



GOVERNOR Margaret Wood Hassan CHAIRMAN Debra M. Douglas COMMISSIONER Paul J. Holloway COMMISSIONER Doug Scamman EXECUTIVE DIRECTOR Charles R. McIntyre

March 21, 2013

Her Excellency, Governor Margaret Wood Hassan and the Honorable Council State House Concord, New Hampshire 03301

No Cost

REQUESTED ACTION

The New Hampshire Lottery Commission (NHLC) requests authorization from the Governor and Council to amend its current lottery gaming system services contract, originally approved by Governor and Council on September 9, 2009, Item #133, with Intralot, Inc., of Duluth, Georgia (vendor # 138125) to provide an enhanced LOTOS gaming system, which system includes an advertising program known as a Player Advertising Displays (PADS). This amendment to the contract shall be effective upon Governor and Council approval through July 2, 2016. This is a no cost amendment.

EXPLANATION

In over 800 stores throughout New Hampshire, the public currently sees and interact with the PADS located in lottery retailer locations. The NHLC would like to offer inventory on the PADS to suitable and compatible commercial entities. The requested action to the gaming system contract will provide the NHLC with improved and expanded advertising options. The attached Memorandum of Understanding and the Amendment to the Professional Services Contract detail the specifics of these changes. The program will offer a much broader range of advertising lottery products at the retail check-outs for which the NHLC will receive 33% of gross advertising sales revenue for this PAD ADVERTISING PROGRAM. Intralot will, from its 67% revenue share, absorb costs associated with program implementation management fees, additional staffing, hardware upgrades, bandwidth costs, brokerage fees, and all media resource costs.

The original contract was approved by Governor and Council on September 9, 2009, Item #133, effective July 1, 2010 through July 2, 2016, with the NHLC retaining the sole option to extend the contract, at its discretion and with Governor and Council approval, for up to one period of four (4) years at the same base rate as year one, 1.435% of net lottery sales.

Her Excellency, Governor Margaret Wood Hassan And the Honorable Council

March 21, 2013 Page two

The New Hampshire Lottery Commission gaming system is connected to a secured communications network that controls and monitors the following functions: inventory control, sales, report generation, validation and accounting for all lottery transactions conducted by approximately 1,200 licensed lottery retailers. The lottery's gaming system is simultaneously the backbone and central nervous system of lottery operations.

The Commission respectfully requests Governor and Council approval of the attached Intralot, Inc. contract amendment.

Respectfully submitted,

Charles R. McIntyre Executive Director

CM:dc Attachments

AMENDMENT TO PROFESSIONAL SERVICES CONTRACT

Now come the New Hampshire Lottery Commission, hereinafter "the Commission," or "NHLC" and Intralot, Inc., hereinafter "the Contractor" or "Intralot", and, pursuant to an agreement between the parties that was approved by Governor and Council on September 9, 2009 hereby agree to modify same as follows:

- 1. Section 3.5.5 of the Lottery Gaming System Proposal, as more fully described in the attached "Memorandum of Understanding".
- 2. All other provisions of the contract shall remain in effect
- 3. This modification shall be effective on the date of approval by Governor and Council.

This modification of an existing agreement is hereby incorporated by reference to the existing agreement by the parties and must be attached to the said agreement.

THE STATE OF NEW HAMPSHIRE

New Hampshire Lottery

Commission

IN WITNESS WHEREOF, the parties, hereto have set their hands as of the day and year first above written.

	By
	Charles R. McIntyre, Executive Director
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	$\mathcal{O}_{\mathcal{A}}$
	Intralot Inc.
	By:
	Thomas F. Little, President & CEO
STATE OF Georgia County of Forsyth	
a a = 11	
County of rorseth	
On this the <u>28 day of February</u> 2013 befor personally appeared <u>Thomas f. L. Hie</u>	e me, Oma Tribble , the undersigned officer,
personally appeared Thomas f. L. H/e	who acknowledged himself/herself to be the
(LO) / President of a corporation, and t	that he/she, as such (homas f. Little , being
authorized so to do, executed the foregoing instrument for	the purposes therein contained, by signing the name of the
corporation by himself/herself as Thomas E. Little	
President + CEO =	Introlot, Inc.
In witness whereof I hereto s	et my hand and official seal.
TRIBA	2 .1//
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TO COMMENT OF THE PROPERTY OF	Notary Public/Justice of the Peace
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7. U.A. **** (17.4)	

Approved as to form, substance and execution by t	he Attorney General	his day of
	Division By:	Sens Find
	•	
Approved by the Governor and Council this	day of	, 2013

Certificate of Incumbency and Authority INTRALOT, Inc.

