PROPOSAL RESPONSE Lot 2

Volume 1 – Applicant Information Information Volume

Solicitation # C202017 Due Date: March 19, 2021 3:00 PM EST

Submitted by: Aristocrat Technologies, Inc. 10220 Aristocrat Way Las Vegas, NV 89135

TITLE PAGE Lot 2

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Portions of this proposal, which are identified and marked "Aristocrat Technologies, Inc. Proprietary and Confidential", contain Aristocrat Technologies Incorporated ("ATI") and Aristocrat Gaming ("Aristocrat") confidential information, ideas, concepts, processes, and trade secrets. The confidential and proprietary contents of this proposal are intended solely for use by the New York State Gaming Commission in evaluating this proposal as part of its procurement process and may not be disclosed except as necessary for that purpose. Release of Aristocrat confidential and proprietary information would cause Aristocrat serious and irreparable competitive harm. Aristocrat invests significant resources to maintain its confidential and proprietary information, which is unavailable to third parties except under nondisclosure agreements or protections that cover this information under applicable law. If any third party makes a request for disclosure of this proposal or any portion thereof, please notify Aristocrat immediately so that Aristocrat can act to protect its confidential and proprietary contents unauthorized disclosure.

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LOT 2 • VOLUME 1

INFORMATION VOLUME

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- F. WORK PLAN
- G. DIVERSITY PRACTICES

1 INFORMATION VOLUME

a. Bidder Background Information

Bidder Background Information. The Bidder must provide the following information:

(1) Name and address of business entity making the Proposal.

Response:

Aristocrat Technologies, Inc. 10220 Aristocrat Way Las Vegas, NV 89135 Tel: 702-270-1000

Fax: 702-270-1236 www.aristocrat.com

(2) Type of business entity (e.g., corporation, partnership, etc.).

Response: Corporation

(3) Place of incorporation, if applicable.

Response: Nevada

(4) Name and location of major offices, plants, and other facilities that relate to the Bidder's performance under the terms of this RFP.

Response:

- Aristocrat Technologies, Inc.
 10220 Aristocrat Way, Las Vegas, NV 89135
 1-800-482-3723
- Aristocrat Technologies, Inc.
 3300 Birtcher Dr, Las Vegas, NV 89118
 702-263-1497
- Aristocrat Technologies, Inc.
 Video Gaming Technologies Class II Division
 12000E Skelly Dr, Tulsa, OK 74128
 918-877-7000
- American Gaming and Electronics
 223 Pratt St., Hammonton, NJ 08037
 609-704-3000

(5) Name, address, and function of any and all subcontractors, associated companies, or consultants to be involved in any phase of this project.

Response:

AMERICAN GAMING AND ELECTRONICS

Corporate Headquarters: 223 Pratt St., Hammonton, NJ 08037 / 609-704-3000 Office: 3250 W. Ali Baba Lane Suite B, Las Vegas, NV 89118 / 609-704-3000

Mr. Tony Tomasello - President and Chief Executive Officer

Function/Capacity/Service:

- VLT Installations, Set Up, and Testing
- VLT Floor Moves and Removals
- VLT Service Calls and Service Level Agreement
- VLT Preventative Maintenance
- VLT Storage and Distribution
- VLT Diagnosis and Repair

IMAGE POWER INC

95 West Street, Annapolis, Maryland 21401 / 410-269-8888

Mr. Carroll H. Hynson Jr - President and Chief Executive Officer

 Function/Capacity/Service: Primary Business Operations for supporting VLT Market for Aristocrat Service

INTEGRATED STAFFING

463 Maple Avenue, Saratoga Springs, NY 12866 / 518-583-7823

Dhianna Yezzi - Owner and President

 Function/Capacity/Service: Recruiting and Staffing Organization for VLT Support Service for Aristocrat and Image Power

ABOVE AND BEYOND TALENT ACQUISITION INC

48 Wall Street, 5th Floor, New York, NY 10005 / 646-779-5260

Mr. Keith Harper CEO

 Function/Capacity/Service: Recruiting and Staffing Organization for VLT Support Service for Aristocrat and Image Power

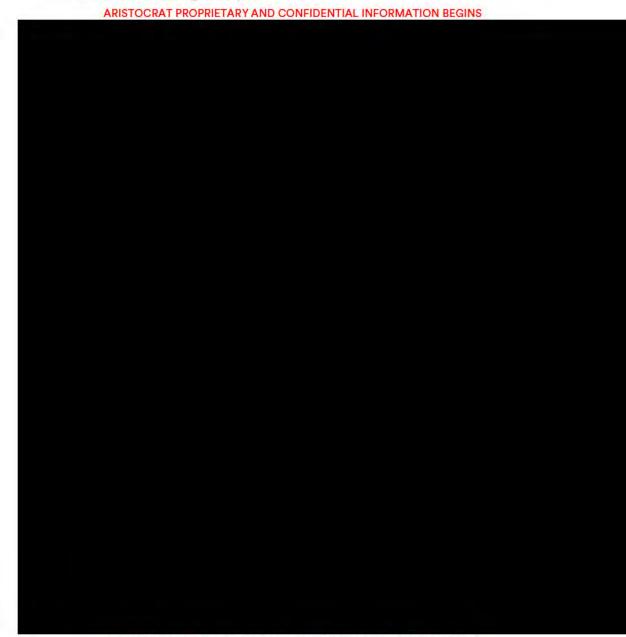
DACK CONSULTING SOLUTIONS, INC

Two William St # 202, White Plains, NY 10601

Function/Capacity/Service: Minority worker engagement and fulfillment

Refer to Attachment A01 Subcontractor Teaming Letters at this end of this subsection.

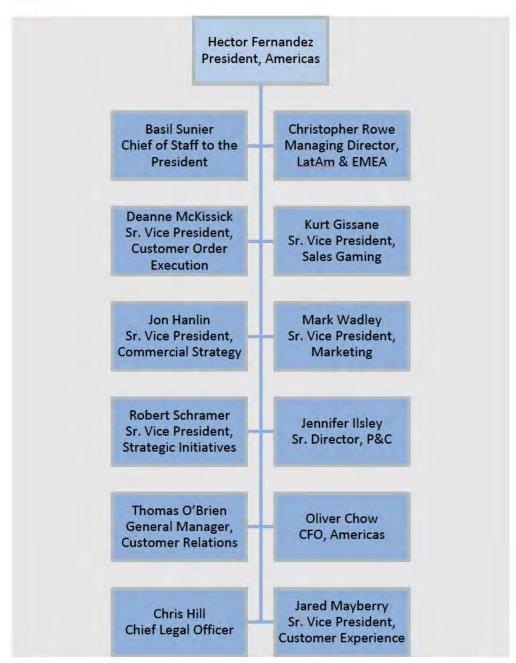
(6) Name, address, telephone number, and email address of Bidder's representative to contact regarding all contractual matters concerning this Proposal.



ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS

(10) Bidder's organizational chart by staff title.

Response:



(11) A summary of the Bidder's mission, culture, and guiding philosophy.

Response:

Aristocrat Mission

At Aristocrat, our mission is to bring joy to life through the power of play. Our values are rooted in creativity and technology, and we have a rich history of innovation that has helped shape our industry over many decades. From our global firsts to our exploration of new and emerging markets, there is one thing that remains consistent,

We. Love. To. Play

Aristocrat Profile

Aristocrat is a leading gaming provider and games publisher, with more than 6,000 employees located in offices worldwide. Aristocrat offers a diverse range of products and services, including electronic gaming machines, casino management systems, and digital social games. Aristocrat's land-based products are approved for use in more than 300 licensed jurisdictions and are available in over 80 countries.

Our Values and Culture

We have a strong focus on culture across our business because we know that a healthy culture inspires and motivates our people and helps us attract and retain the world's best talent. Below you will find our values framework.

It is All About the Player

We stay connected to our customers and players to get feedback and ensure we can offer more service and value – and more entertaining game experiences – every day.

Talent Unleashed

We provide employees with the tools they need to do their best work and empower them to make decisions and take calculated risks, with the safety of knowing that we will always have their back. Out inclusive culture allows everyone to step up, challenge the status quo and contribute to our shared success.

Collective Brilliance

There is no "I" in "team," but we recognize that a collective of immensely talented individuals can have a tremendous impact. When we are focused on the same goal, limitations are bound only by our imagination, and we know that when we work as one, we can achieve extraordinary things and push each other to do better. It is also essential to acknowledge that the world has changed and, with it, antiquated employment models. If parents need to work from home or require flexibility in their hours, we empower and support our team to work the way they need to be successful

Good Business, Good Citizen

We are a big company with responsibilities. We are committed to transparent practices, listening more, and continually improving how we work to maintain being an industry leader.

It should come as no surprise that we take our responsibility to do the right thing for our customers, players, shareholders, and each other very seriously. Being a responsible business and a good citizen is critical to our vision of a long-term, sustainable, and vibrant games industry. It is what we are proud of.

(12) A summary of the Bidder's hiring practices, including suitability standards.

Response: Aristocrat Technologies, Inc. (ATI) operates in a highly regulated environment; therefore, ATI requires all employees to pass background checks as part of the employment process successfully. These checks are completed on employment commencement and include a Criminal, Financial, Social Security Profile, DMV, Education History, and Employment History.

Applicants must sign appropriate authorization and waivers before a background check is conducted. Employees in key positions and technicians must file for suitability and satisfy background checks across multiple jurisdictions on an on-going basis. Also, periodic background investigations are conducted on employees in key positions, technicians, and other staff as deemed necessary.

Additionally, Aristocrat subcontractors also conduct background checks and/ensure employees are suitable to obtain and maintain licenses.

Aristocrat has a strong commitment to diversity and inclusion and recognizes the value of attracting, retaining, and motivating employees with diverse backgrounds, knowledge, experiences, and abilities. Diversity contributes to our business success and benefits individuals, customers, teams, shareholders, and stakeholders. Hiring diverse employees is a hiring practice we live by and a competitive advantage for bringing in the best talent.

All new hires are assigned the ATI Harassment Bullying Discrimination Policy to be reviewed and acknowledged immediately upon hire. The policy covers the following key points:

- The policy applies to all part-time and full-time employees of Aristocrat.
- Aristocrat will require New York Lottery sub-contractors to be certified to meet this
 requirement and mirror the same standards as Aristocrat employees. We will extend
 all training programs to our partners to ensure full compliance.
- The following are examples of discrimination, harassment, and bullying behaviors that are not acceptable:
 - engage in illicit harassment (including sexual harassment) against another worker based on any protected characteristics.
 - bully or engage in violence against another worker.
 - retaliate against a worker who has made a complaint under this policy, or retaliate against any worker involved in the investigation of a complaint, including a witness or the person complained about
 - aid, abet, or encourage any other worker to engage in any inappropriate behavior in contravention of this policy.
- Specific examples of Sexual Harassment that are not tolerated include:
 - unwanted sexual advances, offering employment benefits in exchange for sexual favors, making threatening reprisals after a negative response to sexual advances.
 - verbal conduct: making or using derogatory comments, epithets, slurs based on an individual's protected classification, sexually explicit jokes, sexual advances or propositions, suggestive letters, notes, or invitations, comments about a person's body or appearance.
 - visual conduct: leering, making sexual gestures, displaying sexually suggestive objects or pictures, derogatory posters, cartoons, notes, websites, emails, or text messages based on a protected classification.
 - physical conduct: assault, unwanted touching, or blocking normal movement because of an individual's protected status.

- Retaliation tied to reporting behaviors outlined in this policy will also not be tolerated.
- Should any of these behaviors occur, including retaliation, employees are encouraged to report it to HR and/or call the Ethicspoint hotline. This third-party company handles these situations independently.

Additionally, all new hires are assigned the ATI Code of Conduct training, which addresses the behaviors that are acceptable and not acceptable in the workplace. It specifically addresses Sexual Harassment and covers these key points:

- Aristocrat promotes a positive and dynamic work environment with a robust ethical culture.
- Treating others with respect is imperative to being successful in our workplace.
- Aristocrat strictly prohibits discrimination in any form.
- Workplace harassment, bullying, and violence are not tolerated.
- Aristocrat promotes an environment encouraging employees to "speak up" if any of these instances occur.
- Employees are encouraged to escalate any of these types of situations to HR, or they can report a situation through our third-party hotline, Ethicspoint.

Our policy and training standards are available to the New York Lottery Gaming Commission upon request.

Refer to these attachments at the end of this section:
A02 Suitability of Key Associates Policy at the end of this subsection.

(13) A list of the Bidder's strengths in relation to the work defined in this RFP, including employee capacity to undertake and successfully carry out the proposed services.

Response: We are Aristocrat Gaming, pioneers in the gaming industry. We are relentless in our pursuit of service excellence and our commitment to continuously improving the customer and employee experience.

In addition to our industry-leading service experience supporting land-based casino installations throughout North and South America, Aristocrat takes a player-centric approach when developing our high-performance games.

Aristocrat is continuously developing new technologies to enhance security, scalability, functionality, and overall quality.

STRENGTH: FINANCIAL STABILITY AND PERFORMANCE

A key differentiator for Aristocrat has been our financial stability and performance that has allowed us to invest heavily in bringing new game technology to the market. Our core belief is that investment in developing new games and technologies will continue to bring value to the jurisdictions we operate in and bring additional tax revenues to the states and a constant stream of new product for the NYL.

STRENGTH: INNOVATION, CONTINUOUS IMPROVEMENT AND DEDICATED WORKFORCE

Aristocrat is an ideas company at heart, which means innovation is embedded into every aspect of our business. Whether we are designing sleek new cabinets, premium game content, or award-winning systems, we apply fresh thinking and creativity to deliver the world's greatest gaming experience every day.

At Aristocrat, we take great pride in everything we do. Attention to detail is a key focus, and we aim to provide an exceptional, unmatched customer experience. We have proven our superlative service with multiple, recent high-profile installations, which we have listed as references.

Our commitment is to go above and beyond and set the bar for how new casino installations should be performed.

- ISO 9001:2015 Certification
- 450+ certified skilled gaming service employee base nationwide and infrastructure with the ability to support the implementation and on-going support of the New York Lottery VLT program (dedicated Field team to support the New York Lottery VLT program)
- Industry Recognized Training University to promote on-going skilling of an agile workforce.
- Modernized service infrastructure with industry-leading platforms such as Microsoft Dynamics, Salesforce, and BMC
- The disciplined infrastructure of Project Management, Controlled service workflows, Safety First Culture, Employee Development, and a frictionless customer experience all resulting in a referenceable service standard.
- World Class reporting tools for Service using Business Analytics tools such as Salesforce Einstein and Tableau. Service focuses on a maximum machine availability experience approach of predictive maintenance on past service trends, Service Level Agreement achievement (SLAs), and full transparency to reporting:



ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS

- Seven days / 24-hour single point of contract Aristocrat Service Center (ASC). The ASC will immediately dispatch cases to the Service Technician assigned to Support the New York Lottery VLTs. All service cases are automatically managed to the contracted Service Levels. Second level support is available for both customer inquiries and Technician support for advanced support.
- Customer Portal is available for single point of self-service at Aristocratgaming.com. This exclusive customer portal provides full access to documentation, call status, game inventory, and other widely used service information.

Our Customer Portal provides instant analytics:



STRENGTH: ARISTOCRAT'S FIELD OPERATIONS

Field Operations - Where you need us, When you need us!

Our Field Operations division includes single-sourced solutions led by our Regional Operations Managers, Customer Service Manager(s), and Certified Technicians who are ready to install, service, and support any of your Aristocrat products at a moment's notice. Our comprehensive maintenance and warranty services protect your casino floor.

Maintenance and services available include:

INSTALLATION SERVICES

- Pre-installation visits for planning and training
- Pre-delivery quality control inspection
- Professional game and sign installations by Master Certified technicians
- Verification processes for proper game configurations and payouts
- Post-installation customer visits to ensure your satisfaction.
- Customer quality feedback survey

SUPPORT SERVICES

- On-site game diagnosis and service
- Preventative maintenance programs
- Software upgrades and game conversions

OTHER SERVICES

- Casino game moves
- On-site engineering support
- Customized customer service projects
- Customer jackpot verifications
- On-site casino technician game training



STRENGTH: ARISTOCRAT'S NATIONAL SERVICE SUPPORT CENTER

A single contact for premier customer service

Together, our National Service Support Center (NSSC), Americas Support Website, Technical Support Division, and MSP department provide around-the-clock support 365 days per year for our systems and game customers. If you have a question, your answer is just a phone call or mouse click away. Every customer inquiry receives individual attention. Our skilled professionals provide multiple levels of technical support to ensure your questions are answered in-depth. Also, they provide insight on operational and maintenance issues. Our hardware and software technical support experts offer advanced solutions to solve, verify or provide:

Game Support

- High-Quality Call Handling: technical game support is provided before dispatching field service to your casino.
- Customer-focused services and anywhere, anytime service delivery enable us to provide reliable, efficient support to your casino!



