

REQUEST FOR INFORMATION
MISSOURI LOTTERY COMMISSION

ISSUE DATE: DECEMBER 6, 2022

Description

- The Missouri Lottery Commission (“Lottery”) is seeking information from vendors to assist in the development of a Request for Proposal (“RFP”) for a computer gaming system and related services.
- THIS IS A REQUEST FOR INFORMATION (“RFI”) ONLY. This RFI is issued solely for information and planning purposes – it does not constitute a Request for Proposal (RFP) or a promise to issue an RFP in the future. This request for information does not commit the Lottery to contract for any supply or service whatsoever. Responders are advised that the Lottery will not pay for any information or administrative costs incurred in response to this RFI; all costs associated with responding to this RFI will be solely at the interested party’s expense. Not responding to this RFI does not preclude participation in any future RFP, if any is issued.
- The purpose of this RFI is to enhance the Lottery’s understanding of market conditions and new technical developments within the lottery industry, which will drive sales and increase profits to education.

Background Information

- The Lottery is a Type III division of the State of Missouri, created to generate revenues for public education through the operation of a lottery pursuant to Article III, Section 39(b) of the Missouri Constitution and governed by Sections 313.200 through 313.351 of the Missouri Revised Statutes.
- The Missouri Lottery Commission is a constitutional body of the State of Missouri. It consists of a five-member commission that is appointed by the Governor with the advice and consent of the Missouri Senate.
- The Lottery began selling tickets on January 20, 1986. Fiscal year 2022 sales were \$1.8 billion and the amount of profit transferred to education exceeded \$400 million, the highest in Lottery history. Over the past 37 years, the Lottery has sold \$29.1 billion in product and transferred \$7.4 billion in proceeds to the state and public education.
- The Lottery’s retailer network consists of 4,700 retailers and currently offers a variety of Scratchers games and Draw Games, including Powerball, Mega Millions, Lotto, Show Me Cash, Pick 3, Pick 4, Cash4Life, Cash Pop and Club Keno. Details about the Lottery’s offerings can be found at molottery.com.
- In June 2025, the Lottery’s computer gaming systems and related services contract will expire. The current contract may be viewed on the Missouri Office of Administration – Awarded Bid & Contract Document Search website, subject to the notice below, at: [Office of Administration, Division of Purchasing - Awarded Bid & Contract Document Search \(mo.gov\)](https://oam.mo.gov/contract-search) Select Public Bid & Contract Search (PRE 2015) in the Search Type field. Enter C214055001 in the OA IPM Contract field.

NOTICE

The passage of House Bill 2400 during the 101st General Assembly, 2nd Regular Session (2022), creates **"The Personal Privacy Protection Act,"section 105.1500, RSMo**. The effective date of the Act is August 28, 2022. The Act makes all "personal information" of a 501(c) in the possession of a public agency a closed record under chapter 610 RSMo. In order to avoid violation of the new law, effective August 28, 2022, bid and contract records available in the Division of Purchasing's **Awarded Bid and Contract Document Search** and posted on the **MissouriBUYS Contract Board** will be removed from public access.

- **Awarded Bid and Contract Document Search:** Any new procurements awarded or cancelled on or after August 28, 2022 will first be reviewed and redacted as needed for compliance with section 105.1500 RSMo and then will be made publicly available on the Awarded Bid and Contract Document Search site. As older records are reviewed in response to open records requests received, those records will also be made available on the Awarded Bid and Contract Document Search after the necessary review and/or redaction work has been completed.
- **MissouriBUYS Contract Board:** Effective August 28, 2022, public access to the contract documents as well as the specific contact information for contractors will be removed from the MissouriBUYS Contract Board unless the law changes. All other features of the site will remain the same.
- **Open Records Requests:** If needed bid or contract documents are not found on the Awarded Bid and Contract Document Search website or if the website is unavailable, please direct any open records request for specific contracts or awarded or cancelled bids to purchmail@oa.mo.gov . Such requests should include "OPEN RECORDS REQUEST" in the subject line and include the following information:
 1. Bid/contract number,
 2. Specific documents being requested, and
 3. Requestor's company name and contact information (email and phone).