I, Jay M. Lapine, being the Secretary of INTRALOT Inc., a Georgia corporation, do hereby certify that as of the date of this Certificate the following persons are duly qualified and acting Officers of INTRALOT Inc, holding the offices set forth opposite their names below. Further, said Officers are empowered to act on behalf of and bind the Corporation and any of its Subsidiaries in matters connected with the execution of contracts in the conduct of INTRALOT Inc. business. It is further certified that such actions and authority are consistent with corporate By-Laws, in effect and un-amended.

<u>Name</u>	Office
Thomas F. Little Toula Argentis Jay M. Lapine Lynn A. Becker Christos Tzoumaras Byron Boothe John Pittman George Mermigas	President & CEO Vice President, CFO and Treasurer Vice President, CLO and Secretary Vice President of Development & Asst. Treas. and Asst. Sec. Vice President of Operations Vice President of Government Relations Vice President of Marketing Vice President of Technology

IN WITNESS WHEREOF, I have executed this Certificate on behalf of INTRALOT Inc, this February 27, 2013.

Jay M. Lapine, Secretary & Chief Legal Officer

Jaym offill

State of New Hampshire Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that Intralot, Inc. a(n) Georgia corporation, is authorized to transact business in New Hampshire and qualified on February 9, 2009. I further certify that all fees and annual reports required by the Secretary of State's office have been received.

In TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 22nd day of August, A.D. 2012

William M. Gardner Secretary of State



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 11/01/2012

*HIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER. AND THE CERTIFICATE HOLDER.

REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER. IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s). CONTACT NAME: PRODUCER MCGRIFF, SEIBEL'S & WILLIAMS OF GEORGIA, INC. PHONE (A/C, No, Ext): 404 497-7500 E-MAIL FAX (A/C, No): 5605 Glenridge Drive - Suite 300 Atlanta, GA 30342 ADDRESS INSURER(S) AFFORDING COVERAGE NAIC # INSURER A: Travelers Property Casualty Company of America 25674 INSURED Intralot, Inc. 11360 Technology Circle INSURER B : Federal Insurance Company 20281 INSURER C: Phoenix Insurance Company Duluth, GA 30097 INSURER D INSURER E : INSURER F COVERAGES **CERTIFICATE NUMBER:**X8RPTGZP REVISION NUMBER: THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. POLICY EFF POLICY EXP INSR LTR TYPE OF INSURANCE POLICY NUMBER LIMITS INSR WVD 6307256L77A GENERAL LIABILITY 11/01/2012 11/01/2013 1,000,000 EACH OCCURRENCE s DAMAGE TO RENTED PREMISES (Ea occurrence) 500,000 COMMERCIAL GENERAL LIABILITY 10,000 CLAIMS-MADE X OCCUR MED EXP (Any one person) 1,000,000 \$ PERSONAL & ADV INJURY 2,000,000 GENERAL AGGREGATE 2,000,000 GEN'L AGGREGATE LIMIT APPLIES PER: PRODUCTS - COMP/OP AGG \$ X POLICY \$ COMBINED SINGLE LIMIT BA7256L77A 11/01/2012 11/01/2013 AUTOMOBILE LIABILITY 1,000,000 (Ea accident) Х BODILY INJURY (Per person) \$ ANY AUTO ALL OWNED AUTOS SCHEDULED BODILY INJURY (Per accident) AUTOS NON-OWNED PROPERTY DAMAGE \$ HIRED AUTOS AUTOS \$ CUP7256L77A 11/01/2012 11/01/2013 UMBRELLA LIAB 9,000,000 OCCUR **EACH OCCURRENCE** 9.000,000 **EXCESS LIAB** Х CLAIMS-MADE AGGREGATE \$ DED RETENTION \$ WORKERS COMPENSATION TORY LIMITS AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? \$ E.L. EACH ACCIDENT (Mandatory in NH) E.L. DISEASE - EA EMPLOYEE If yes, describe under DESCRIPTION OF OPERATIONS below E.L. DISEASE - POLICY LIMIT CRIME (FIDELITY BOND) 8198-3334 10,000,000 11/01/2012 11/01/2013 Employee Theft Limit Retention DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required) RE: Location - 248 Sheep Davis Road, Concord, NH 03301-5751 Certificate holder "New Hampshire Lottery Commission" is included as Additional Insured on the General Liability policy referenced herein as required by written contract subject to policy terms, conditions and exclusions. CERTIFICATE HOLDER CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. New Hampshire Lottery Commission AUTHORIZED REPRESENTATIVE Attn: Executive Director 14 Integra Drive