STRENGTH: ARISTOCRAT'S PROJECT AND DEPLOYMENT SERVICES

To fully support the New York Lottery VLT account, Aristocrat has designed a strategic VLT deployment program with dedicated personnel to ensure we deliver, install, and execute all aspects of the work defined in the New York State Gaming Commission RFP for New York Lottery Video Lottery Games C202017.

We have outlined our strategic work plan for how Aristocrat will support all aspects of planning, delivering, plan execution and on-going support and maintenance for New York Lottery VLTs in Section 4.2.E of this RFP.

STRENGTH: COVID SAFETY PROTOCOLS

 Covid-19 Response – Aristocrat's Crisis Management Team was formed before major shutdowns focused on putting safety protocols in place for our employees and customers while responding to the ambiguous and continuously changing environment. In addition to pre-site covid safety measures, Aristocrat worked in partnership with our customers to supply personnel and safety materials that enabled a safe return to business viability (Aristocrat Assist Program). The American Gaming Association (AGA) officially recognized Aristocrat Service and Safety protocols as best practices across the gaming industry. Aristocrat also



shared our best practice Covid and safety protocols with vendors across the gaming industry.

Covid Safety Protocols include daily employee health certifications, use of a contact tracking app, certified Covid Safety Training, adhering to World Health Organization policies and procedures to ensure best practices, the "Aristocrat Play Apart, Together" employee support fund for employees and their families who may be adversely affected by Covid-19, additional customer training on Covid protocols, and sharing of Aristocrat Gaming Effective Safety practices with other Gaming vendors. An example of Aristocrat's Covid Resource:

ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION BEGINS



ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS

STRENGTH: CERTIFIED MINORITY AND WOMEN OWNED BUSINESS SUBCONTRACTORS

We are proud to work with and engage the following minority subcontractors:

- ABOVE AND BEYOND TALENT ACQUISITION INC
- DACK CONSULTING SOLUTIONS, INC
- IMAGE POWER INC
- INTEGRATED STAFFING

(14) A list of Bidder's accounts lost or resigned from over the past two (2) years and explanation of why such loss occurred.

Response: No accounts have been lost or resigned.

(15) Indicate any penalties or liquidated damages over ten thousand (10,000) dollars assessed against Bidder by gaming jurisdictions.

Response: Refer to Attachment A03 Violations at the end of this subsection.

(16) To the extent not already provided in the Vendor Responsibility Questionnaire, a description of key corporate personnel, ownership control, and facilities available to satisfy the requirements of the RFP. This information will be used in conjunction with the Vendor Responsibility Questionnaire.

Response:

KEY CORPORATE PERSONNEL ORGANIZATION CHART



KEY CORPORATE PERSONNEL/BIOGRAPHIES

Hector Fernandez, President of the Americas, for Aristocrat Technologies, Inc.

Hector leads the land-based organization from the top of Canada to the tip of Chile. His 15+ years of progressive finance, strategy, and accounting experience serve as guiding principles to Aristocrat's on-going track record of success. His dedication and investment in the organization's employees and the Americas company culture further demonstrate his exemplary leadership. Before assuming the role of President, he served as CFO of Americas Commercial. Before joining Aristocrat, he was Finance Manager for Proctor & Gamble and Finance Director for Amgen.

Additionally, he was Director of Finance and Accounting at Cydcor and Senior Director at Western Digital. He is a CPA and holds an MBA with a concentration in Finance and Marketing from USC and a BA in Economics with a minor in Accounting and Government from Claremont McKenna College. He is a Guatemalan immigrant to the US and is fluent in English and Spanish.

Basil Sunier, Chief of Staff to the President, Americas

Chief of Staff, Basil's primary focus is on successfully executing short-term deliverables, acting as a strategic partner, and administering the Aristocrat Leadership Council. He has been with Aristocrat since April 2019, initially working in Americas Commercial Finance. Before joining the Aristocrat team, he worked at Western Digital in various roles, spanning Commercial Finance, Business Strategy, and Pricing. He holds a BS in Finance and Mathematics degree from USC.

Chris Rowe, Managing Director, LatAm and EMEA

Chris leads our business in the dynamic Latin America market, and his experience is as diverse as the region. Chris started with Aristocrat as an intern in Sales & Marketing in 2004 and has since worked in the US, Asia, Australia and has held leadership roles in sales, marketing, and product development. After years in Macau as Managing Director for Asia-Pacific, Chris recently joined the Americas team. He was responsible for Aristocrat's Class II business in the region, leading his team to develop and maintain strategic partnerships in more than ten countries across Asia. He graduated Cum Laude from the University of Utah's Eccles School of Business.

Deanne "DeeDee" McKissick, Sr. Vice President Customer Order Execution

DeeDee's job is to make doing business with Aristocrat as easy and seamless as possible. That means she and her team provide end-to-end leadership of the Customer Order Execution organization within the Americas. She is responsible for sales support, configuration & order change management, material management, dual-site manufacturing, quality, and customer delivery coordination. Meanwhile, she also focuses on speed of execution, building and delivering a high-quality solution, and superior resource/cost management. Before coming to Aristocrat, she was with Hewlett-Packard for several years in many positions, including Sr. Director of Global Operations Material Planning and Sr. Director of Planning, Procurement, and Partner Management, among others. She holds a BA in Economics from Texas A&M and is a leader in Global Gaming Women.

Kurt Gissane, SVP of Sales Gaming for North America

Communicating our incredible innovations to our customers is our Sales team's task, and Kurt leads the gaming sales team for North America, except for Oklahoma. Kurt rejoined Aristocrat in January and has played a crucial role in taking the sales organization to the next level in our quest to change the game. He was a key player in Aristocrat's recent entry into the Illinois market, where customer response to the product we created explicitly for Illinois has been incredibly positive. Earlier, Kurt was with Aristocrat from 2000 to 2009, ultimately becoming Regional Sales Manager for Asia-Pacific. He holds a Bachelor of Business and Commerce degree from Monash University in Victoria, Australia.

Jared Mayberry, Senior Vice President, Customer Experience

Aristocrat is a technology company, making Jared a perfect fit for his role, where he is responsible for driving business transformation, product management, development, solution implementation, technical support, and cybersecurity. He has a passion for delivering amazing customer experiences, strategic business transformation, and solution innovation across the entire customer experience. Jared has been in the gaming industry for more than 15 years, the last 11 in Macau. He has been both a vendor and an operator and has led technology teams in North America, Asia Pacific, India, the United Kingdom, and Europe. He and his teams have created new gaming hardware and software solutions that improved the customer experience, increased revenue, and optimized casinos' operations worldwide. His expertise is backed by a technology-based education and a variety of I.T.-related certifications. Before joining the gaming industry, he ran his own computer services business in Canada for ten years.

Jennifer Ilsley, Senior Director of People & Culture, Americas

Jennifer joined Aristocrat in January 2019, bringing her expansive hospitality knowledge and HR leadership to the land-based People & Culture team. She has extensive hospitality experience, dating from her time as an HR Intern at Beau Rivage in 2003. She was later tapped to be a part of the Hurricane Katrina Re-opening Project Team in 2006 and spent eight years at Beau Rivage in various HR roles. She moved to Las Vegas in 2013 for a Corporate HR Manager role at MGM Resorts International, where she was tasked with culture building, talent management initiatives, and refining the internal communication strategy. She was later promoted to HR Director at Excalibur and then at The Mirage, where she focused on executive leadership development, talent management, and culture enhancement. She graduated from Belhaven University in Jackson, Mississippi, with a degree in Business Administration. She also has an MBA from William Carey University and has an active PHR certification.

Jon Hanlin, Senior Vice President, Commercial Strategy & Business Analytics

Jon leads the commercial strategy for all land-based products in North America and manages the analytics division's growth. Previously, he was VP of Commercial Strategy for Gaming Ops for three years and Sr Director of Commercial Strategy for Gaming Ops for one year. Before joining team Aristocrat, Jon was Regional VP of Gaming for the East and Midwest for Caesars Entertainment overseeing all gaming strategy and product deployment for his region. He holds an MBA from Rutgers University and a BA from the Fox School of Business and Management at Temple University.

Chris Hill, Chief Legal Officer

Chris was appointed Chief Legal Officer of Aristocrat in February 2020 and is responsible for leading the company's global legal and compliance functions. Before joining Aristocrat, Chris was the Chief Legal Officer and Head of Global Corporate Citizenship at Dun & Bradstreet (D&B until February 2019, when the company completed its going private transaction. Chris joined D&B in September 2011 as General Counsel and Corporate Secretary with global responsibilities for the company's legal, compliance, regulatory, and government affairs. In 2014, she was appointed Chief Legal Officer. In 2017, her role was expanded to include global corporate responsibility in recognition of the evolving role corporations play in environmental, social, and governance matters. Chris holds a bachelor's degree (summa cum laude from the Ohio State University, a Juris Doctor degree (with honors from the Ohio State University College of Law, and a Strategic Business Leadership Certificate from the Georgetown University McDonough School of Business.

Oliver Chow, CFO, Americas

Oliver is responsible for the financial operations and fiscal health of the Americas operation. Oliver joined Aristocrat in June 2016 as VP of Commercial Finance, Americas. In his time at Aristocrat, he has focused on the Americas business's overall consolidation with the day-to-day management of Game Sales, CII, CX, Financial Operations, and SG&A.

Tommy O'Brien, General Manager of Customer Relations, Americas

Tommy is one of the most recognized faces in the gaming industry. He has more than 35 years of industry experience, including 11 years in casino operations. As GM of Customer Relations, Tommy is responsible for driving and supporting the Connect & Unleash strategy across the Americas region through the business development and customer service functions. He also works closely with the commercial teams to maximize wallet share and embed new ways of working to grow and develop our customer-centric approach to account management.

Mark Wadley, Senior Vice President of Marketing

Mark is responsible for a team of professional marketers with creative design skills, digital and social media advertising and promotion, and a team of experts that work on external partnerships and public relations. Mark joined Aristocrat in early 2020 after more than two decades of experience in the biotechnology industry. He has a strong interest in developing marketing strategies that elevate the customer and player experiences. Mark received a bachelor's degree from Arizona State University and has participated in many executive education programs from Wharton, Stanford, and the University of Chicago.

Rob Schramer, Senior Vice President, Strategic Initiatives

Rob is responsible for executing our business' strategic priorities with four primary missions. New-market development to lead new business development in jurisdictions where Aristocrat has no product segment presence and entering those new markets. Commercial pricing providing financial support and strategies for pricing contracts with customers. Technical services to deliver field services and customer support as a strategic advantage. Before this role, Rob was the CFO for Aristocrat's Class 2 business unit for two years, and before that, the VP of finance supporting our Chief Product Officer for three years. Rob has a

history of finance leadership roles at technology companies, including in the USA and Europe at IBM and Cisco. He holds an MBA and BS from the University of Illinois at Urbana and CPA and CMA designations.

OWNERSHIP AND CONTROL

Aristocrat International Pty Limited Parent Company Ownership: 100%

Aristocrat Leisure Limited
Ultimate Parent Company
Owner of Aristocrat International Pty Limited
Ownership: 100%

Hector Fernandez, President Americas & EMEA Ownership: 0%

Julie Mireille Cameron-Doe CFO of Aristocrat Leisure Limited, ATI Director, Treasurer, Secretary Ownership: 0%

FACILITIES

- Aristocrat Technologies, Inc.
 10220 Aristocrat Way, Las Vegas, NV 89135
- Aristocrat Technologies, Inc.
 3300 Birtcher Drive, Las Vegas, NV 89118
- Aristocrat Technologies, Inc., Video Gaming Technologies Class II Division 12000E Skelly Drive, Tulsa, OK 74128
- American Gaming and Electronics
 3250 W. Ali Baba Lane, Suite B, Las Vegas, NV 89118



LOT 2 • VOLUME 1 INFORMATION VOLUME

ATTACHMENTS, BIDDER BACKGROUND



To: Max Skaare

Vice President, Technology Services

Aristocrat Technologies, Inc.

10220 Aristocrat Way Las Vegas, NV 89135

From: Keith Harper

CEO

Above and Beyond Talent Acquisition, Inc

79A Clermont Ave Brooklyn, NY 11205

Date: March 1, 2021

RE: Recruiting Services Provider

Dear Max,

I am writing to formally request the participation of Above and Beyond Talent Acquisition, Inc in the recruiting efforts for Aristocrat Technologies, Inc. As mentioned in previous communication, A&B Talent has extensive experience providing recruiting services for a multitude of large companies across industries, including the Gaming Industry.

We are 100% capable of fulfilling any professional level role. We have decades of experience of successfully recruiting full time staff, contingent staff and executive search.

We welcome the opportunity to work with and support any and all recruiting needs of Aristocrat. We remain at your disposal for service. Thank you.

Best Regards, Keith Harper CEO Above and Beyond Tal

Above and Beyond Talent Acquisition, Inc.

Brooklyn, NY

+1-917-734-4354 mobile

+1-646-779-5260 office

www.AandBTalent.com

https://www.linkedin.com/company/above-beyond-talent-acquisition-inc Diversity Certified MBE





Telephone: 602.734.9957 Toll Free: 1.877.746.4271 1.877.RING.CS1

■ EMERGENCY SHIPMENTS
 ■ LTL
 ■ FTL
 ■ FLAT-BED
 ■ AIR FREIGHT/CHARTERS

Attn: New York State Lottery (Video Lottery Games).

Reference: Transportation Carry Letter RFP# C202017.

CS-1 Transportation USA LLC MC# 655368.

Date: March 2, 2021

This letter is to advise that CS-1 Transportation USA LLC, 955 West Chandler Blvd Suite 12, Chandler, AZ 85225 intends to be the exclusive transportation provider providing delivery of video lottery equipment for the above RFP. CS-1 Transportation USA LLC will be providing sealed air ride trailers and HVP materials to move the equipment in a compliant manner in conjunction with IMAGE POWER INC, 95 West Street, Annapolis, MD 21401 and Aristocrat Technology's RFP response..

Best regards,

Jeffrey Sulick

CS-1 Transportation USA LLC

jeff.sulick@shipcs1.com

602.999.9550



March 1, 2021

Ms. Stacey Relation, Contract Management Specialist III New York State Gaming Commission Contracts Office, 4th Floor One Broadway Center Schenectady, New York 12305

RE: New York Lottery Video Lottery Games C202017 Teaming Arrangement / Letter of Commitment

Dear Ms. Relation,

DACK Consulting Solutions, Inc. ("DACK") is committed to working with Aristocrat Technologies Inc. ("Aristocrat") in the successful execution of RFP C202017 New York Lottery Video Games for the New York State Gaming Commission (Commission). We are excited about this pursuit and look forward to working exclusively with Aristocrat on this project for the Commission.

We are uniquely qualified to provide MWBE compliance monitoring services to Aristocrat and the Commission as we have successfully provided these services on several other projects as Subject Matter Experts. For example, for the now named Resorts World Catskills Casino in Monticello, New York we distinctively exceeded the MWBE goals to achieve 37% utilization, evenly split between MBEs and WBEs.

Additionally, we have already assisted Aristocrat in conducting two virtual outreach conferences in an effort to introduce their organization to the NYS certified MWBE and targeted potential workforce communities throughout New York State.

We are committed to meeting or exceeding the NYS MWBE/SDVOB utilization goals with the highest degree of professionalism in the industry. We are confident that our enthusiastic team will exceed your expectations.

Very truly yours,

DACK Consulting Solutions Aleksandra Chancy, PE President/ CEO



March 01, 2021

Aristocrat Gaming 10220 Aristocrat Way Las Vegas, NV 89135

Image Power and AG&E have been a slot technical service provider since 2010, providing services such as installation, preventative maintenance, field service and other on demand support services per agreement.

We intend to offer our services in New York exclusively to Aristocrat.

If you need further information, please contact me directly.

Thank you.

Carroll H. Hynson, Jr. President Image Power, Inc. (410) 269-8888

A: Cover Letter

Building Relationships Exceeding Expectations

March 1, 2021

Attn: Max Skaare
Vice President Technology Services
Aristocrat Technology Services, Inc.
10220 Aristocrat Way, Las Vegas, NV 89135

Re: Request for Response to Staffing Service Technicians – NY Lottery

Dear Mr. Skaare,

Integrated Staffing is pleased to present its solutions and response to the potentially teaming with your company for the recruitment of Service Technicians for NY Lottery.