The requestor will be notified when the necessary review and applicable redactions for compliance with section 105.1500 RSMo have been completed and the documents have been uploaded to the Awarded Bid and Contract Document Search website. **Please Note:** Due to the anticipated volume of requests resulting from these measures taken to ensure compliance with section 105.1500 RSMo, requestor may experience an extensive wait time for document availability.

Presentations

- Interested vendors are asked to present their equipment and services and discuss their proposed solution with the Lottery Executive Director and members of the Lottery RFP Development Committee. Presentations should be limited to a maximum of two hours.
- Presentations will be held January 11 and 12, 2023. All vendors that are interested in making a presentation should submit their company name and contact information to the Lottery contact below by close of business December 19, 2022.
- Respondents should be creative when providing information related to this RFI and are invited to submit any material they believe may be of interest or use to the Lottery, including but not limited to:
 - New and emerging technologies.
 - Industry best practices.
 - New, state-of-the-art retailer equipment:
 1. On-counter POS
 2. Self-service vending machines
 3. Integrated monitors capable of displaying drawing results (shows) and static and dynamic advertising content between shows
 4. Permanent jackpot and other point of purchase signage
 5. Self-service redemption kiosks
 - An agile, modular and adaptable solution that easily implements new games, promotions, bonuses and features and easily integrates with existing Lottery-owned and third-party applications (such as mobile app, website, etc.), programs and digital marketing efforts.
 - Strategies that maximize Lottery return on investment, a positive user-experience, and the highest level of integrity and security.
 - Opportunities for omni-channel solutions:

1. New game types including digital solutions
 2. Mobile sales
 3. Mobile cashing
 4. Open, standardized APIs (application programming interfaces) and other integrations that enhance partnerships with 3rd parties
- A detailed listing and justification for any important or recommended contract terms, such as contract term/duration; compensation structure/formulas; and/or specific financial, technical or contractual requirements.
 - New innovations in:
 1. Operating models
 2. Player integration
 3. Reporting
 4. Game marketing and promotions
 5. Other

Contact and Other Information

- Interest and questions relating to this RFI must be directed to:

Judy Martin
Chief Financial Officer
Missouri Lottery
Email: Judy.Martin@molottery.com

- Open Records and Public Meetings Acts - all data, materials and documentation originated and prepared for and delivered pursuant to this RFI shall become the property of the Lottery and may be used as the Lottery deems appropriate. Said materials shall belong exclusively to the Lottery and may become available to the public in accordance with the Missouri Sunshine Law. However, the Lottery will make reasonable attempts to maintain, in accordance with all applicable laws, the confidentiality of any trade secrets or proprietary information identified by responders if such responders properly identify the particular data or other materials which are trade secrets or proprietary information in writing by page, paragraph and sentence prior to or upon submission to the Lottery of the data or other materials to be protected. All markings of identification must be conspicuous; use color, bold, underlining or some other method in order to conspicuously distinguish the mark from the other text. Do not mark the entire page if only portions of a page are protected. Responders should also state the reasons such confidentiality is necessary. However, under no circumstance will the Lottery be liable to any responder or to any other person or entity for any disclosure of any such trade secret or confidential information.
- Equal Opportunity - the Lottery prohibits discrimination on the basis of race, color, religion, national origin, sex, disability, veteran status or age in connection with employment of any person, or the award of any contract. The Lottery will provide equal opportunities without regard to race, color, religion, national origin, sex, disability, veteran status or age by requiring that any firm doing business with the Lottery provide equal opportunity to persons and businesses employed by, or contracting with the supplier of products and services to the Lottery.

- Participation by Other Organizations - in order for the Lottery to meet the provisions of Missouri law, the Lottery encourages participation of certified Minority Business Enterprises, Women Business Enterprises, Service-Disabled Veteran Business Enterprises and Organizations for the Blind/Sheltered Workshops in providing the products/services requested in this RFI.