Concord, NH 03301



EVIDENCE OF PROPERTY INSURANCE YEWW93WR

DATE (MM/DD/YYYY) 04/02/2013

THIS EVIDENCE OF PROPERTY INSURANCE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE ADDITIONAL INTEREST NAMED BELOW. THIS EVIDENCE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE

COVERAGE AFFORDED BY THE POLICIES BELOW. THIS EVIDENCE			A CONTRACT BETWEEN THE
AGENCY PHONE ENTER 404 497-7500	COMPANY	NIERESI.	
MCGRIFF, SEIBELS & WILLIAMS OF GEORGIA, INC. 5605 Glenridge Drive - Suite 300 Atlanta, GA 30342	Travelers Property Casua	alty Company of Ai	merica
FAX E-MAIL (A/C, No): ADDRESS:			
CODE: SUB CODE:			
AGENCY CUSTOMER ID #:			
INSURED Intralot, Inc. 11360 Technology Circle	LOAN NUMBER		POLICY NUMBER 6307256L77A
Duluth, GA 30097	EFFECTIVE DATE 11/01/2012	EXPIRATION DATE	CONTINUED UNTIL
	THIS REPLACES PRIOR EVIDEN		TERMINATED IF CHECKED
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PROPERTY INFORMATION			
LOCATION/DESCRIPTION 248 Sheep Davis Rd., Concord, NH 03301			
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		45045 505 TH	E DOLLOW DEDICE INDICATED
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EVIDENCE OF PROPERTY INSURANCE MAY BE ISSUED OR MAY PERTA	IN, THE INSURANCE AFFO	ORDED BY THE P	OLICIES DESCRIBED HEREIN IS
SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH	POLICIES. LIMITS SHOWN	MAY HAVE BEEN	REDUCED BY PAID CLAIMS.
COVERAGE INFORMATION			
COVERAGE / PERILS / FORMS Blanket Business Personal Property		\$500.	JNT OF INSURANCE DEDUCTIBLE 000 \$5,000
Blanket Business Income		\$500,	
Replacement Cost		Includ	ded
DEMARKO (Including Consist Conditions)			
REMARKS (Including Special Conditions) New Hampshire Lottery Commission is included as Loss Payee on the Proper	ty nolicy referenced herein a	s required by writte	en contract
Hew Hampshile Lottery Commission is included as 2000 if ayee on the Proper	ty policy referenced herein a	5 roquired by write	Sir sonidati
CANCELLATION			
SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.	LLED BEFORE THE EXP	PIRATION DATE	THEREOF, NOTICE WILL BE
ADDITIONAL INTEREST NAME AND ADDRESS	MORTGAGEE	ADDITIONAL INSURE	
	X LOSS PAYEE		
	LOAN#	,	

Concord, NH 03301 ACORD 27 (2009/12)

14 Integra Drive

New Hampshire Lottery Commission

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AUTHORIZED REPRESENTATIVE

MEMORANDUM OF UNDERSTANDING BETWEEN THE NEW HAMPSHIRE LOTTERY COMMISSION AND INTRALOT, INC.

The purpose of this MOU is to memorialize the understanding of the parties with regard to advertising revenue and certain program elements thereof, all pursuant to that certain Agreement entered into between the Parties (the "Contract"), and approved by the Governor and Council on September 9, 2009, including but not limited to Section 3.5.5 of the Lottery Gaming System Request For Proposal, dated November 4, 2008, as incorporated by the Contract therein.

This MOU neither amends or modifies of the existing Contract, however, it does interpret and implement the provisions contained therein and therefore all terms and conditions of the Contract shall remain in full force and effect.