Integrated Staffing was founded by Dhianna Yezzi as an S-corporation in 2009; and is a New York State, certified, Disadvantage, Small Women-Owned Business (WOSB, DBE) based in the heart of Saratoga Springs, NY and provides satellite offices in Albany, NY, and Kansas City, KS. Integrated Staffing continues to expand our staffing services across the U.S. while serving various State and Local Departments for over 5 years and commercial businesses for over 12 years. As a temporary staffing company, we have successfully worked on over 100 temporary labor contracts including areas of Gaming, Hospitality/Customer Service, Technicians, Administration, and Professionals. Integrated Staffing has successfully delivered over \$34MM of temporary labor services, with more than 1.9 million hours of contractual staffing.

The Integrated Staffing contact information requested is as follows:

Submitting proposing Company information & tax identification number	Name, title, and signature of authorized representative to contractually obligate	Name, title telephone number, and e-mail address of representative who may be contacted for technical and contractual clarifications throughout the evaluation period
Integrated Staffing	Name: Dhianna Yezzi	Name: Kara Diem
Corporation	Title: Owner and President	Title: Senior Account Manager
463 Maple Avenue	Signature: Dhianna Yezzi	E-Mail: kdiem@integratedstaffingcorp.com
Saratoga Springs, NY 12866	E-Mail: dyezzi@integratedstaffingcorp.com	Telephone #: 518-583-7823 ext. 3929
	Telephone #: 518-583-7823 ext. 3931	Fax #: 518-499-6402
	Fax #: 518-499-6402	DAGATAM ANTONIA

Integrated Staffing has built up a solution centric image with clients, consultants, and third-party partners. Generating over 3,000 W-4s annually, Integrated Staffing has demonstrated experience of performing temporary labor services contracts at highest success rate for various clients, including commercial and State agencies and departments. We are also having significant experience in working with government entities in the State of New York under similar temporary labor contracts and have developed a strong bond with various organizations throughout both states by complying with all Federal, State and Local rules and regulations.

At Integrated Staffing, our approach is one of commitment in working with clients to understand their business inside and out and to earn a level of trust that goes beyond the typical client/supplier relationship. We enjoy a



lasting, ongoing relationship with both our clients and consultants and consider ourselves a partner in their success. Our goal is not to be just a vendor to any organization or applicant, but to be a valued and trusted business partner. We know we earn this recognition, and we are very confident in our ability to do so. Our mission is to be a valued proactive member of our client team and partner in their professional endeavors. We bring value to this contract by focusing on speed, quality of execution, overall responsiveness and flexibility to changing project demands, uncomplicated procedures, and in general, exceeding our customers' expectations and at a reduced cost to build efficiencies for NY Lottery. We are ready to be dedicated to the necessary resources to ensure that NY Lottery's current staffing needs identified in the proposal are met. Integrated Staffing understands the special needs of Customers, such as the NY Lottery, to bring in quality resources and reducing overall dollars spent on hiring these resources. We, therefore, bring special cost benefit to companies by offering the lowest possible markup percentage on rates.

Integrated Staffing makes the following certifications and guarantees regarding this proposal:

- All information provided in this response is correct.
- This proposal contains only our capability statement and proposed technical solution, as well as pricing.
- We have the capabilities and will fulfill all job classifications given in the RFP.
- Integrated Staffing is an EEO Compliance employer.

Our commitment to flexibility, thoroughness and professionalism ensure that the needs and requirements of NY Lottery will be met through the life of the contract. Integrated Staffing takes pride in its team of professional consultants who have an impeccable record of completing all projects successfully meeting critical deadlines, maintaining schedule commitments and budget constraints. We look forward to working with Aristocrat Technologies Services and, thus, developing a long-term relationship based on our commitment to providing the highest professional and quality standards.

Dhianna Yezzi

March 1, 2021

Authorized Signature

Date

Dhianna Yezzi President

dyezzi@integratedstaffingcorp.com

518.583.7823 www.integratedstaffingcorp.com





SUITABILITY OF KEY ASSOCIATES

REFERENCE EFFECTIVE DATE OWNER

1.4 December 2020 Compliance

1 PURPOSE

Aristocrat operates in a highly regulated environment which requires us to establish procedures for conducting background checks (probity) on certain individuals and companies that we deal with (Key Associates). This process involves conducting a background check on Key Associates to ensure they are found suitable to be associated with Aristocrat.

2 WHO IS A KEY ASSOCIATE?

Key Associates include:

- Directors and Officers of all Aristocrat companies
- All land-based employees
- CEO Digital and direct reports (other digital employees exempt)
- Agents and distributors
- Gaming related consultants (excluding law firms and accounting firms)
- Vendors and suppliers of gaming related products and services invoicing Aristocrat over AUD or USD\$1 million per annum
- 5% or greater shareholders in Aristocrat (excluding institutional investors)
- "Gaming" Lobbyists
- Customers (some exceptions may apply as approved by Compliance)
- New jurisdictions; and
- Any other business partner that Compliance identifies as being required to undergo a finding of suitability.

3 WHAT IS A BACKGROUND CHECK?

Conducting a background check allows us to review the personal history of an individual or a company to determine their suitability to be associated with Aristocrat.

The level and type of background check conducted varies depending on the nature of the intended relationship however the following is a guide to the steps that must be carried out by Aristocrat.

EMPLOYEES

Recruitment of new employees must be processed through People & Culture (P&C) who will provide the necessary paperwork to commence the background check. Completion of probationary periods are subject to successful completion of probity.

The promotion or transfer of any person who may not have previously been required to complete probity must be processed through Human Resources who will provide the necessary paperwork to commence the background check.

CUSTOMERS, GAMING LOBBYISTS AND GAMING CONSULTANTS















All new customers, gaming lobbyists and gaming consultants must be notified to Compliance who will provide the necessary paperwork to commence the background check.

AGENTS AND DISTRIBUTORS

All new agents and distributors must be notified to Compliance who will provide the necessary paperwork to commence the background check. In addition, new agents and distributors must be approved by the Regulatory and Compliance Committee.

VENDORS

All new vendors where it is expected that the annual spend will exceed USD or AUD \$1 million must be notified to Compliance who will provide the necessary paperwork to commence the background check.

If at the time of entering into a contract with a vendor it is not anticipated that the threshold will be reached but the threshold is subsequently exceeded, Compliance will provide the necessary paperwork to commence the background check.

NEW JURISDICTIONS

All new jurisdictions (outside of North America and Australia) must be notified to Compliance and an authorised Business Case provided. Compliance will commence an investigation to determine the legality of gaming and suitability of doing business in that jurisdiction. In addition, all new jurisdictions (outside of North America and Australia) must be approved by the Regulatory and Compliance Committee.

4 WHAT TYPES OF BACKGROUND CHECKS ARE CARRIED OUT?

A background check typically includes credit checks and criminal history checks for individuals that meet the criteria of a Key Associate and for all other Key Associates, more detailed checks are carried out including verification of gaming licenses, litigation searches, credit checks, general reputation checks, links to terrorism, links to money laundering activities, and links to politically exposed persons.

5 HOW OFTEN ARE BACKGROUND CHECKS CARRIED OUT?

All background checks are reviewed every three years.

6 CAN I ENTER INTO A CONTRACT WITH A KEY ASSOCIATE BEFORE THE BACKGROUND CHECK IS COMPLETED?

- **Employees** probity must be completed within 90 days of an employee's commencement date.
- Customers, Agents and Distributors probity must be completed before we ship gamingrelated products.
- Gaming Lobbyists and Gaming Consultants probity must be completed before any work is performed on behalf of Aristocrat.
- Vendors probity must be completed on vendors within 90 days of reaching the dollar threshold.
- New Jurisdictions probity must be completed before conducting any sales in the jurisdiction.

Where there are extenuating circumstances and probity cannot be completed within these required timeframes, Compliance should be contacted to discuss the circumstances.







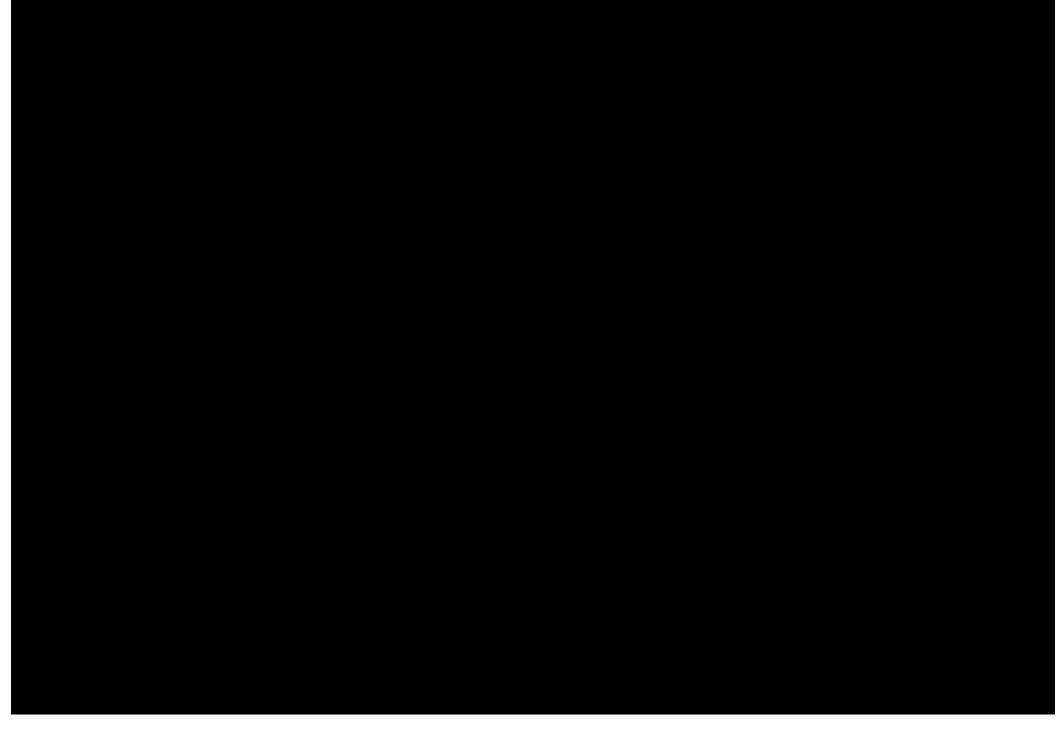
















LOT 2 • VOLUME 1

INFORMATION VOLUME

- A. BIDDER BACKGROUND INFORMATION
- **B. BIDDER FINANCIAL VIABILITY**
- C. BIDDER EXPERIENCE
- D. REFERENCES
- E. PROJECT MANAGEMENT AND STAFFING
- F. WORK PLAN
- G. DIVERSITY PRACTICES

b. Bidder Financial Viability

No financial information beyond that requested as part of filing of a New York State Video Lottery Gaming Application. Financial viability will be assessed in that context.

Response: Aristocrat has filed the New York State Video Lottery Gaming Application.



LOT 2 • VOLUME 1

INFORMATION VOLUME

- A. BIDDER BACKGROUND INFORMATION
- B. BIDDER FINANCIAL VIABILITY
- C.BIDDER EXPERIENCE
- D. REFERENCES
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c. Bidder Experience

Threshold

(1) Threshold. A Bidder must demonstrate in its Proposal that its organization is of sufficient size and has the qualifications and experience required to perform the requested services defined in the RFP.

ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION BEGINS

ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS

Qualifications and Experience, Comparable Accounts

Qualifications and Experience. The Bidder should include sufficient detail to demonstrate the relevance of such qualifications and experience to the RFP and the Contract, by providing the following:

- (A) A description of the five (5) most comparable accounts within different gaming jurisdictions that the Bidder has been involved in within the last two (2) years. The description should not exceed one (1) page per project. The description must include the following:
 - i. The name of the gaming enterprise and a description of the property;
 - ii. The number of machines or terminals provided by the Bidder at the property;
 - iii. The number of different titles provided by the Bidder;
 - iv. Approximate net win of the Bidder's machines or terminals; and
 - v. ETG games provided, if applicable
- (B) Please describe the experience of the Bidder's organization that would be considered relevant to the successful accomplishment of the scope of work required.

Response: Following are five comparable accounts that align/meet/mirror the RFP's requirements:

- HARD ROCK CASINO HOLLYWOOD FLORIDA
- CIRCA RESORT AND CASINO
- SAN MANUEL CASINO
- ENCORE BOSTON HARBOR
- SARACEN CASINO RESORT

Additionally, a performance report for the five comparable accounts is provided at the end of this section.

ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION BEGINS





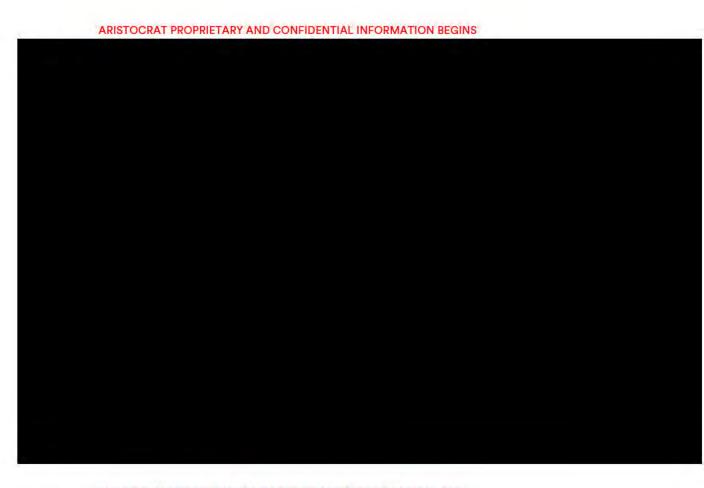






A performance report for the five comparable accounts follows.

Performance Reports



ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS

Relevant Experience

Please describe the experience of the Bidder's organization that would be considered relevant to the successful accomplishment of the scope of work required.

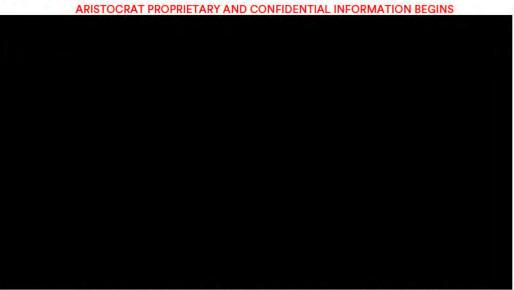
A HISTORY OF GREAT GAMES

For more than 50 years, Aristocrat games have been delivering exciting entertainment to players worldwide and joy to operators who love to welcome patrons with new experiences. Our games have certainly collected a mountain of awards detailed in our game catalog. However, it is the game performance that operators and players genuinely enjoy. Our focus on game development has resulted in market-leading iconic fan-favorite games such as Buffalo™, Lightning Link™, Dragon Link™, Fu Dai Lian Lian™ Panda™, and Dragon™ and Gold Stacks 88™. These games are the spotlight feature of casinos and venues large and small and deliver results for the operator, entertainment for the player and return to the State authorities.

Our relevant experience and worthiness of a Lot 2 Qualified Supplier award are outlined below and are grounded in our mission to bring joy to life through the power of play.

Willingness to Invest and the Strength to do so

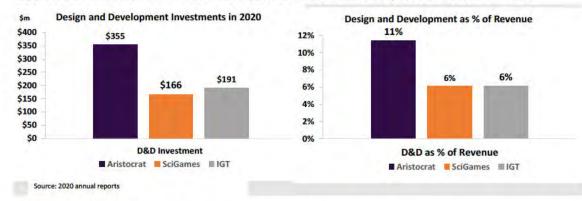
Our company has roots in the Australian gaming industry. However, we have certainly made our footprint here in the US since the early 2000s. We love to create topperforming games from our US headquarters in Las Vegas, Nevada, and our network of games design studios and manufacturing facilities. So much so that despite the pandemic, we invested \$355 million (USD) in design and development to bring the highest performing games and leading-edge cabinets to market.



ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS

Our investment as a percent of revenue is almost double that of our competitors, giving the Commission the confidence that the games will continue to be supported with a pipeline of quality content.

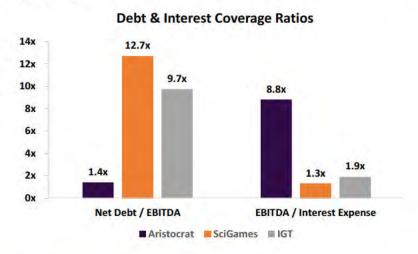
We believe that this differentiated approach in investing in game development and the strength of Aristocrat vs. competitors in the market will continue to deliver an exciting game roadmap for years to come. Investing 11% of Aristocrat Revenue puts us in a leadership position to attract game designers, develop new technologies, and support our casino partners with new games that feel like they were born in a casino.



Our Financial Strength will Deliver for New York Lottery

We have the team, the experience, and the financial strength to be trusted to perform throughout a long-term agreement. Our relatively low debt to EBITDA ratio gives us the flexibility to continue to invest in products at a far higher rate of revenue than our competitors. That provides customers with the confidence that not only do we say we can invest in delivering results, but that we have the financial standing to make good on that promise.

