

**Q&A Request for Proposals for the Design and
Manufacture of Permanent Point of Sale
Items (PPOS #2) RFP**

Please note the additions of answers to questions 16, 35 & 44.

The RFP milestones are as follows:

Last date to submit questions - August 29, 2018

Answers to Vendor questions posted - September 4, 2018

Any capitalized terms not defined herein shall have the meaning prescribed to them in the

Answers to Vendors' Questions

1. Q: Will alternative methods of manufacturing and assembly be considered? We can manufacture the playstations more durably, at a lower cost and with fewer components while retaining a similar appearance.

A: Yes, the manufacturing and assembly considerations within the proposal are suggestions. We are open to new solutions.

2. Q: May we submit alternate playstation product designs? We have a number of existing playstation models that provide for additional features and which can be customized to your corporate colors and graphics.

A: Suggestions around design need to be both in-keeping with the family of products and their color schemes.

3. Q: Must a subcontractor be registered in IPG before we are able to bid using them as a subcontractor?

A: The selected Supplier must be registered and can register electronically on the Illinois Procurement Gateway (IPG) @ <https://ipg.vendorreg.com/>). As a Camelot's subcontractor, the Supplier will have to be registered before a contract will be approved.

4. Q: Must a respondent bid on all items/products in the RFP, or can a respondent choose to bid on one or more specific items only?

A: Yes, the respondent must bid on the manufacture of all items within this proposal as well as suggestive solutions for items not detailed by drawings within the proposal. i.e. External signage

5. Q: Appendix A, Termination Rights, Section 7.1: Describes immediate termination on notice for “any reasonable reason”, as well as upon termination of the PMA between the State and Camelot. Can you elaborate on what reasonable reasons are?

A: "Reasonable reasons" for termination would include anything that a reasonable person would find to be a reasonable cause for termination (e.g., a Vendor being debarred from doing business with the State of Illinois).

6. Q: Appendix A, Section 8: Addresses the State Intellectual Property and Camelot Intellectual Property. Will the main agreement cover protection of the respondent's Intellectual Property?

A: The body of Camelot Illinois' standard agreement does not contain any language regarding intellectual property. However, Camelot Illinois is open to reviewing such language during the contract negotiation stage, so long as it does not conflict with the Private Management Agreement Incorporated Terms (Appendix A).

7. Q: Appendix A, Indemnification, Section 19: Contractor has to indemnify Camelot for all “financial penalties” levied by State arising directly or indirectly from our acts or omissions. Should we assume this is negotiable to be limited to breach or negligence?

A: Section 19 of the Private Management Agreement Incorporated Terms (Appendix A) is currently limited to financial penalties that "arise directly or indirectly from any acts or omissions" of the Vendor. Regarding negotiations on this provision, please see R-3 of Section 7 of the RFP.

8. Q: IGES Files PPOS items. Can you please provide reference files for all of the Design Specifications detailed in your RFQ document as it is noted that these are available?

A: IGES files can be found by clicking on the below link
<https://www.dropbox.com/sh/yvjeasws6ahnjtb/AAAQebBL0r1kjHIH4Z07xnSDa?dl=0>

9. Q: IGES Files other items. Can you please provide reference files for items not included in the RFQ that form part of the final assemblies so that we can ensure fit and function:

- Instant Ticket Dispensers (all sizes)
- Jackpot Indicator Sign
- Terminal Screen

- Photon Unit and Printer
- Genion Screen
- Jackpot Communicator (JPC)

A: These will be provided to the successful vendor

10. Q: Will the items not included in this RFQ as detailed above be supplied to us for assembly at our China factory or will these be assembled in-store?

A: Depending on timelines of other RFP's production it may be possible that the Instant Ticket Dispensers (all sizes) & JPC's could be required to be installed at the factory. The vendor should primarily quote against them being installed at store level, but highlight savings if installed within the factory

11. Q: Will our PPOS items be packed assembled for direct delivery to store or can they be kitted in flat-pack format for in-store assembly?

A: It is preferable that all items are quoted to be shipped flat pack to one Illinois

12. Q: Any electrical components will be provided with 6' power cable as standard. If longer cables are required, please specify preferred length.

A: Length of power cable will vary per application. Quantity and length will be proposed for each retail outlet at a later date.

13. Q: Can you please provide details of your standard trading terms as we were unable to locate them on the website link provided?

A: Camelot pays within 30 days from receipt of invoice.

14. Q: In order to comply with your request for consistent numbering on our submission, do you have a template available or are you happy for us to create our own submission template ensuring that we follow the numbering as detailed in RFP?

A: Numbering for the dispensers is not defined - Color size and shape can be defined. Preference is Lottery medium blue with white lettering in a small circle.

15. Q: Is the Illinois warehouse delivery point referenced in RFP an existing facility and can they accommodate bespoke or over-sized pallets? This may provide improved efficiency through the logistics chain?

A: Options are currently being evaluated on whether or not to use existing facilities. The vendor should respond and use standard US pallets for costing. The additional saving should be highlighted in the innovation area.

16. Q: Maximum Sales Driver and Power Tower. Pages 83 and 86 appear to be duplicates but we appear to be missing a drawing for part that should be named “MSD PP Top Cap – 5 wide”. The part and its represented Sub-Assembly are both used in creating all 5 wide MSD’s and the Lucky Store Board. Can we have the missing page?

A: The error has been found and has been corrected. There is only 1 part drawing missing and this has been updated (refer to page 68 of Appendix C). Please note however there is very little difference between the 4 wide cap and 5 wide cap so if vendors have already submitted costs there will be no need to update. Please refer to the updated RFP (only page 68) which has been reposted.