UNDERSTANDINGS

- 1. INTRALOT and the NHLC agree that Intralot will provide an enhanced LOTOS gaming system to include:
 - HORIZON content delivery software package and enhancements as may be required.
 - Advertising content delivery to all installed PAD devices operated by the NHLC
 - If necessary, additional central system hardware including servers at the PDC and BDC
 - Necessary and required additional network bandwidth, if any.
 - Additional staff as determined by Intralot to be needed and will assume responsibility for any additional staffing or advertiser acquisition costs in support of the PAD advertising program.
- 2. INTRALOT and the NHLC agree to implement, through the use of mutually agreed upon; statements of work, implementation schedules, and financial terms including revenue share, the proposal as set forth in **Exhibit 1**, attached hereto and incorporated by this reference herein.
- 3. INTRALOT and the NHLC further agree that, subject to further mutually agreed upon review and modification, the advertising units shall generally be described as follows:
 - Available & Contracted Player Advertising Displays (known as PADS, throughout) are, except for those specific retail environments outlined by the New Hampshire Lottery Commission, defined as; all display units at NHLC retail locations connected to the Horizon System and able to accept Playlist content for the purposes of advertising include; standalone display monitors at retail check-out, MP upper display areas (future), TVM display areas (where available) and may include KENO or 2nd Game monitors should they become available in the marketplace.
 - Advertising will consist of no more than 20% of the overall PAD Playlist for Zone 1 and No more than 25% of Zone 2 sponsorships or as agreed to by NHLC.
 - Advertising units are available in intervals of 5 seconds.

- Advertising units can be purchased in blocks up to (3) 5 second intervals not to exceed 15 seconds in length.
- Advertising units will have a minimum of 15 seconds of Lottery content between Advertisements.
- Advertisers and advertising content must be reviewed by the Lottery and is subject to
 Lottery approval, in its sole discretion. An approval process will be developed consistent
 with the Lottery's objectives and will provide for Advertiser opportunity to present
 storyboard concepts to the Lottery before Advertiser is subject to their own production or
 creative costs.
- Advertising units are available on all available & contracted PADS. Initial launch minimum
 advertising period of 1 calendar month, ongoing flight schedules will vary based on sales
 and availability.
- All costs for advertising methods and media shall be borne by the advertiser and must meet
 the established release & development schedule set forth by Intralot and NHLC.
- 4. The NHLC will receive 33% of gross advertising sales revenue for this PAD ADVERTISING PROGRAM. INTRALOT will, from its 67% revenue share, absorb costs associated with; program implementation, management fees, additional staffing, hardware upgrades, bandwidth costs, brokerage fees, and all media resource costs.
- 5. Notwithstanding the forgoing, the NHLC will have the ability to offer limited time allotments for targeted Public Service Announcements for specific State Government Institutions.
- 6. This MOU, its exhibits and attachments hereto sets forth the entire understanding between Parties with respect to the matters set forth herein and supersedes all prior representations, understandings or agreements, whether written or oral, expressed or implied regarding those matters specifically set forth herein, but shall not be deemed to be waiver of the NHLC's right to enforce any and all provisions of the Contract.

IN WITNESS WHEREOF, the parties hereto have caused this MOU to be executed by their duly authorized officers as of the day and year first written above.

NEW HAMPSHIRE LOTTERY COMMISSION

Charlie McIntyre

Executive Director

INTRALOT Inc

Thomas F. Little President & CEO

Exhibit 1 EXPLANATION OF PAD ADVERTISING PROGRAM



- INTRALOT will provide Horizon Content Management System to NHLC
- INTRALOT will manage content playlists for NHLC for all 3 Zones
- INTRALOT will manage advertising process with appropriate media resources
- INTRALOT will implement and oversee content management & approval process for NHLC and Advertisers
- Media Kit will be developed and produced by Intralot (to include high quality retail environment photography).
- Media Kit and recommended fee schedule will be provided to Intralot's Media Broker, New Hampshire Lottery Commission and those media agents representing the New Hampshire Lottery Commission
- Creative technical standards and guidelines will be developed and produced by or on behalf of Intralot
- Advertiser contracts (& letter of intent) will be developed by or on behalf of Intralot.
- Advertisers can be contacted by Intralot's Media Broker, New Hampshire Lottery Commission and those media agents representing the New Hampshire Lottery Commission.
- Additional media brokers, signage brokers may be contacted to handle special retail chains, or other contracted business types.
- All advertising accounts will be managed by Intralot's Media Agent(s).
- Available Advertising Units will be maintained by Intralot's Media Agent.
- · Media Portal will be provided by or on behalf of Intralot to accommodate creative uploads
- Approval process to be established between Intralot, Advertiser and New Hampshire Lottery Commission
- Playlists will be managed by Intralot
- Pre-flight reporting will be provided to Intralot's Media Agent to provide to Advertisers
- Actual flight reports will be provided to Intralot's Media Agent to provide to Advertisers and their accounting dept.