According to financial statements, this approach enabled us to continue to grow design and development investments during FY20, when key competitors reduced their research and development spending. We all hope that the future will not see any repeats of 2020. However, our current balance sheet and broad portfolio mean that Aristocrat is well-positioned to weather storms without making choices that harm the player or customer experience.



Investment Results in High Performing Games

Our investment approach has resulted in top-performing games by any measure. From fan favorites to spotlights on the floor, Aristocrat games deliver. The table below shows that Aristocrat's games have easily held the most spots on the Top 25 performance reports for the key categories in the Eilers-Fantini performance data, the gaming industry go-to third-party source for game performance.

TOP 25 % OF TITLES BY SUPPLIER: LAST 6 MONTHS REPORTS

(September '20 - February '21)

	Core		Premium	Premium				
Supplier	Overall	Low- Denom Video	Leased	WAP	Leased + WAP (Theme)	Leased + WAP (Family)	Core + Leased + WAP (Theme)	
Aristocrat	31%	47%	63%	45%	54%	42%	42%	
Sci Games	26%	31%	25%	17%	21%	25%	24%	
IGT	5%	4%	7%	38%	23%	11%	14%	
Everi	30%	11%	0%	0%	0%	10%	15%	
All Others	8%	7%	5%	0%	3%	11%	5%	

Source: Eilers-Fantini Central Game Performance Database (as of Feb. 2021)

Across all key market segments, the performance of Aristocrat's cabinets and titles is apparent in the supplier rankings published by Eilers & Krejcik.

	All Cabinet Types *						
Rank	Supplier	Slots	Theo Net Win				
#1	Aristocrat	26,016	1.37x				
#2	Scientific Games	25,567	0.97x				
#3	IGT	24,318	0.85x				
#4	Konami	11,831	0.80x				

^{*} More than 10,000 units

Relative Performance:

#1	Aristocrat	100%
#2	Scientific Games	71%
#3	IGT	62%
#4	Konami	58%

Premium Leased & WAP *						
Rank	Supplier	Slots	Theo Net Win			
#1	Aristocrat	3,682	3.04x			
#2	Everi	571	2.00x			
#3	Scientific Games	1,649	1.98x			
#4	IGT	1,283	1.52x			

ш	Owned Cabinets *						
Vin e	Rank	Supplier	Slots	Theo Net Win vs. House			
	#1	Aristocrat	20,384	1.08x			
	#2	Scientific Games	21,959	0.89x			
	#3	Konami	10,962	0.79x			
	#4	IGT	21,089	0.79x			

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#1	Aristocrat	100%
#2	Scientific Games	66%
#3	IGT	65%
# 1	Vonami	E00/

Relative Performance:

#1	Aristocrat	100%
#2	Scientific Games	82%
#3	IGT	73%
#4	Konami	73%

Aristocrat Service and Support Sets Operators Up for Success

We thrive on providing superior service for our partners. We have made a strategic choice that service can be a differentiator in selecting a gaming supplier, and our growth has been great games paired with excellent service. Our support foundation is powered by providing a team of certified technicians trained to install, service, and support all our Aristocrat products.

Our field team in New York will be led by a leadership team composed of Customer Service Managers, a Project Manager, and an Operations Manager who provide the support, leadership, and technical experience to support and guide our MWBE partners. Our service team members are also required to take on-going training. As a result, they are always on demand to deliver a personalized, high-touch customer service experience that will keep the New York floors operational.

WE STAND BEHIND OUR PRODUCT

Maintenance and Service

Our comprehensive maintenance services are designed to protect your casino floor investment. We offer certified technicians, an extensive parts network, and flexible service to meet your specific needs. Frequent customer service surveys guide our offerings and keep us ahead of the pack to anticipate our partners' needs.

Installation Services

- Pre-installation visits for planning and training
- Pre-delivery quality control inspection
- Professional game and sign installations by certified technicians
- Verification processes for proper game configurations and payouts
- Post-installation customer visits to ensure your satisfaction
- Support Services
- On-site game diagnosis and service
- Preventative maintenance programs
- Software upgrades and game conversions

^{*} More than 500 units

^{*} More than 10,000 units

Other Services

- Casino game moves
- On-site engineering support
- Customized customer service projects
- Customer jackpot verifications
- On-site casino technician game training

Customized Marketing Support

We love to market our games, just as much as we enjoy building them. We offer a full suite of on-demand marketing assets to properties customized for their business objectives. We specialize in operator and venue player events, digital and social media marketing. We have made a strategic choice to staff an outstanding in-house creative design team, videographers, and animators that create the most exciting and entertaining advertising to support our games on floors around the US.

Mission and Values Differentiate Aristocrat

At Aristocrat, our mission is to bring joy to life through the power of play. Our values are rooted in creativity and technology alongside our rich history of innovation which has helped shape our industry over many decades. However, our laser focus on our company culture sets us apart. A healthy culture inspires and motivates our team to create the best products while simultaneously attracting and retaining the best talent worldwide. We provide a holistic customer experience that validates our integrity as an organization by staying connected to our customers and players to source feedback to improve continuously.

Furthermore, we empower our people to dream big while feeling safe, knowing that we will always have their back. We recognize that what makes Aristocrat great is our ability to work collectively with our talented team to create an incredible impact. Finally, it should come as no surprise that we take our responsibility to do the right thing very seriously for our customers, players, shareholders, and others.

Ready to Serve New York

We believe that our products can deliver the performance New York VLT properties need to grow faster and compete more effectively in the market. That higher growth rate would translate into tangible improvements for the state of New York and the budgets funded by the program.

PROVEN RELEVANT EXPERIENCE: LETTERS OF COMMENDATION

Following are letters of commendation that showcase Aristocrat's ability to service contracts and provide our clients outstanding customer service.



From: Peter Arceo < Peter.Arceo@sanmanuel.com>

Sent: Thursday, March 4, 2021 5:13 PM

To: Fernandez, Hector

Subject: [EXTERNAL] Aristocrat

Hector,

San Manuel Casino considers Aristocrat a key partner, who is a significant contributor to the success of our property. Aristocrat's games have consistently performed at a high level and as such represents the majority of the slot machines on our casino floor. The innovation and creativity of Aristocrat's design team have kept the product fresh and attractive for our guests. Additionally, the partnership forged over the years has allowed us to work collaboratively to improve the marketing and brand value at San Manuel Casino. We have enjoyed a solid relationship and look forward to continue to enhance it in the coming years. I want to thank you and the team for being a solid partner.

Peter

Peter Arceo
CASINO GENERAL MANAGER

Email: Peter.Arceo@sanmanuel.com

O: (909) 425-4972 M: (909) 936-4338

777 San Manuel Blvd Highland California 92346



THIS MESSAGE IS INTENDED ONLY FOR THE USE OF THE INDIVIDUAL OR ENTITY TO WHICH IT IS ADDRESSED AND MAY CONTAIN INFORMATION THAT IS PRIVILEGED, CONFIDENTIAL AND EXEMPT FROM DISCLOSURE UNDER APPLICABLE LAW. If the reader of this message is not the intended recipient or agent responsible for delivering the message to the intended recipient, you are hereby notified that any dissemination or copying of this communication is strictly prohibited. If you have received this electronic transmission in error, please delete it from your system without copying it and notify the sender by reply e-mail so that the email address record can be corrected. Thank You



December 29, 2020

To: Aristocrat Team CC: Autumn Renner

Business Development Executive, Midwest



I would like to take a moment and extend my gratitude to the Aristocrat team and especially Autumn Renner, for her work in helping Casino KC complete its Lightning Link Lounge. Initial conversations of adding a Lounge started in October 2019, so this has been quite a long process. Since initial talks, we have been sold from ERI/Caesars to a new company BALLY (formerly Twin River Management Company), Autumn was out for maternity leave (congrats by the way), then COVID-19 hit the world unexpectedly and changed things forever in the casino business. Casino KC closed on March 19,2020 to slow down the spread of COVID-19 and reopened on June 1, 2020. A month later we were purchased by BALLY from ERI/Caesars and changed all our operating systems internally. Our General Manager accepted another position within the BALLY company and Michael Donovan accepted the role of General Manager. After internal discussions, Michael was all in to make the Lounge happen.

After the transition to BALLY and conversations with our new General Manager, we moved forward with all the finer details of pricing, game counts, themes, and commitments. When all was agreed upon by both parties the only thing left to do was plan an install date which was less than 4 weeks away if we wanted it to be done before the new year.

During this time of planning, Edward Murzyn and Meghan Sleik were working with Casino KC Marketing Manager Maria Imhoff to design a "Lightning Link Lounge" concept with the help of SpeedPro, a local printing company Casino KC utilizes frequently. There were numerous emails back and forth from both parties to ensure the graphic utilization that ATI supplied us with would ensure that the LLL concept was an "attention grabber" from the welcome deck of the casino. SpeedPro printed and installed the LLL graphics, with just a few areas to be completed soon. Casino KC would like to thank both Meghan and Edward for all their expertise and knowledge to make this happen.

We received 17 slot machines and a semi load of signs and other items on 12/15/20. On 12/20/20 ATI sent two Field Service Techs to begin the install. The plan was to get our LLL area up prior to 12/24/20 and finish the other remaining games and signs the following week, however ATI got more help on Tuesday and Wednesday. With the additional help ATI was able to remove 1 sign, install 3 signs, and get all games tested by Missouri Gaming by Wednesday afternoon. We still have 1 sign and 4 spacers to install later after they are received. Thank you, Wesley Jones, for staying late several nights and Troy, Jeremy, Ryan for all your assistance to complete the install ahead of schedule.



LOT 2 • VOLUME 1

INFORMATION VOLUME

- A. BIDDER BACKGROUND INFORMATION
- B. BIDDER FINANCIAL VIABILITY
- C. BIDDER EXPERIENCE
- D. REFERENCES
- E. PROJECT MANAGEMENT AND STAFFING
- F. WORK PLAN
- G. DIVERSITY PRACTICES

d. References

References. Each Bidder shall provide three (3) references relevant to any of the requested services. References must include company name, contact person (name, title, phone number, email address, and mailing address) and include a general statement of the type of engagement performed for this reference. Qualifications and Experience. The Bidder should include sufficient detail to demonstrate the relevance of such qualifications and experience to the RFP and the Contract, by providing the following:

- (1) If submitting a joint Proposal, the Bidder shall provide three (3) references for each company; and
- (2) If utilizing a subcontractor for any significant portion of the work, the Bidder shall provide two (2) references for each subcontractor.
- (3) The Commission reserves the right to contact provided references and to contact as additional references as necessary to obtain a complete understanding of the Bidder's performance and experience. References may be used to substantiate the Technical Proposal.

PRIME REFERENCES

We are providing three (3) references for Aristocrat:

- Oregon State Lottery
- 2) Delaware North
- 3) Accel Entertainment

SUBCONTRACTOR REFERENCES

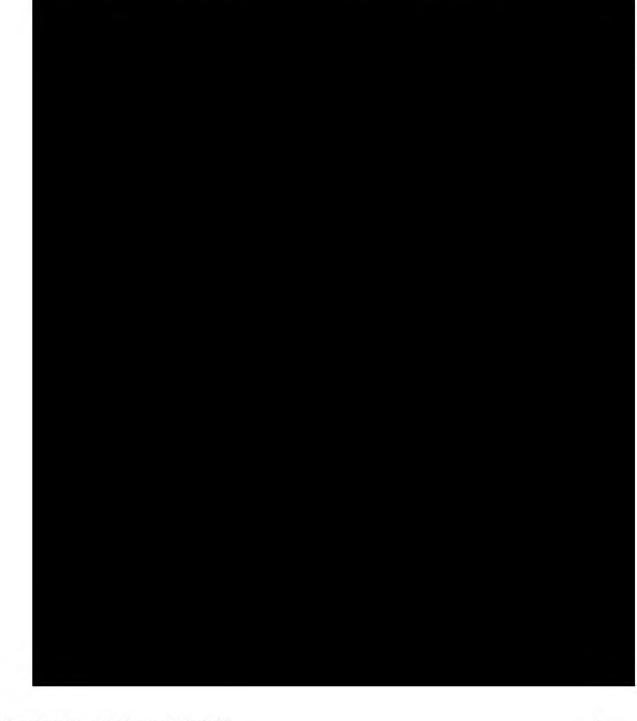
Reference sheets and reference letters are provided for our subcontractors at the end of this subsection.

REFERENCES, PRIME SUPPLIER: ARISTOCRAT

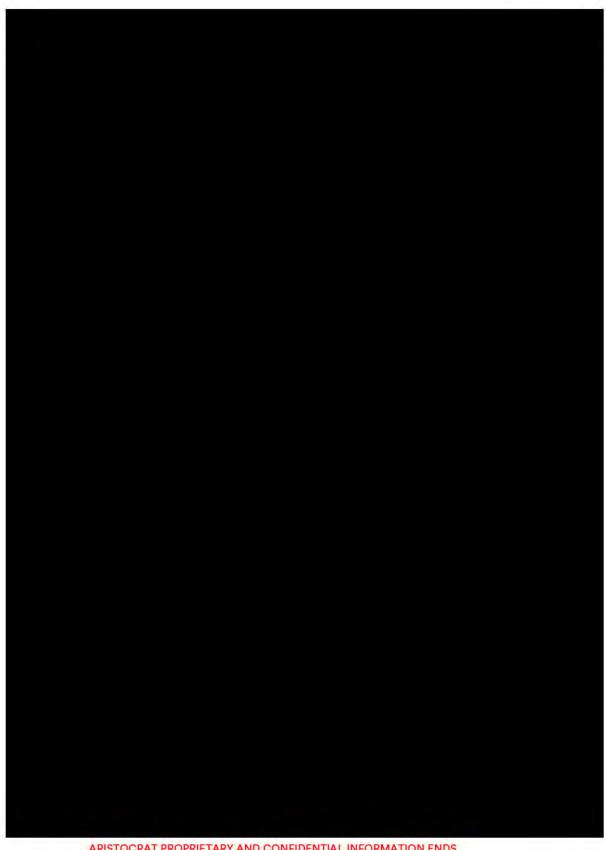
Please see Aristocrat's reference list below detailing three contracts that align with the RFP. We welcome you to contact our references.

References. Each Bidder shall provide three (3) references relevant to any of the requested services. References must include company name, contact person (name, title, phone number, email address, and mailing address) and include a general statement of the type of engagement performed for this reference. Qualifications and Experience. The Bidder should include sufficient detail to demonstrate the relevance of such qualifications and experience to the RFP and the Contract.

ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION BEGINS







ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS

REFERENCES, SUBCONTRACTORS

Refer to reference sheets and letters for our subcontractors. We welcome you to contact our subcontractors' references.



CS-1 Transportation Inc. 955 West Chandler Blvd. Chandler, AZ 85225

Telephone: 602.734.9957 Toll Free: 1.877.746.4271 1.877.RING.CS1

• EMERGENCY SHIPMENTS • LTL • FTL • FLAT-BED • AIR FREIGHT/CHARTERS •

US Trade References

Everlast Logistics 399 Mill Rd Edison, NJ

Attention: Steve Franzini Phone: 732-727-0634 Fax: 732-727-7210

Team Worldwide 3217 Broadway Cheektowaga, NY Attention: Tom Callahan

Phone: 716-839-1411 Fax: 716-839-1417 Accurate Freight Systems 28159 Ave Stanford # 180 Valencia, CA

Attention: Tony Demma Phone: 661-257-7200 Fax: 661-257-7210

Usko Express
6345 Auburn Blvd, Suite B
Citrus Heights, CA
Attention: Peter

Phone: 916-233-4455 Fax: 916-515-8066

REFERENCES

DACK Consulting Solutions, Inc has worked with several major companies. Below is a list of our references:

Joseph D'Amato Empire Resorts/Montreign Operating Company

Retired CEO/Board Member

609.457.2081

Tryphina Ramsey NYS OGS Office of MWBE

Director

Tryphina.ramsey@ogs.state.ny.us

518.473.7083

Michael M. Clay Dormitory Authority of the State of New York

Senior Director Opportunity Programs Group/Resource

Acquisition

mclay@dasny.org 212.273.5146

Richard CarusoMountco Development

Vice President of Construction

rcaruso@mountco.com

914.723.1200



1201 Chesapeake Overlook Pkwy * Perryville, MD 21903

March 01, 2021

Aristocrat Gaming 10220 Aristocrat Way Las Vegas, NV 89135

To whom it may concern,

American Gaming & Electronics, a subcontractor of Image Power has been a working partner of Hollywood Casino Perryville commencing with our opening in 2010 and have provided technical services support to our property on a continuing basis ever since.

Their ability to carry out the responsibilities of daily slot operations over the years has been demonstrated many times and they have provided our guests with games that are well-maintained and up to date.

I would strongly recommend American Gaming & Electronics as a working partner to anyone seeking these types of services.

