaming, Inc./DraftKings	810*
2. Kambi	775
3. ROAR	765
4. IGT/William Hill	685
5. Fan Duel	655
6. Churchill Downs/BetAmerica	605
7. Intralot	575
8. Foxwoods/NHMS	405
9. Addison Global	355
(tie) Newgioco	355
11. Betconstruct	270
Lupoli	NC
Boston Billiards	NC

Retail Channel

1. Crown Gaming, Inc./DraftKings	790*
2. ROAR	755
3. IGT/William Hill	705
4. Churchill Downs/BetAmerica	575
5. Intralot	555
6. Betconstruct	290

Lottery Channel

1. Intralot	680*
2. Crown Gaming, Inc./DraftKings	540
3. Kambi	465
4. Betconstruct	270

Bold denotes proposals whose price proposals were opened based on them being best qualified for award pursuant to RFP Section 6G and RSA 287-I:3

*** Denotes the proposals who were selected for award based on providing the highest percentage of revenue to the state pursuant to RSA 287-I:3. A summary of the price proposals is set forth on the following page:**

PRICE PROPOSAL SUMMARY

Channel and Condition	DraftKings	Intralot	Kambi*	Roar Digital
Mobile Channel				
Mobile Exclusive	51% GGR		12% NGR	20% GGR
Mobile 2-3 Agents	21% GGR		13.5% NGR	15% GGR
Mobile 4-5 Agents	16% GGR		17.5% NGR	10% GGR
Retail Channel				
Retail 1-3 Locations	40% GGR			9% GGR
Retail 4-6 Locations	40% GGR			10% GGR
Retail 7-10 Locations	40% GGR			11% GGR
Mobile & Retail	50% GGR			Same as above
Lottery Channel				
Lottery		19.25% GGR		

* Kambi price proposal was based on Lottery payment to Kambi from NGR and does not include cost of data feeds, PAM, CRM, and marketing. It was not conforming to the proposal request.

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