- All financial billing and settlements will be handled by Intralot's Media Agent with the Lottery having a right to review and audit.
- Sales / Credits will be handled as agreed by NHLC and Intralot
- Commission schedules will be developed to accommodate sales & contract efforts whether advertisers
 are brought under contract by Intralot's Media Broker, New Hampshire Lottery Commission and those
 media agents representing the New Hampshire Lottery Commission, directly through retailers or by
 other contracted media brokers.



GOVERNOR John H. Lynch
CHAIRMAN Richard Campbell, Jr.
COMMISSIONER Paul J. Holloway
COMMISSIONER Debra M. Douglas
EXECUTIVE DIRECTOR Rick A. Wisler

DAG TREATURE

June 22, 2009

His Excellency, Governor John H. Lynch and the Honorable Council
State House
Concord, New Hampshire 03301

100% Lottery Funds

Tabled 4-2

REQUESTED ACTION

SEP 0 9 2009 Remove 4-2, Approve 1-5 ts authorization from the Governor 4N

The New Hampshire Lottery Commission (NHLC) ® requests authorization from the Governor and Council to enter into a contract with Intralot, Inc. of Duluth, Georgia (Vendor # 138125), for the period of July 1, 2010 through July 2, 2016, with the NHLC retaining the sole option to extend the contract, at its discretion and with Governor and Council approval, for up to one period of four (4) years at the same base rate as year one, 1.435% of net lottery sales. This contract request is for the purpose of providing the NHLC with a lottery gaming system connected to a secured communications network that will securely inventory, sell, inquire, validate and account for all lottery transactions conducted by approximately 1,200 licensed lottery retailers.

FY 11 funding in account 1029-106-0855 is subject to legislative approval in the budget.

EXPLANATION

The lottery's gaming system is the backbone of lottery operations. The public and retailers will see and interact with the sales terminals located in every licensed lottery retailer. These terminals are connected by a secured communications network to a central computer system running software designed specifically to meet the NHLC's needs and the most recent lottery industry standards. The central system records and fully accounts for every lottery ticket transaction. Lottery staff uses the gaming system to track sales and trends, obtain sales and inventory information for all retailers, maintain the subscription database for Powerball and Megabucks, and control instant ticket inventory and shipments thereof to retailers. Additionally, this contract will upgrade the lottery's instant ticket vending machines to a new model that increases the number of offered instant games to 25, as well as offering all on-line lottery games such as Powerball and Megabucks.

The current gaming system was activated on July 1, 2000. That system's contract expires June 30, 2010 and does not allow for any additional renewals. As with any major computer system transition, a significant lead time was scheduled to allow adequate time to develop an RFP, review and score proposals, award a contract, develop a gaming system to meet the NHLC's immediate and future needs, transfer data, and train approximately 1,200 retailers on the use of the new sales terminals.

In the fall of 2007 the NHLC established an on-line RFP committee ("Committee") consisting of lottery and OIT staff with vast experience in their fields. The four lottery members of the Committee have over 77 years of cumulative lottery experience. The Committee consisted of:

- Robert Preston, Games Manager of the NHLC and RFP Contracting Officer.
- Georges Roy, Administrator III of the NHLC
- Maura McCann, Program Information Officer of the NHLC
- Leigh Tilton, Accountant III, Human Resources and ICS Supervisor of the NHLC
- Jeffrey King, IT Manager of the Office of Information Technology (OIT).

Jeffrey King was a non-scoring participant but offered technical advice throughout the process. Additional technical assistance was provided by Gary Gassin and Michael Huffenberger of the Battelle Memorial Institute, a well recognized company that has vast experience assisting lotteries with the development and review of gaming system RFPs. Both Mr. Gassin and Mr. Huffenberger also were non-scoring participants.