17. Q: Globe Graphic. Does the Light Sheet Disc need to be powered or is it a reflective surface?

A: The light sheet disc is powered

18. Q: Playslip holder and Ticket Checker. The playslip holder is not detailed in spec drawings but we assume it should be part of our assembly. Can you please confirm and issue any available specifications?

A: The selected vendor is required to draw and specify materials for this section. As it is sensitive to varying size play slips, Camelot Illinois will work together with the chosen vendor to create this part. For now vendors should assume it is made of PolyCarbonate

19. Q: Lucky Board Sign. There are no Illinois Lottery magnets included in the spec. We assume these are not in scope. Can you please confirm?

A: These are within scope and we would expect volumes to be 10 per Luck Board Sign. With an additional 10,000 spares

20. Q: Store Sign and JPC. Will stores be receiving new Jackpot Communicators or might the header sign be retro fitted onto an existing in-store JPC?

A: Either could be the case, however it is more likely that they will be installed in-store regardless of whether new sign or not.

21. Q: Window Sign. Spec shows single-sided illuminated sign. Would there be a requirement for double-sided version?

A: There is no current requirement, however the vendor should put this in as an innovation and it will be reviewed as such.

22. Q: Pen Solution, External A-Frame, RGB Sign Surround, Digital Menu Board. We appreciate that there are currently no specs available for these 4 items. To help us source relevant standard product options, can you provide photos or visual references of existing or similar parts? Particularly the RGB Sign Surround.

A: There are no current specifications for these items. We would look to work with the successful vendor to create them.

23. Q: Are there any more detailed drawings of the items specified in the RFP, other than the ones provided already? If so, can you please send them to us?

A: All drawings have been provided.

24. Q: Are the items specified in the RFP to be injection molded?

A: It is the intention that the majority of items are injection molded. If a vendor has an alternative manufacturing process that delivers against the RFP requirements then this should be highlighted by the vendor in their response.

25. Q: What is the difference between unit pricing and assembly parts pricing?

A: The price of a single part versus the price of the whole constructed unit

26. Q: In Section 3 – Tooling & Finishes schedule – What is meant by 1+1 tooling?

A: This is an injection molding term for a two impression tool that is making similar and balanced, but not identical parts. . e.g. a left and right version of the same part

27. Q: Are the cassettes shown in the RFP required / included as part of this RFP?

A: No

28. Q: Page 119 – Is the Terminal screen required / included as part of this RFP? If so, please kindly provide detailed specs and detailed drawings of it.

A: No

29. Q: Page 120 – Is the Photon Unit and Printer required / included as part of this RFP? If so, please kindly provide detailed specs and detailed drawings of it.

A: No

30. Q: Page 132 – Is the Ticket Checker required / included as part of this RFP? If so, please kindly provide detailed specs and detailed drawings of it.

A: No

31. Q: Page 153 – Is the 3 game digital jackpot sign required / included as part of this RFP? If so, please kindly provide detailed specs and detailed drawings of it.

A: No

32. Q: PPOS RE-DESIGN RFP PACK | SECTION 1 – INTRODUCTION – Section 1.2 – Can you please provide detailed specifications, dimensions, pictures, and detailed drawings of the RGB Outdoor display and Digital Menu Board specified?

A: We are looking for vendors to explore this and propose this back to Camelot Illinois as part of this RFP process

33. Q: PPOS RE-DESIGN RFP PACK | SECTION 1 – INTRODUCTION – Section 1.2 – Digital Menu Board - How many instant ticket images are there to display?

A: The screen should be a dynamic menu board that shows a wide selection of best selling games, the possibility to display all games (ranges on illinois lottery website) as well as focus / marketing advertisements for new games / families of games and draw game jackpots.

34. Q: Although we are only being asked to provide prices for the permutations of cassettes in the RFP what other permutations might be required when the project goes live?

A: The modularity of the system provides for most if not all permutations that are required to fit the Illinois retail environment, both now and in the future.

35. Q: Which units are to be quoted if the above document is not available. Eg RFP 2.1 – PPOS visuals state that the RFP covers only the MSD, Power tower cassettes & base modules. What are the base modules as the key has no reference to this item?

A: This is incorrect and will be changed. It should say it includes everything except Cassettes and Base Modules. The base modules are not part of the main RFP, only appendix C.

36. Q: Are the ticket dispensing cassettes part of the RFP?

A: No

37. Q: Are the components to be supplied bulk by type or kitted for installation teams to build? If kitted would the ticket modules need to be included in the unit pack?

A: All vendors should assume they are delivered bulk. If there is cost saving innovation by kitting, this should be highlighted as an opportunity

38. Q: Are model files available of all the components that are part of the RFP?

A: All RFP designs are made in Dassault SolidWorks and all of these files will be available to the successful vendor

39. Q: Do the ticket cassettes lock together to provide a stable centre structure?

A: Yes - They will also be held at the base and with the frame

40. Q: Will the unit's height be changed in the field and reuse existing parts? If so would the warranty be inclusive of this work, as the snap fit locations could be prone to failure?

A: Camelot Illinois will work with the vendor to ensure that the snap fit locations are designed to minimise and failure rate. It is unlikely there will be significant change of dispensers in the field during the warranty period.

41. Q: The globe graphic GA refers to a clear resin half sphere – is this actually a solid resin part or a clear moulded sphere with wall section?

A: It is anticipated to be a solid resin part

42. Q: Will Camelot be supplying the Jackpot indicator sign?

A: Yes

43. Q: Appendix C, page 134: no drawing for the part 9 “Playslip holder PDD 7610 issue 1”, should we provide this part too?

A: The successful vendor should provide

44. In Appendix C of your RFP document section 1.2 Items not included in Design Pack, there is a note that dimensions of the new RGB outdoor display will be provided.

A: The dimensions for the RGB outdoor display are: 500mm width x 500mm height x 90mm depth