Sincerely

Matthew Heiskell

Hollywood Casino Perryville

1201 Chesapeake Overlook Pkwy

Perryville, MD 21903



1201 Chesapeake Overlook Pkwy * Perryville, MD 21903

March 01, 2021

Aristocrat Gaming 10220 Aristocrat Way Las Vegas, NV 89135

To whom it may concern,

Image Power has been our slot technical service provider at Hollywood Casino Perryville for the past ten years and continue to fill that role today.

Image Power works closely with our in-house staff to provide our guests with courteous, helpful and professional customer service. They take the lead in making sure our gaming equipment is up to date, clean and in good repair at all times and we value their partnership considerably.

I would strongly recommend Image Power as a working partner to anyone seeking these types of services.

Sincerely,

Matthew Heiskell

Hollywood Casino Perryville

1201 Chesapeake Overlook Pkwy

Perryville, MD 21903



March 5, 2021

Max Skaare Vice President, Technology Services Aristocrat Technologies, Inc. 10220 Aristocrat Way Las Vegas, NV 89135

Dear Mr. Skaare,

I have worked with Keith Harper and A&B Talent for recruitment against a wide range of positions at Dynamic Social Gaming. He and his team have always proven to be very thorough, thoughtful and effective. They are very accessible and responsive as well. They understood our requirements and, in some cases, helped us craft better job descriptions for our positions. I am extremely impressed with them and am always happy to engage them for all our open jobs.

Sincerely,

Charles Barksdale

President



LOT 2 • VOLUME 1

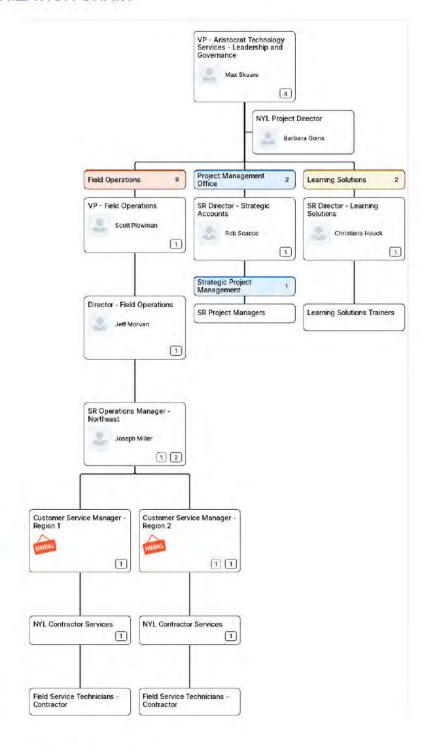
INFORMATION VOLUME

- A. BIDDER BACKGROUND INFORMATION
- B. BIDDER FINANCIAL VIABILITY
- C. BIDDER EXPERIENCE
- D. REFERENCES
- E. PROJECT MANAGEMENT AND STAFFING
- F. WORK PLAN
- G. DIVERSITY PRACTICES

e. Project Management and Staffing

(1) Identify all staff (name and title/position), including a fulltime dedicated staff project director, and other personnel to be used under an ensuing Contract. The project director shall have overall responsibility for all work conducted pursuant to this RFP. Exceptions may be made only with the approval of the Commission. If staff is "To Be Determined," a Bidder must indicate the staff title, and the qualifications and attributes required for the position.

ORGANIZATION CHART



Project Management Team and Organization

Aristocrat's mission is to provide the New York Lottery Commission with an enterprisewide approach to identify, prioritize, and successfully execute a technology portfolio of initiatives and projects aligned with Aristocrat's and our customer's strategic goals.

Our primary responsibility is to manage and control project constraints. We will ensure all New York Lottery project plans are implemented on schedule, within scope, and budget. Our Project Management team will be responsible for establishing and implementing best practices for the mutual benefit of Aristocrat and the New York Lottery in a way that encourages collaboration, standardization, and continuous improvement in our community.

- Dedicated Support Team We are a dynamic group comprised of seasoned Project Management professionals with experience in project management, process improvement, and Field and Technical Services.
- ✓ Professional Certifications include:
 - o PMP
 - PMI ACP
 - Six Sigma Black Belt
 - ITLv3
- Our team applies Project Management Body of Knowledge (PMBOK) best practices and a combination of both Agile and Waterfall methodologies:
 - Project Governance
 - Risk and Issue Management
 - Time and Task Management for multiple business stakeholder teams
 - Resource and Schedule Management
 - Reporting and Business Intelligence insights

Exceptional Customer Service

Aristocrat's dedicated New York Lottery Video Lottery Terminal project team will provide Exceptional Customer Service that includes a dedicated Project Director, Field Operations and Customer Service Managers, Technical Specialists, and Service Technicians. All will work closely with key stakeholders of the New York Lottery Commission to manage each step of the process.

NAME	TITLE
Barbara Goins	Project Director - NYL
Scott Plowman	Vice President – Field Operations
Jeff Morvan	Director - Field Service
Joseph Miller	Senior Operations Manager - NYL
Open - TBD	Customer Service Manager – NYL – Resume requirements provided in (2)
Open - TBD	Field Service Technician – NYL – Resume requirements provided in (2) *Will be provided by our outsourced partners*

(2) Provide résumés (not biographies) for all proposed staff indicating the relevant experience of each. Biographies do not provide sufficient information to allow for adequate evaluation of the individual's capabilities.

Response: Refer to Attachment E02 Resumes at the end of this subsection.

(3) Indicate the role each staff member will have in the project and the anticipated percentage of time allocated for each in the proposed work effort.

NAME	TITLE	% PROJECT ALLOCATION
Barbara Goins	Project Director – NYL	Lot 2 100%
Scott Plowman	Vice President – Field Operations	50%
Jeff Morvan	Director - Field Service	60%
Joseph Miller	Senior Operations Manager - NYL	100%
Open – TBD Customer Service Manager – Lot 2 – Qty 1		100%
Open – TBD Lot 2 – Qty 13-18	Field Service Technician – NYL *Will be provided by our outsourced partners*	100%

Indicate the role, if any, that proposed staff has had in previous projects with the organization, particularly those presented in the Proposal under gaming experience.

NAME	TITLE	ROLE IN PREVIOUS PROJECTS
Barbara Goins	Project Director – NYL	Responsible for Large Scale Customer Installation and Deployments, New Product and Services Deployments, Program and Process Improvement Initiatives
Scott Plowman	Vice President – Field Operations	Responsible for Service leadership for VLT, Class 2 and Class 3 products. Planning and oversight for business strategy execution
Jeff Morvan	Director – Field Service	Responsible for Field Managers for the Eastern Region of the US, maintain offsite warehouse operations and personnel to support customers
Joseph Miller	Senior Operations Manager - NYL	Responsible for managing Field Service staff for Eastern Region of the US, Supporting Field Service teams in delivering new product deployments achieving high customer and employee satisfaction
Open - TBD (Lot 2 qty of 1)	Customer Service Manager – NYL	Will be responsible for managing all NYL VLT customers and projects by ensuring technical support and installation services
Open - TBD (Lot 2 min- max qty 13-18	Field Service Technicians – NYL	^Will be provided by our outsourced partners* Will be responsible for support all NYL customers by install, support, and providing on-going technical services

(4) If applicable, list all subcontractors to be utilized, including each subcontractor's name and address, contact person (name, title, phone number, email address, and mailing address), and a complete description of work to be subcontracted to each. Descriptive information relative to the subcontractor's organization and capabilities must be included. If the Bidder intends to utilize subcontractors, but has yet to identify them, the Proposal must include a description of the credentials that will be sought of such subcontractor(s). If the Bidder does not intend to utilize subcontractors, the Bidder should indicate the same in the

Response: We are proud to work with the following subcontractors. They provide an additional depth of service that allows us to provide comprehensive service to the New York Gaming Commission and this response. We have worked with these subcontractors in previous projects; this established communication and project history will provide enhanced, responsive service to the New York Gaming Commission.

Our subcontractors are committed to Aristocrat and the New York Gaming Commission and have provided teaming letter agreements and information about their companies, as provided in Attachment 05 Subcontractor Teaming Letters.

ABOVE AND BEYOND TALENT ACQUISITION INC

Above and Beyond Talent Acquisition is a Diversity Certified minority owned, New York City-based full service staffing firm.

48 Wall Street, 5th Floor, New York, NY 10005 / 646-779-5260

Mr. Keith Harper CEO

 Function/Capacity/Service: Recruiting and Staffing Organization for VLT Support Service for Aristocrat and Image Power

AMERICAN GAMING AND ELECTRONICS

Established in 1993, American Gaming and Electronics is the largest and most complete gaming support company in the United States.

Corporate Headquarters: 223 Pratt St., Hammonton, NJ 08037 / 609-704-3000 Office: 3250 W. Ali Baba Lane Suite B, Las Vegas, NV 89118 / 609-704-3000

Mr. Tony Tomasello - President and Chief Executive Officer

Function/Capacity/Service:

- VLT Installations, Set Up, and Testing
- VLT Floor Moves and Removals
- VLT Service Calls and Service Level Agreement
- VLT Preventative Maintenance
- VLT Storage and Distribution
- VLT Diagnosis and Repair

CS1 TRANSPORTATION

CS-1 Transportation is a full-service transportation and logistics management company specializing LTL/FTL, Flatbed, and Expedited and Air Solutions.

955th Street, Chandler Blvd., Chandler, AZ 85225 / 602-734-9957

Function/Capacity/Service: Freight, Delivery, and Transport for Image Power

IMAGE POWER INC.

Image Power, Inc. is a certified MBE Gaming, Public Relations, and Advertising firm with an intensive focus on slot machine projects, marketing creativity, and special events.

95 West Street, Annapolis, Maryland 21401 / 410-269-8888

Mr. Carroll H. Hynson Jr - President and Chief Executive Officer

 Function/Capacity/Service: Primary Business Operations for supporting VLT Market for Aristocrat Service

INTEGRATED STAFFING

Integrated Staffing is a small, woman-owned business based in New York. Since 2009, Integrated Staffing has provided staffing solutions and experiences, supporting government and commercial clients.

463 Maple Avenue, Saratoga Springs, NY 12866 / 518-583-7823

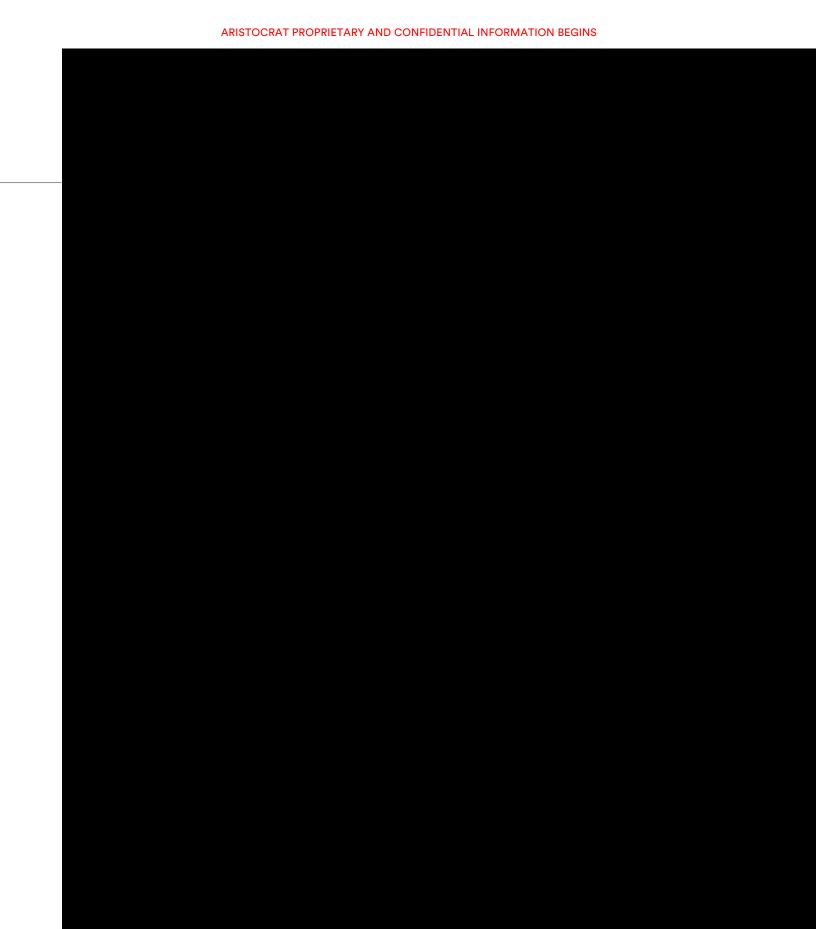
Dhianna Yezzi - Owner and President

 Function/Capacity/Service: Recruiting and Staffing Organization for VLT Support Service for Aristocrat and Image Power



LOT 2 • VOLUME 1 INFORMATION VOLUME

ATTACHMENTS, PROJECT MANAGEMENT

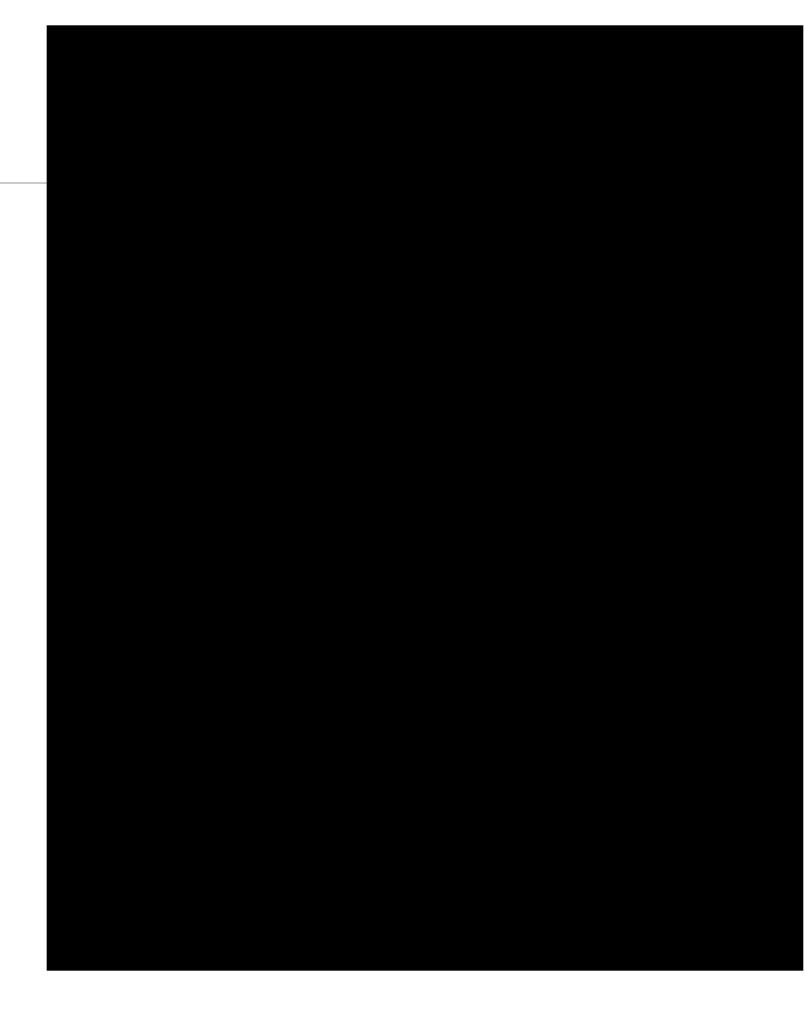














TBD - OPEN LAST NAME

Address · Phone
Email · LinkedIn Profile · Twitter/Blog/Portfolio

Responsible for managing all NYL VLT customers and projects. Ensures technical support and installation services are provided to support all activities for NYL Sites. Provides leadership to manage resources and implement strategic initiatives. Provides guidance to subordinates within the latitude of established company policies as well as general supervision to service personnel per the Regional Operations Manager and delivers contracted services. Accountable to achieve the highest customer and employee satisfaction levels. Committed to all key drivers and core capabilities of the Aristocrat values

EXPERIENCE

DATES FROM – TO

JOB TITLE, COMPANY

DATES FROM – TO

JOB TITLE, COMPANY

EDUCATION

MONTH YEAR

DEGREE TITLE, SCHOOL

Electronics Degree or Equivalent work experience

MONTH YEAR

DEGREE TITLE, SCHOOL

SKILLS

- Strong focus on delivery consistent high quality customer service
- Dedicated to meeting and/or exceeding the expectations and requirements of both customers and internal teams
- Extremely self-motivated and self-disciplined with ability to meeting changing demands and quickly adapting to frequently changing priorities
- Hands on leader that is passionate about delivering world class results

- Visionary and Passionate Leader that develops detailed and comprehensive plans to strengthen customer delivery service and overall business efficiencies
- Developing service relationships with customers that build trust and confidence in our ability to deliver consistent results
- Problem solver who can assess strengths and opportunities for improvement for all personnel which drives personal accountability and strategic decision making

TBD-OPEN LAST NAME

Address · Phone
Email · LinkedIn Profile · Twitter/Blog/Portfolio

Responsible for supporting the NYL customer account by install and support activities and ongoing technical service in the field for various types of slot machines and related products. Committed to the mission and principles of Aristocrat and the Customer Service Organization.