Following a series of internal development meetings and individual vendor briefings, the New Hampshire Lottery Commission issued a Request for Proposal (RFP) for a lottery gaming system on November 4, 2008. Notices announcing the availability of the RFP were emailed to the three vendors who have contracts with North American lotteries, noticed in the lottery industry daily newsletter "Lottery Insider" and posted on the Division of Purchase and Property's web site. Following a number of written clarification questions submitted by vendors and NHLC responses, written proposals to the RFP were submitted to the NHLC by the deadline of February 20, 2009 by 4:00 p.m. A total of two proposals were submitted from the following vendors with the following price quotes:

- Intralot, Inc. of Duluth, Georgia at a base rate of 1.435% of net lottery sales.
- Scientific Games, Inc. of Atlanta, Georgia at a base rate of 1.830% of net lottery sales.

The Committee reviewed the two submitted written proposals. The committee determined that both proposals met the RFP requirements. The committee then evaluated the proposals based on two criteria.

- The first was for technical and consisted of areas including central system configuration, sales terminals, communications network, software controls and data management, lottery games and marketing, vendor facilities, staffing, support services and operations security plan, implementation and vendor corporate capability. A maximum total of 1,000 points could be awarded.
- The second criterion was cost valued at a maximum of 1,000 points for base price plus the cost of specified options. The lowest bid received 1,000 points and the other proposal was awarded points relative to the lowest cost.

The two proposals received the following scores:

- Intralot received a total of 1,882.5 points consisting of 882.5 points for technical and 1,000 points for price.
- SGI received a total of 1,681.06 points consisting of 943.5 points for technical and 737.56 points for price.

The Committee unanimously agreed that Intralot, Inc. should be awarded the contract based on the strength of their proposal and best overall score. The Committee presented a report of its findings and recommendation to the lottery's Executive Director and the Lottery Commission. Following a review of the report and a series of questions the Commission is satisfied with the Committee's process and agrees with the Committee's recommendation. A copy of the Committee's report is attached to this letter. One copy of the related documents is available at the Department of Administrative Services and will be provided if requested.

It should be noted that the Committee estimates Intralot's evaluated cost proposal including specified options is approximately \$11 million less over six years than SGI's evaluated cost proposal. It is further estimated that the Intralot contract will result in a significant cost savings to the state of New Hampshire of approximately \$1 million annually when compared to the NHLC's current contract.

The Commission respectfully requests Governor and Executive Council approval of a six year contract with Intralot, Inc. The contract allows for one (1) four year option to renew. The contract ending date is July 2, 2016 instead of June 30, 2016 since this is the ending of our sales week and is more convenient and easier for approximately 1200 retailers to settle their balances due with the lottery.

Respectfully submitted,

Rick Wisler

Executive Director

RW:dc Attachment

Print Form	
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		FORM NUMBER P-37 (version 1/09)
Subject:	·	,
Subject.		

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS		
1. IDENTIFICATION.		
1.1 State Agency Name	1.2 State Agency Address	
New Hampshire Lottery Commission	14 Integra Drive, Concord, New Hampshire, 03301	
1.3 Contractor Name	1.4 Contractor Address	
Intralot, Inc.	11360 Technology Circle, Duluth, GA 30097	
1.5 Contractor Phone 1.6 Account Number Number	1.7 Completion Date 1.8 Price Limitation	
770-295-2463 1029-106-0855	July 2, 2016 1.435% of net sales	
1.9 Contracting Officer for State Agency	1.10 State Agency Telephone Number	
Rick Wisler, Executive Director	603-271-3391	
1.11 Contractor Signature	1.12 Name and Title of Contractor Signatory	
THOM S	THOMAS F. LITTLE, PRES. & CEO	
1.13 Acknowledgement: State of Georgia, County of	Lietton	
On June 12, 2007, before the undersigned officer, personal proven to be the person whose name is signed in the person who	ly appeared the person identified in block 1.12, or satisfactorily knowledged that she executed this document in the capacity	
1.13.1 Signature of Notary Public or Living of masking 5. [Seal]	Shusom)	
1.13.2 Name and Title of Notary or testil of the same	Jenny T. Newsom, Notary	
	Exp. Dec. 12,2010	
1.14 State Agency Signature	1.15 Name and Title of State Agency Signatory	
1.14 State Agency Signature Rech Wuler 1.16 Approval by the N.H. Department of Administration Division	Rick Wisler, Executive Director	
1.16 Approval by the N.H. Department of Administration, Division	on of Personnel (if applicable)	
Ву:	Director, On:	
1.17 Approval by the Attorney General (Form, Substance and Exe	ecution)	
By: Koseman Rat	On: 6-22-09	
1.18 Approval by the Governor and Executive Council By: SEP 0 9 2009		