

STATE OF NEW HAMPSHIRE NEW HAMPSHIRE LOTTERY COMMISSION
iLOTTERY SYSTEMS, GAMES, AND SERVICES

RFP LOT 2023-02

ADDENDA 3

Exhibit B. Base System and Services Pricing is amended as follows:

DELETE:

Out of the total base system and services points of 180, the Lottery will assign 75%/135 points of Net Gaming Revenue pricing to e-Instants and 25%/45 points to draw games. Pricing must be based on a percentage of NGR. NGR is gross sales minus prizes and bonuses.

NGR = Gross Sales – (Prize payout + Bonuses)

The pricing submitted based on percentage of NGR for draw games and e-Instant shall be considered the base system pricing. The base system pricing includes all systems and services, including, but not limited to the system and services conversion and data migration, scope and specification development, gaming system (primary and backup), player portal and player account management, back office systems, claims and payments, research and development, ICS, draw operations services, hosting and management of third party game providers, providing strategic games direction, at least 11 OTS and 1 bespoke games each year, any and all draw games added over the term of the contract, marketing support, CRM and analysis, affiliate program management, retail inclusion, player app and rewards program integration, data warehouse, reporting, analysis and associated items, customer support center, responsible gambling support and services, conversion and contract duration staffing, and dedicated iLottery marketing director staffing.

The following formula will be used to assign points for costs:

Bidder's Price Score = (Lowest Proposed Price / Bidder's Proposed Price) x Number of Points for Score

For the purpose of use of this formula, the lowest proposed price is defined as the lowest price proposed by a Bidder who has scored above the minimum necessary for consideration on the Technical Score.

Section 6 – Base Pricing Table	
Net Gaming Revenue Pricing	
Item	% of NGR
NGR - Draw Games (25% of total NGR)	
NGR - e-Instants (75% of total NGR)	

ADD:

Out of the total base system and services points of 180, the Lottery will assign 75%/135 points of Net Gaming Revenue pricing to e-Instants and 25%/45 points to draw games. Pricing must be based on a percentage of NGR for e-Instants **and percentage of gross sales for draw games**. NGR is gross sales minus prizes and bonuses.

The pricing submitted based on percentage of NGR for e-Instants **and percentage of gross sales for draw games** shall be considered the base system pricing. The base system pricing includes all systems and services, including, but not limited to the system and services conversion and data migration, scope and specification development, gaming system (primary and backup), player portal and player account management, back office systems, claims and payments, research and development, ICS, draw operations services, hosting and management of third party game providers, providing strategic games direction, at least 11 OTS and 1 bespoke games each year, any and all draw games added over the term of the contract, marketing support, CRM and analysis, affiliate program management, retail inclusion, player app and rewards program integration, data warehouse, reporting, analysis and associated items, customer support center, responsible gambling support and services, conversion and contract duration staffing, and dedicated iLottery marketing director staffing.

The following formula will be used to assign points for costs:

$$\text{Bidder's Price Score} = (\text{Lowest Proposed Price} / \text{Bidder's Proposed Price}) \times \text{Number of Points for Score}$$

For the purpose of use of this formula, the lowest proposed price is defined as the lowest price proposed by a Bidder who has scored above the minimum necessary for consideration on the Technical Score.

Section 6 – Base Pricing Table	
Item	%
NGR - Draw Games (25% of total draw gross sales)	
NGR - e-Instants (75% of total NGR)	

Section 7, D. Initial Technical Scoring of Proposals is amended as follows:

DELETE:

Supplemental e-Instant Pricing

Bidders will be awarded a maximum of 20 points, or 10% of the total Price Proposal score for supplemental e-Instant games.

Beyond the minimum of 11 OTS and at least 1 bespoke game a fiscal year provided as part of the base price, Bidders must list the cost in U.S. dollars for additional e-Instant games. For definitions of each Game Category below, Bidder must see Appendix C e-Instant Definitions.

All costs below must be presented in a total cost for a single game in U.S. dollars. Points will then be awarded based on the formula of:

Bidder’s Price Score per Category = (Lowest Proposed Price per Category / Bidder’s Proposed Price per Category) x Number of Points for Pricing Category

Section 6- Supplemental e-Instant Pricing Table		
Fee Pricing		
Game Category	Cost (in U.S. Dollars)	Points
Off the Shelf		10
Customized		2
Makeover		2
Bespoke/Tailor Made		6

ADD:

Supplemental e-Instant Pricing

Bidders will be awarded a maximum of 20 points, or 10% of the total Price Proposal score for supplemental e-Instant games.

Beyond the minimum of 11 OTS and at least 1 bespoke game a fiscal year provided as part of the base price, Bidders must list the cost in U.S. dollars for additional e-Instant games. **Additional e-Instant games are games provided by the Bidder directly from their studio or from third party game providers that the Bidder is responsible for managing.** For definitions of each Game Category below, Bidder must see Appendix C e-Instant Definitions.

All costs below must be presented in a total cost for a single game in U.S. dollars. Points will then be awarded based on the formula of:

Bidder’s Price Score per Category = (Lowest Proposed Price per Category / Bidder’s Proposed Price per Category) x Number of Points for Pricing Category

Section 6- Supplemental e-Instant Pricing Table		
Fee Pricing		
Game Category	Cost (in U.S. Dollars)	Points
Off the Shelf		10
Customized		2
Makeover		2
Bespoke/Tailor Made		6