EXPERIENCE

DATES FROM – TO

JOB TITLE, COMPANY

DATES FROM – TO

JOB TITLE, COMPANY

EDUCATION

MONTH YEAR

DEGREE TITLE, SCHOOL

2+ year Electronic Degree or equivalent experience

MONTH YEAR

DEGREE TITLE, SCHOOL

SKILLS

- Experience with building strong customer service and support relationships
- ATI Master Certification
- Install, conversions, troubleshoot, repair all Gaming Machines, Signs, controllers, and all other peripherals
- Self-motivated with ability to complete all customer site visits and work necessary to exceed customer expectations
- Capture and document all pre-install requirements to ensure all parts and resources are scheduled to support all customer activities
- Supporting customer advocacy for Aristocrat Products and Services

ACTIVITIES

TBD-Open



VOLUME 1

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f. Work Plan

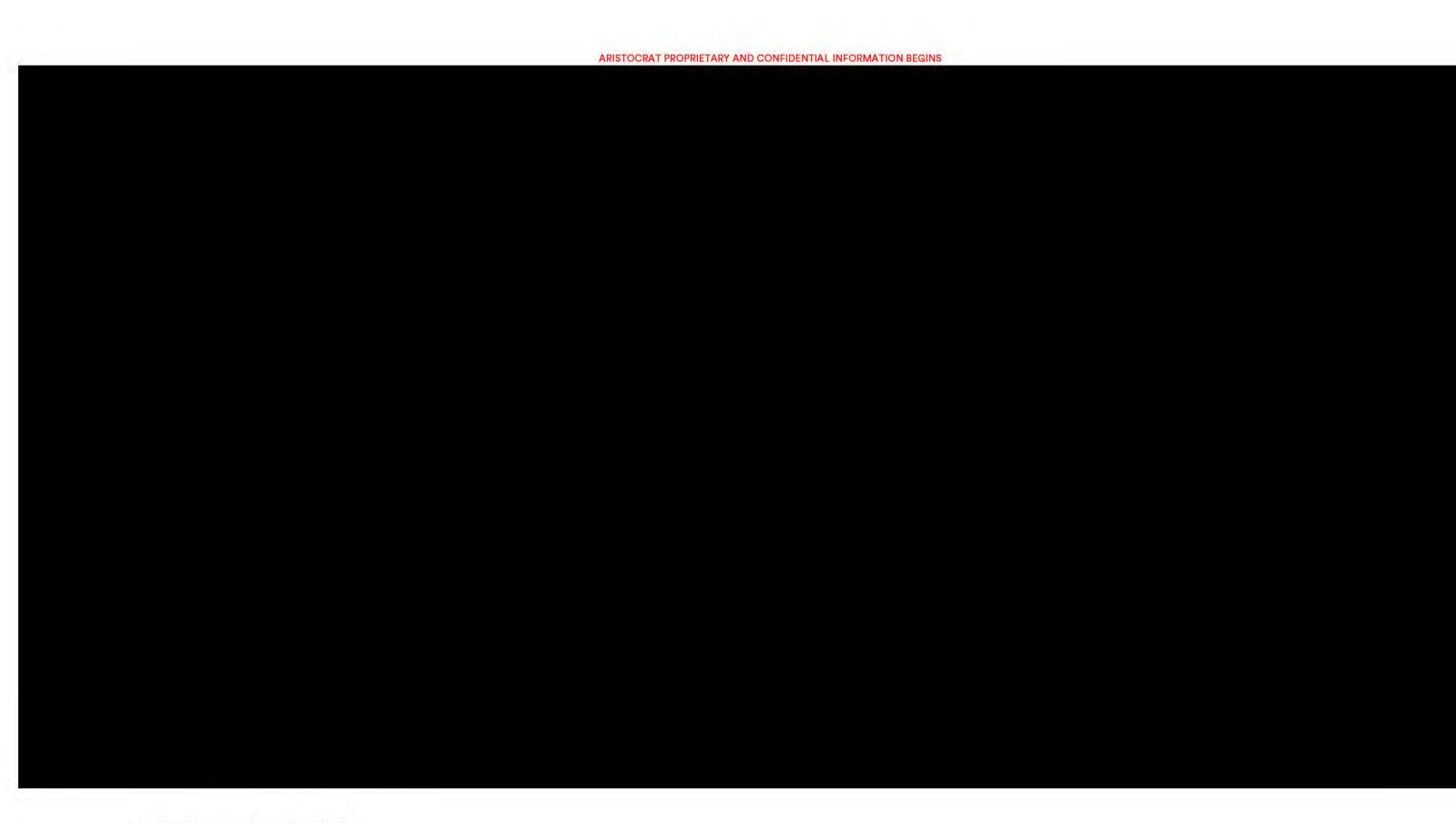
A Proposal shall include a detailed Work Plan identifying all aspects of the project, including specific deliverable dates, implementation process, and features. A work plan shall describe the approach to the project, including the:

- Phase in schedule to achieve the required allocation, if all terminals will not be available upon the contract start date,
- (2) A terminal and title refresh schedule over the term of the contract;
- (3) Lead time required to fulfill a request to provide additional terminals when required.

Response:

Refer to these Attachments immediately following:

- Lot 2 VLT Cabinet Release Plan
- Lot 2 VLT Games Release Plan





LOT 2 • VOLUME 1

INFORMATION VOLUME

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g. Diversity Practices

In addition to requirements specified in Section 2.18 of this RFP, each Bidder must provide, in writing, their Diversity Practices using the form provided in this RFP as Appendix K – Diversity Practices. Pursuant to § 310(22) of Article 15-A of New York State Executive Law, "Diversity Practices" shall mean the Contractor's practices and policies with respect to:

- Utilizing certified minority- and women-owned business enterprises in contracts awarded by a state agency or other public corporation, as subcontractors and suppliers; and
- (2) Entering into partnerships, joint ventures, or other similar arrangements with certified minority- and women-owned business enterprises as defined in this article or other applicable statute or regulation governing an entity's utilization of minority- or women-owned business enterprises.

Response: Aristocrat is a forward-thinking organization with a strong track record of delivering operational excellence and customer-focused solutions. Aristocrat is committed to operating in a safe, responsible, and sustainable manner to benefit our employees, communities, suppliers, subcontractors, and business partners. These values are integrated into our projects, services, and businesses to align with one of our core values, "Good Business, Good Citizen." By fostering social, economic, and ethical responsibility within our corporate culture, Aristocrat has built an organization capable of positively impacting our clients, subcontractors, and the communities we serve.

Aristocrat is committed to being the premier Video Lottery Terminal games provider in North America. To that end, we must continuously improve our business performance while simultaneously adhering to high ethical standards. Our guiding principles guide how we operate our relationships with our employees, customers, suppliers, subcontractors, and the communities where we do business.

Diversity and Inclusion

In 2020, Aristocrat appointed a specialist Diversity and Inclusion (D&I) enterprise leader and other dedicated staff as part of stepping up our Diversity and Inclusion effort globally and ensuring active regional engagement and execution. We are focused on improving our People and Culture practices from gender equality, diversity, and inclusion in recruitment, promotion, development, and remuneration.

In addition to upholding our legal obligations concerning non-discrimination and employee rights, Aristocrat also adheres to a global Diversity & Inclusion Policy, which was updated in June 2020. The purpose of this policy is to articulate our commitment to creating a culture of inclusion, collaboration, respect, and a genuine sense of belonging. It sets out what is expected from employees. The policy aligns and complies with Recommendation 1.5 of the ASX 4th Edition.

Our policy aims to promote Diversity and inclusion through the following actions:

- Attracting and retaining team members with a diverse mix of skills and experience.
- Setting measurable objectives for gender diversity and assessing progress annually.
- Encouraging and supporting flexible working arrangements, where practicable.
- Reviewing processes and systems on an on-going basis to identify any significant trends or biases and developing actions to mitigate these.
- On-going enhancement of the inclusion strategy, which aims to promote all areas of Diversity and establish measurable Objectives and Key Results (OKRs) for initiatives and programs as they are developed; and
- Demonstrating zero tolerance towards behavior that is inconsistent with this policy.

Refer to Attachment G01 Diversity and Inclusion at the end of this subsection.

Our Governance

Aristocrat has a strong commitment to diversity and inclusion and recognizes the value of attracting, retaining, and motivating employees with diverse backgrounds, knowledge, experiences, and abilities.

Diversity contributes to our business success and benefits individuals, customers, teams, shareholders, and stakeholders. Our business policies, practices, and behaviors promote Diversity and equal opportunity and create an environment where individual differences are valued. All employees can realize their potential and contribute to Aristocrat's success.

Our Diversity and Inclusion policy sets out what we expect from everyone, starting with the atmosphere we all create. Built on respect, reflective of our diverse communities, and accommodating difference, our inclusive environment makes for better ideas, better customer experiences, and a better place to work.

At Aristocrat, we understand and accept that everyone is different, and unique attributes are encouraged and celebrated. We know being truly inclusive generates Diversity of thought, which is fundamental to developing organizational capability and delivering business performance. The purpose of this policy is to articulate our commitment to creating a culture of inclusion, where we collaborate, everyone is treated with respect, and everyone experiences a genuine sense of belonging. This policy applies to all employees of Aristocrat and its associated entities, including contractors and temporary employees.

Our Partnerships

We believe in creating partnerships that benefit the community, and ultimately, the states in which we hold contracts.

In pursuit of Good Faith Efforts to meet New York's Lottery RFP MWBE/SDVOB requirements, Aristocrat exclusively partnered with DACK Consulting Solutions, Inc., a NYS certified MWBE, to assist our company to aggressively outreach to and become familiar with New York's MWBE/SDVOB supplier community. Actions included conducting two (2) recent MWBE/SDVOB supplier and workforce outreach efforts, held on December 3, 2020, and February 4, 2021, to develop effective communication with these businesses and communities throughout New York State. These efforts resulted in the combined attendance of over 100 MWBEs/SDVOBs with the assistance of the ESD Division of Minority and Women's Business Development and NYS OGS Division of Service-Disabled Veterans' Business Development. With these outreach efforts, we were able to inform over 9,000 New York State certified firms about Aristocrat ahead of the solicitation to grow our Supplier Diversity program to expand our supply base working with MWBE suppliers.

Partnering for the Future

We believe in furthering minority/women-owned businesses. We want to create more opportunities for minorities and grow the minority-owned business sector to grow our business and our supply chain with minority-owned businesses. A part of our outreach program was dedicated to mentoring and helping further minority education to start or become a minority-owned business and certified in the state of New York. This portion of the program included a wealth of information and knowledge to help minorities start or become certified minority-owned businesses to grow MWBE's throughout the state for the good of the State and the future of business.

Results of our MWBE Outreach webinar, program, attendees and results are available upon request.

We understand the importance of diversity. We have a strong diversity and inclusion corporate program and encourage our procurement managers worldwide to utilize groups that have been marginalized.

Aristocrat is proactive in selecting and developing diversity suppliers globally for underutilized product, service, and commodity areas, ensuring that the supplier screening process is fair and consistent; 26% of our direct material spend supports small, minority or woman-owned businesses.

As we have done previously in other regions, we are prepared to offer technical training to minority business enterprises that support existing regional technical assistance programs currently operating in New York State.

Our Suppliers

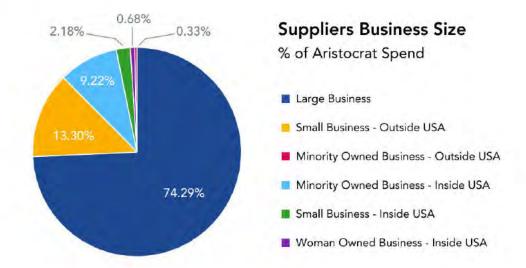
We are committed to building strong relationships with our suppliers through ethical and upfront dealings. It is our policy to work with many certified MBWE and WOBE subcontractors.

We have partnered with the following certified minority subcontractors to fulfill portions of this contract to ensure the State of New York also benefits from and furthers the success of minority-owned businesses.

We intend to increase the numbers of minority and women-owned businesses significantly as we do more work throughout the State of New York. We are currently working with these Certified Minority and Women-Owned Business Enterprises:

- Above and Beyond Talent Acquisition Inc
- DACK Consulting Solutions, Inc.
- Image Power Inc
- Integrated Staffing

Below reflects are current % of Aristocrat (direct) spend with small, woman or minority owned business.



Supplier Code of Conduct

Aristocrat Leisure Limited and its affiliates (collectively, "Aristocrat Group") are committed to ensuring that working conditions in Aristocrat Group's operations and supply-chains are safe, that all workers are treated with respect and dignity, and that business operations are environmentally responsible and conducted ethically.

This Supplier Code of Conduct (the 'Supplier Code') reflects Aristocrat Group's values, to which all suppliers to Aristocrat Group must adhere.

Suppliers must also follow the applicable laws, rules, and regulations in the countries in which they operate for or on behalf of Aristocrat.

Refer to our Attachment G02 Supplier Code of Conduct at the end of this subsection.

OUTREACH EFFORTS TO INCREASE DIVERSITY

Refer to Attachment G03 MWBE-SDVOB Workforce Outreach for program and report information detailing our outreach efforts to MWBE and SDOVB participants to garner and expand MWBE and SDVOB employees and supplier partnering opportunities in anticipation of this project. Due to length of program and reports, the following are condensed; we can furnish in full size upon NYL's request.



LOT 2 • VOLUME 1 INFORMATION VOLUME

ATTACHMENTS, DIVERSITY PRACTICES



DIVERSITY & INCLUSION

REFERENCE

EFFECTIVE DATE

OWNER

1.6

June 2020

People & Culture

1. OBJECTIVE

Aristocrat has a strong commitment to diversity and inclusion and recognizes the value of attracting, retaining and motivating employees with diverse backgrounds, knowledge, experiences and abilities. Diversity contributes to our business success and benefits individuals, customers, teams, shareholders and stakeholders.

Our business policies, practices and behaviors promote diversity and equal opportunity and create an environment where individual differences are valued, and all employees have the opportunity to realize their potential and contribute to Aristocrat's success.

Our Diversity & Inclusion policy sets out what we expect from everyone, starting with the atmosphere we all create. Built on respect, reflective of our diverse communities and accommodating of difference, our inclusive environment makes for better ideas, better customer experiences and a better place to work – for all of us.

At Aristocrat, we understand and accept that everyone is different, and unique attributes are encouraged and celebrated. We know being truly inclusive generates diversity of thought, which is fundamental to developing organisational capability and delivering business performance. The purpose of this policy is to articulate our commitment to creating a culture of inclusion, where we collaborate, everyone is treated with respect, and everyone experiences a genuine sense of belonging.

2. SCOPE

This policy applies to all employees of Aristocrat and its associated entities, including contractors, and temporary employees.

3. WHAT IS DIVERSITY AND INCLUSION?

Diversity and inclusion ("D&I") recognizes and values the contribution of people with differences in background, experience and perspectives. D&I encompasses but is not limited to gender, age, ethnicity, cultural background, gender identity, marital or family status, religion, disability, socioeconomic background, sexual orientation, as well as differences in perspective and life experience.

At Aristocrat, diversity means:

- An inclusive workplace that embraces individual differences
- Difference in all forms, visible and non-visible
- A workplace which is free from discriminatory behaviors and business practices













- Equitable frameworks and policies, processes and practices that limit potential unconscious bias
- Equal employment opportunities based on capability and performance
- Awareness of the different needs of employees
- The provision of flexible work practices and policies to support employees
- Attraction and retention of a diverse range of talented people
- Respect and value differences that exist within our workforce and making reasonable adjustment when required

Team members: Value and respect the differences in others and speak up about behaviour that isn't consistent with this policy.

Aristocrat leaders: Role model and encourage behaviour consistent with our values and ways of working and contribute to continuous improvement in our culture, as well as actively balancing the needs of team members and the business when applying this policy.

CEO and Executive Leadership Team: Responsible for our inclusion strategy: provide strategic guidance on its implementation, monitor progress, report to the Board and act as ambassadors to drive inclusion across the organisation.

Aristocrat Board: Aims to attract and maintain a Board of Directors which has an appropriate mix of skills, experience and diversity and is responsible for governance, setting measurable objectives for achieving gender diversity and monitoring progress towards achieve them, disclosures and oversight of the inclusion strategy.

4. ARISTOCRAT'S DIVERSITY STRATEGY

The strategic priorities which form our diversity and inclusion strategy align to the current and emerging needs of the Aristocrat workforce. The priorities encompass building inclusion capabilities, flexibility (activity-based working), gender diversity and cultural diversity. By valuing and respecting our employees' uniqueness and positioning this as an advantage, Aristocrat frames its diversity and inclusion as supporting employees' growth and development and the company's sustainable growth as well as meeting the expectations of customers and shareholders. It also promotes all people-related processes and decisions are made free from bias to foster an environment free of discrimination, harassment, and bullying. The goal is to continuously work to integrate leading inclusion and diversity practices into our operations, to ensure diversity of thought and drive Aristocrat's success.

We aim to promote diversity and inclusion through the following actions:

- Attracting and retaining team members with a diverse mix of skills and experience;
- Setting measurable objectives for gender diversity and assessing progress annually;
- Encouraging and supporting flexible working arrangements, where practicable;
- Reviewing processes and systems on an ongoing basis to identify any significant trends or biases and developing actions to mitigate these;
- Ongoing enhancement of the inclusion strategy, which aims to promote all areas of diversity and establish measurable objectives and OKRs for initiatives and programs as they are developed; and
- Demonstrating zero tolerance towards behaviour that is inconsistent with this policy.













5. DIVERSITY AT ARISTOCRAT

To achieve a diverse and inclusive environment, we support the following programs and practices:

Recruitment, Selection and Promotion

Equal opportunity forms an integral part of the Recruitment and Selection Policy and we recognize the value of recruiting, selecting and promoting employees with different backgrounds, knowledge and experience. Our recruitment and selection processes identify candidates with the most suitable knowledge, skills, experience and personal values and as an equal opportunity employer, the recruitment processes are designed to promote equality. Testing, independent evaluations and behavioral interviewing are used to promote equitable and unbiased selection and promotion decisions.

Career Development and Performance

Employees are encouraged to develop and progress their careers through opportunities that build capability and all employees are supported to participate in career development conversations. Available opportunities for promotion and transfer are advertised to all employees to enable individuals to apply for roles to develop their career path.

We encourage and reward excellence. Performance is measured based on agreed objectives (OKRs) to remove bias and promote equity. An annual review of OKRs is conducted to ensure no gender disparity.

Talent and Succession Planning

Talent and succession planning are core practices within the organization and an annual process identifies high performing and high potential individuals across Aristocrat.

Talented individuals are identified based on their performance and potential and divisional reviews ensure that talent and succession decisions are equitable, consistent and aligned to diversity and equal opportunity principles across Aristocrat.

The talent and succession process is used to identify candidates for accelerated development programs and gender diversity is given consideration during candidate selection.

Activity Based Working (Flexibility)

At Aristocrat, we empower our people with a measure of control over where, when and how they work to balance individual, team and business needs. We believe roles can be performed flexibly. We have an Activity Based Working Framework and support tools which empower employees and Leaders to utilize, manage and embed this way of working.

Opportunities are available for employees on extended parental leave to maintain their connection with the organization. Options are available to receive all-staff communications and to attend work functions and training programs without any obligation.

Cultural and Religious Diversity

Employees from different cultures and religions are welcomed and valued. Employees who have cultural or religious commitments are supported to participate in these activities through Activity Based Work arrangements.













Gender Diversity

Gender equality at all levels of the organization is a key component of our Diversity Strategy. Increasing the representation of women at senior and at all levels of management will remain one of our strategic priorities on an ongoing basis.

In addition to recruitment protocols that promote gender diversity, there are several other initiatives such as:

- mentoring and support groups for employees who return from maternity and paternity leave
- identifying talented women through the talent and succession process
- annual remuneration analysis to address any gender pay gap
- targeting high potential women for leadership development to enable them to progress in their careers
- retaining our status as an accredited Breastfeeding Friendly Workplace to assist women to transition back from maternity leave.

Employee Consultation

Employees are consulted annually through surveys, focus groups and forums to gain insight into potential barriers to diversity and identify opportunities for further action.

6. REPORTING AND MEASURING DIVERSITY

Senior leaders annually set OKRs to ensure gender diversity is priority and leaders are held accountable.

The ESC regularly reviews diversity scorecards at the organization and business unit level. The diversity scorecard outlines diversity related metrics, the results of which can be used to measure diversity objectives and progress towards reducing the gender gap.

7. THE ROLE OF THE BOARD

The Board is responsible for setting measurable objectives for achieving gender diversity, conducting an annual review of those objectives and reporting on the progress against those objectives through the Corporate Governance Statement.

Management will update the Board on our Diversity & Inclusion strategy annually and the Board will also review this Policy periodically to monitor its effectiveness and whether any changes are required to the policy.

8. PROCEDURES

To ensure diversity is embedded in business practices and behaviors, our day to day procedures support diversity, inclusivity and equity.

9. ARISTOCRAT POLICIES

The Diversity & Inclusion Policy is supported by our Global Employee Handbook and Code of Conduct. Team members are encouraged to speak up if they become aware of any behaviors inconsistent with this policy. Employees who wish to report a breach in this policy should notify their manager and/or People & Culture Business Partner to resolve any grievances in connection with the policy.







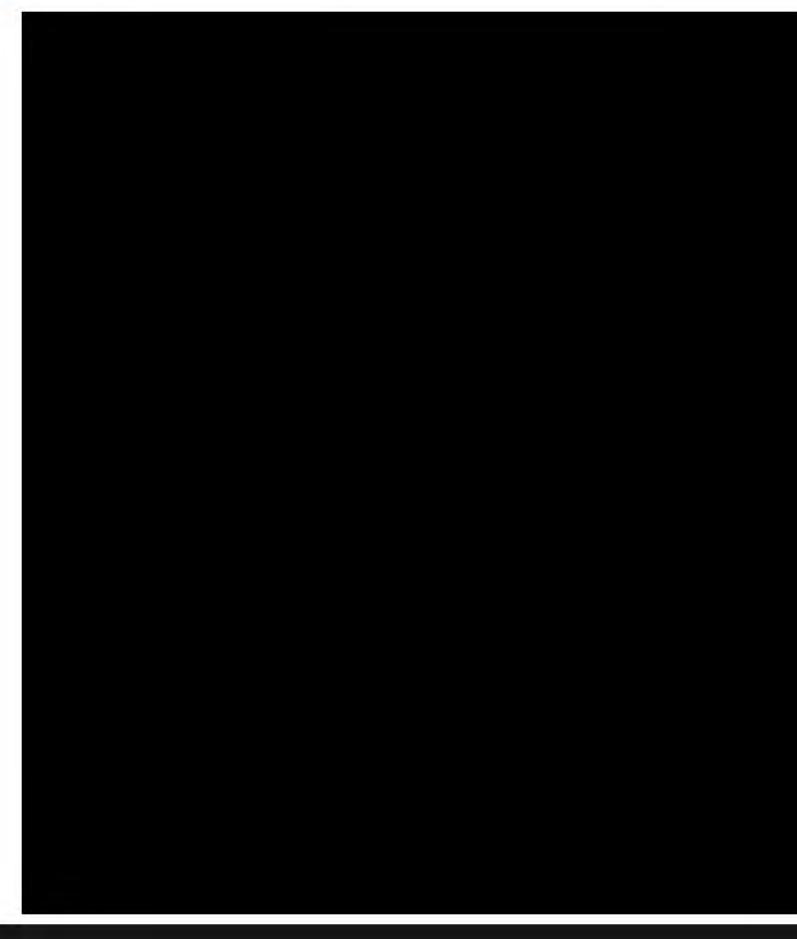


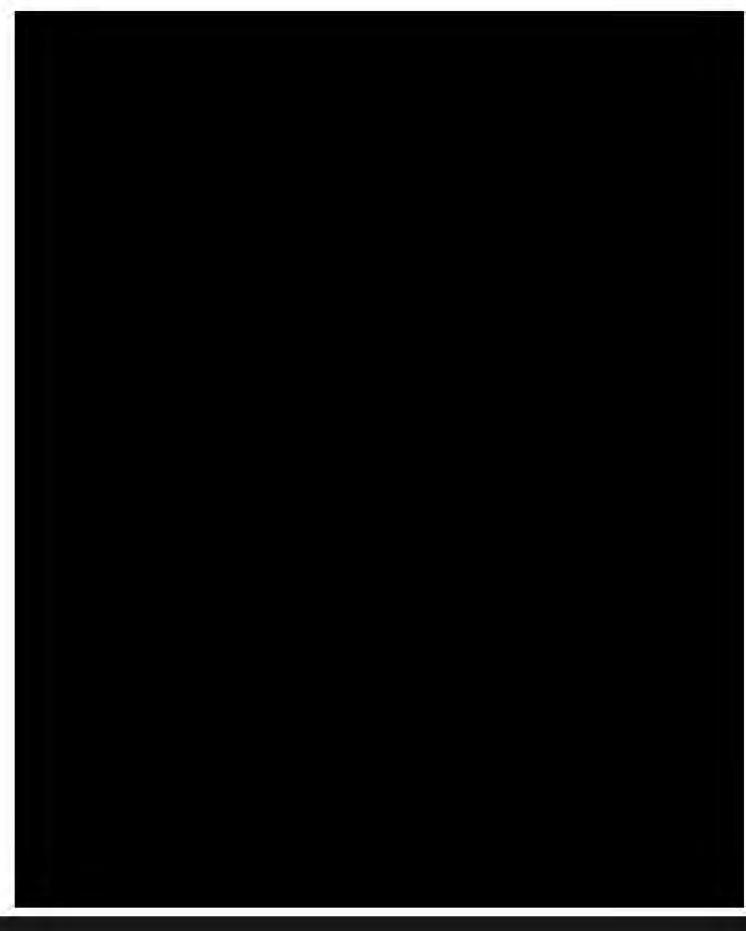




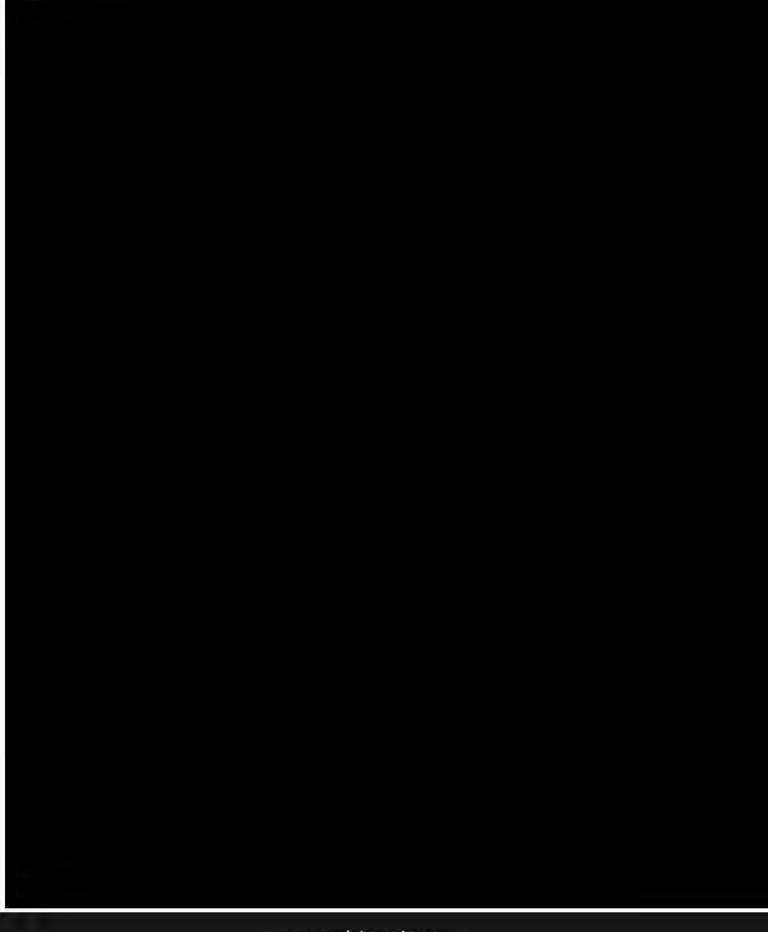
85 Epping Road No th Ryde, NSW 2113 Australia

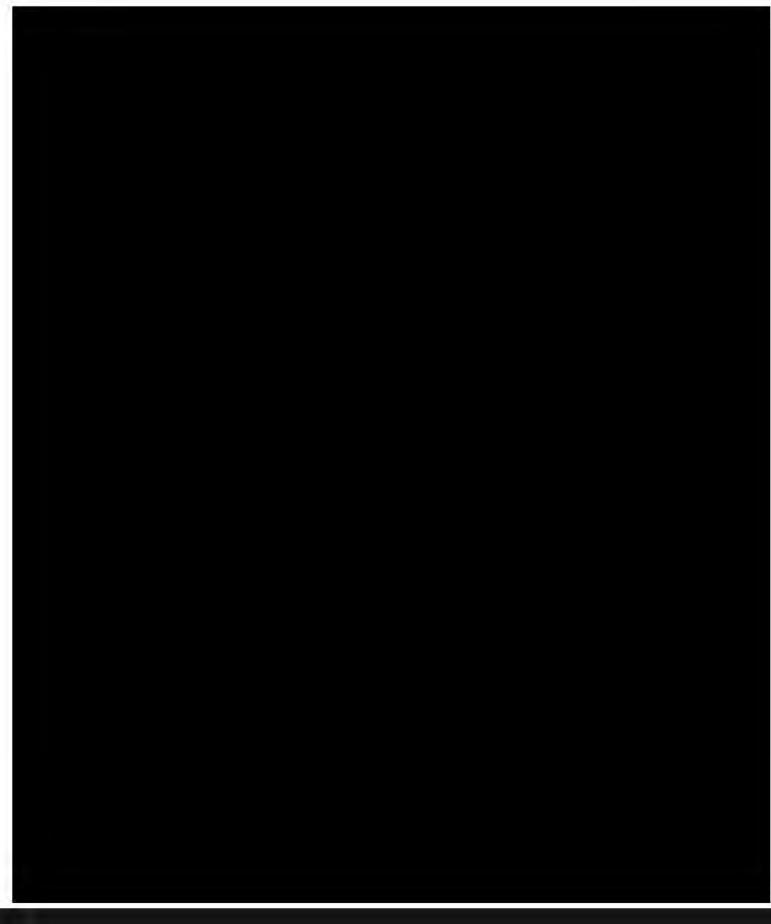
Phone: +61 2 9013 6000 Fax: +61 2 9013 6000





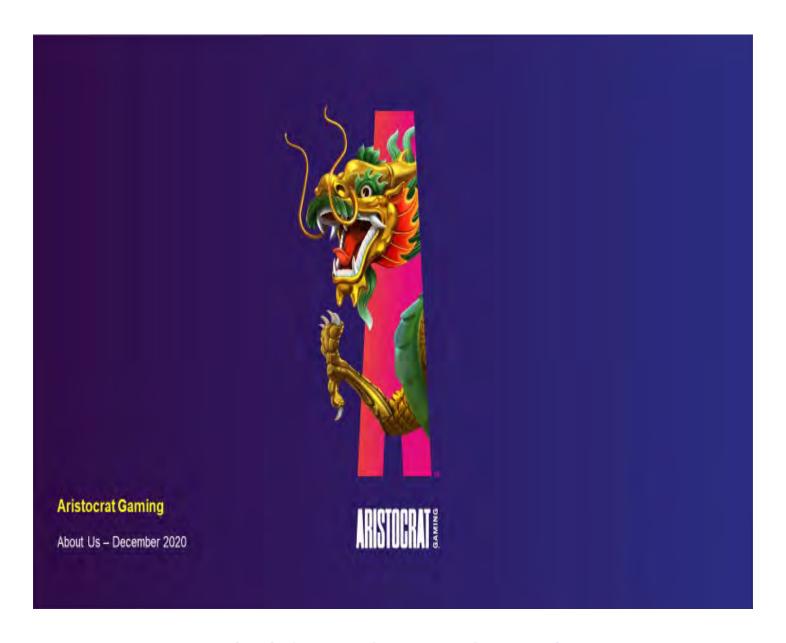








ARISTOCRAT PROPRIETARY AND CONFIDENTIAL INFORMATION ENDS



ARISTOCRAT GAMING REPORT NYS MWBE/SDVOB/WORKFORCE DIVERSITY

OUTREACH WEBINAR

1:00 - 2:00 PM

DECEMBER 3, 2020



ARISTOCRAT GAMING REPORT

NYS MWBE/SDVOB/WORKFORCE DIVERSITY

OUTREACH WEBINAR 1:00 - 2:00 PM**DECEMBER 3, 2020**

December 2020 Aristocrat Report

MEETINGS

KICK-OFF MEETINGS

During a period starting September 15 through October 21 2020a series of meetings were held with DACK Consulting Solutions, Inc ("DACK") and Aristocrat Gaming ("Aristocrat") to plan MWBE/SDOV/Workforce Diversity Outreach in New York State In attendance:

The Aristocrat Team included:

- Tanya Sherer, Director of Global Strategic Sourcing Compliance
- Darren Holley, Senior Vice President Global Operations
- Gary Toms, Senior Vice President Global Strategic Sourcing
- Lauralyn Sandoval, Vice President of New Markets
- Jeffrey Crozier, VLT Product Manager
- Max Skaare, Vice President of Technology Services

- Aleksandra Chancy, President
- Ronald Peek, Director of Business Development

STRATEGIC CONFERENCE CALLS

Wednesday, November 11, 2020 at 6:00 p m DACK Consulting Solutions, Inc ("DACK") had a conference call with Aristocrat

Aristocrat was represented by:

- Tanya Sherer, Director of Global Strategic Sourcing Compliance
- Max Skaare, Vice President of Technology Services
- Lauralyn Sandoval, Vice President of New Markets
- Jeffrey Crozier, VLT Product Manager

DACK was represented by:

- Aleksandra Chancy, President
- · Ronald Peek, Director of Business Development
- Barbara Joyner, MWBE Compliance Officer
- Irene Fiorello, MWBE Compliance Officer

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8. Zoom Chat
9. Evaluation Form
10. DACK Skill Matching Form

December 2020 Aristocrat Report

Discussion topics included:

- Confirmation for approval of vendor/job fair flyer to be distributed
- Components of Aristocrat presentation
- Aristocrat Team discussed:
 - o Business model
 - o Expansion to New York
 - o Projects they desire within New York State market
 - o Significance of their prospective projects to communities in New York State
 - o Potential employment opportunities
 - o Methods to demonstrate sincere intent for meeting NYS MWBE/SDVOB and workforce diversity goals
- DACK offered that the process of reaching out to the Department of Labor, NYS Development (ESD), churches, and community-based groups already started to spread the word about the Webinar through the distribution of Save The Date flyers
- . The call concluded with Aristocrat and DACK vowing to have draft presentations in circulation by the following week

Friday, November 20, 2020 at 12:30 p m DACK Consulting Solutions, Inc ("DACK") had a conference call with Aristocrat

Aristocrat was represented by:

- Tanya Sherer, Director of Global Strategic Sourcing Compliance
- Max Skaare, Vice President of Technology Services
- Lauralyn Sandoval, Vice President of New Markets
- Jeffrey Crozier, VLT Product Manager

DACK was represented by:

- Aleksandra Chancy, President
- Ron Peek, Director of Business Development
- Barbara Joyner, MWBE Compliance Officer
- Irene Fiorello, MWBF Compliance Officer

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Aristocrat edited their slides

Tanya stated that Aristocrat will control the slides

opportunity to edit/add to it and for their approval

Discussion topics included

may have with Zoom

Discussion topics included:

- Confirmation of vendor/workers registered for the December 3, 2020 Webinar (approximately 50 as of 11-20-20)
- Zoom was chosen as webinar technology
- Reminder Eblast to be sent on 11-23-20
- The Zoom link will go out 11-30-20
- · Webinar personnel roles
- Slide format
- · Aristocrat final copy to DACK asap
- Aristocrat will update their NY racetrack map
- DACK will develop a one-page synopsis of Aristocrat to send out to participants post webinar
- Aristocrat would like to be introduced as "Aristocrat Gaming"

The call concluded with Aristocrat request for a copy of all the vendor/workers that registered. DACK will include that information in the report for the December 3, 2020 Outreach

Monday, November 30, 2020 at 6 p.m. DACK Consulting Solutions, Inc ("DACK") had a conference call with Aristocrat

Aristocrat was represented by:

- Tanya Sherer, Director of Global Strategic Sourcing Compliance
- Max Skaare, Vice President of Technology Services
- Lauralyn Sandoval, Vice President of New Markets
- Jeffrev Crozier, VLT Product Manager

DACK was represented by:

- Aleksandra Chancy, President
- Ronald Peek, Director of Business Development
- Barbara Jovner, MWBE Compliance Officer
- Irene Fiorello, MWBE Compliance Officer

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December 2020 Aristocrat Report

EVENT

MWBE/SDVOB/WORKFORCE DIVERSITY WEBINAR INTRODUCING ARISTOCRAT

Thursday, December 3, 2020

In attendance

Aristocrat Gaming

- Rob Schramer Senior Vice President of Strategic Initiates
- Lauralyn Sandoval Vice President of New Markets
- Tanya Shearer Director of Global Strategic Sourcing Compliance
- Jeff Crozier Product Manager of Video Lottery Terminal
- Max Skaare Vice President of Technology Services

DACK

- Aleksandra Chancy President
- Barbara Joyner M/WBE Compliance Officer
- Irene Fiorello M/WBF Compliance Officer

DACK introduced Aristocrat

Aristocrat promoted regional business and work opportunities for M/WBE/SDVOB Vendors/Workers

The panel of speakers included:

Aristocrat Gaming

- Rob Schramer Senior Vice President of Strategic Initiates
- Lauralyn Sandoval Vice President of New Markets
- Tanya Shearer Director of Global Strategic Sourcing Compliance
- Jeff Crozier Product Manager of Video Lottery Terminal
- Max Skaare Vice President of Technology Services

- Aleksandra Chancy President
- Barbara Joyner M/WBE Compliance Officer

DACK has attached a list of Participants and the dialogue that took place (Chat) during the question and answer period at the end of the Event in the Attachments Section of this Report

COMMUNITY OUTREACH

DACK collaborated with Aristocrat to create a marketing fiver that was distributed via E-blast to churches. town halls, and other community-based organizations throughout New York State in an effort to inform communities about the potential opportunities with Aristocrat. The outreach took place on December 3, 2020. (The Flyer is attached to this report)

Aristocrat discussed what personnel would be presenting each of their portions of the presentation

Aristocrat suggested everyone sign in 30 minutes prior to start of webinar to confirm everything will run

DACK would provide the webinar summary to Aristocrat prior to the webinar to allow them the

The call concluded with emphasis that Aristocrat and DACK teams sign on early to resolve any technical issues we

Aleksandra discussed providing the Outreach Summary to be sent to the attendees

OUTREACH DETAILS

DACK reached out to various vendors/workers across New York State. The results from our effort through Vertical Response are documented below. We sent out a Save the Date eblast, Reminder eblast with the Eventbrite link attached and a Zoom Link to attract potential participants.

Below is the breakdown of what the Eblasts sent out identify.

How many flyers went out How many Clicks on the flyer How Many Bounces How many people Unsubscribed Spam Complaints Non-Responders

Summary of Eblasts Sent Out on November 9, November 17, November 23, November 30, December 1, and December 2

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December 2020 Aristocrat Report December 2020 Aristocrat Report

> Save the Date Eblast with Eventbrite Link sent out November 23, 2020 Original Email: Copy of Save the Date 12-3-20 for NYS Casino Vendorijob Fax - Register To

Save the Date-Sent out November 9, 2020



Save the Date Eblast with Eventbrite Link sent out November 17, 2020



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December 2020 Aristocrat Report



DACK

December 2020 Aristocrat Report

Zoom Link Eblast that went out to Registered participants on November 30, 2020, December 2, and December 3

Below is the link for you to join us at the NYS Casino Vendor/Job Fair Introducing Aristocrat on Thursday, December 3, 2020 at 1:00 pm EST (10:00 AM PST).

Barbara Joyner is inviting you to a scheduled Zoom meeting.

Join Zoom Meeting https://zoom.us/j/99428416143?pwd VUFobVJwclRoYUg0cGJ6bXJrdVE2UT09

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Dial by your location

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- +1 301 715 8592 US (Washington D.C)
- +1 253 215 8782 US (Tacoma) +1 346 248 7799 US (Houston)
- +1 669 900 9128 US (San Jose)

Meeting ID 994 2841 6143 Passcode 981644

Find your local number https://zoom.us/u/abQ3mcMsUU

Regards,

Barbara Jovner

M/WBE/SDVOB Compliance Division

D|A|C|K Consulting Solutions, Inc.

2 William Street - Suite 202 White Plains, NY 10601

mwbearistrocrat@dackconsulting.com

(646) 945 0174

Save the Date Eblast with Eventbrite Link sent out November 30, 2020



Save the Date Eblast with Eventbrite Link sent out December 2, 2020





Below is the Eventbrite Dashboard that tells us how many tickets were requested for the event.

Eventbrite Dashboard Completed Congratulations on comple 130 Tickets Sold / 500 Tickets sold Add-ons sold 0 Page views 453 Tickets sold Available Free Tickets sold via Eventbrite Channels Learn more Pending 0 130 Available Sales by Ticket Type Ticket Type 12/3/20 11 30 PM General Admission 130/500 Ended

REFERRAL LOGS

As a component of DACK's role to aid Aristocrat in demonstrating their good faith effort, all contact activities and requests were documented, to provide a clear view of Aristocrat's determination. To achieve this goal, the following logs are maintained:

Aristocrat Communications Log - documenting all the communication between DACK and interested vendors/workers

Aristocrat Eventbrite Log – indicating the number of anticipated participants registered for the Aristocrat MWBE/SDVOB Workforce Diversity event.

The most current logs are attached to the report

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December 2020 Aristocrat Report

ATTACHMENTS:

- 1. Aristocrat Communication Log
- 2. Aristocrat Eventbrite Log
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COMMUNICATIONS LOG

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ARISTOCRAT FLYER WITH REGISTRATION LINK



NYS CASINO VENDOR/JOB FAIR

INTRODUCING



We are looking for reliable MWBE Vendors and Workers to join our team for gaming services and support for roles such as:

- Service Technicians & Supervisors
- Slot Machine Transportation and Logistics
- Recruiting Services
- Temporary Hotel and Lodging Services
- Other Game Installation and Support Services

Register Today!

For

Thursday, December 3, 2020

1:00 pm - 2:00 pm EST

We hope you will join us!



ARISTOCRAT TIMELINE

DAY	DATE	TASK	RESPONSIBLE	COMMENTS
WEDNESDAY	1 /4/2020	Zoom meeting to meet Aristocrat and EMI (Express Manufacturing Inc.) and discuss MWBE Certification for EMI		Done 11-4-20
THURSDAY	1 /4/2020	Send Save The Date notice to Aristocrat for Approval	Barbara	Done 11/5/2020
FRIDAY	1 /9/2020	Send Out Approved Save The Date Notice VIA Email Blast	Barbara & Ireve	Done 11-9-20
WEDNESDAY	11/11/2020	Prepare Presentation - Draft (1)	Barbara & Irene	Done
MONDAY	11/16/2020	Update Presentation Material to create Final Presentation	Barbara & Irene	Sent to Aristocrat and they sent their presentation to DACK
MONDAY	11/17/2020	Send Approved Flyer out and Call People	Barbara & Irene	Done
MONDAY	11/16/2020	Record Responses	Barbara & Irene	Communication Log and Registration Log
MONDAY	11/16/2020	Create Power Point Presentation	Barbara	Done
TUESDAY	11/17/2020	Send Outline to Aristocrat for Approval & Additional Information	Barbara	Done
WEDNESDAY	1 /17/2020	Review Presentation - Practice Presentation		Registration w II be from Nov. 18th to Dec. 3rd
WEDNESDAY	11/18/2020	Send Out Registration Eblast	Barbara & Irene	Done
THURSDAY	11/19/2020	Confirm Aristocrat Is Prepared For Webinar		Practice DACK's Presentation. Ask Aristocrat for a copy of their presentation
MONDAY	11/23/2020	Send out Reminder Eblast	Barbara & Irene	Done
MONDAY	11/30/2020	Send out Reminder Flyer with Zoom Link	Barbara & Irene	Practice DACK's Presentation Meeting with Aristocrat
THURSDAY	12/3/2020	Sign on early to make sure connection video and audio are working properly.		Are we sending out a copy of presentation to participants? No a Summary of Presentation

ARISTOCRAT TIMELINE FOR DECEMBER 3, 2020 EVENT

NYS CASINO VENDOR JOB FAIR INTRODUCING ARISTOCRAT

PRESENTATION

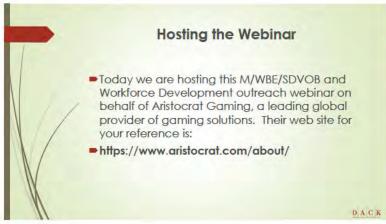


Good afternoon.

Thank you for attending today.

I am an M/WBE Compliance Officer with DACK Consulting Solutions Inc.

Our web site for your reference is: https://www.dackconsulting.com





Why are Aristocrat and DACK working together?

DACK has been hired by Aristocrat to aid them in working with NYS M/WBE/SDVOB owned businesses and putting together a diverse workforce.

DACE

Outreach Purpose

The purpose of this outreach is to inform M/WBE/SDVOB businesses and communities throughout New York State of the potential contracting and employment opportunities associated with the Aristocrat business model.

DACK

Achieving or Exceeding the M/WBE Diversity Goal

Aristocrat and DACK are committed to working with Minority and Women owned businesses ("M/WBE") and Service-Disabled Veteran Owned businesses ("SDVOB") and a diverse workforce. We are committed to achieving or exceeding the Diversity goal.

DACK

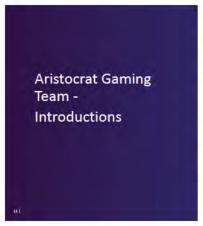
Helping You Get Certified

We will also assist companies that are not M/WBE/SDVOB certified to apply for certification with New York State Empire State Development and OGS as firms must be NYS certified MWBE/SDVOB for Aristocrat to meet their diversity goals.

DACK







Rob Schramer,
Senior Vice President of Strategic Initiates
Lauralyn Sandoval,
Vice President of New Markets
Tanya Shearer,
Director of Global Strategic Sourcing Compliance
Jeff Crozier,
Product Manager of Video Lottery Terminal
Max Skaare,
Vice President of Technology Services

Aristocrat Gaming – At a Glance

OUR VALUES
All About the Player
Talent Unleashed
Collective Brilliance
Good Business Good Citizen
guide and inspire our teams every of

Good Business Good Critizen guide and inspire our teams every day and help us realise our mission of BRINGING JOY TO LIFE THROUGH THE POWER OF PLAY



Aristocrat has consistently delivered high quality, sustainable growth by protecting and expanding our core business, and capturing opportunities in new markets and segments, both organically and through disciplined M&A.

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ARISTOCRAT

Aristocrat Gaming - At a Glance

Aligned with Aristocrat's Core Value: "Good Business, Good Citizen"



Aristocrat Gaming - We Provide Industry Leading Games

Our values are rooted in creativity and technology.

We have a rich history of innovation that has shaped our industry over many decades.

In over 80 countries we offer a unique blend products and services.

WE ARE PROUD TO BE A GLOBAL GAMES POWERHOUSE



ARISTOCRAT

Aristocrat Gaming - Our Values Guide Us

Aligned with Aristocrat's Core Value: "Good Business, Good Citizen"

OUR VALUES

We have a strong focus on culture across our business because we know that a healthy culture inspires and motivates our people and helps us to attract and retain the very best talent in the



Aristocrat Gaming - Our Values Guide Us

Aligned with Aristocrat's Core Value: "Good Business, Good Citizen"





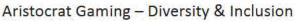




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Aligned with Aristocrat's Core Value: "Good Business, Good Citizen"

DIVERSITY & INCLUSION

Employees play a key role in bringing our diversity and inclusion commitments to life. For example, our Global D&I Councils, which operate in all regions, create and lead their own local diversity and inclusion events and initiatives, engaging local employees in ways that are meaningful and relevant to them.



ARISTOCRAT F







New York Racetrack VLT Market – History / Background

- New York State legalized <u>Video Lottery Terminals</u> (VLT) in 2001, with operations commencing in 2003-2004
- \$21 billion approximate net win to date with 8 tracks operating approximately 17,300 units earning \$335 per day per machine.
 Revenue has been increasing every year since inception.
- Balance of Gross Gaming Revenue (GGR) Distribution 46% education, 12% racing and breeding, 10% lottery administration, 9% capital investment including marketing, 23% operations
- The existing Video Lottery contract has been in existence for over 15 years. The gaming commission has declared plans to issue a Request For Proposal (RFP) allowing new suppliers for 2021.

Month	Cedits Flaged	Free Play Allowance	Gedita Wos	Not Wiles	Arg Dally VCArs	WeVGM per Day
Apr-19	\$3,478,406,600	\$22,806,366	\$3,271,612,825	\$183,987,497	18,400	\$333
May:12	\$2,410,625,841	\$21,716,664	\$3,211,105,671	\$164,944,919	17,228	2216
Am-19	\$3,297,821,474	\$29,651,123	\$3,101,878,941	\$172,291,410	17,221	\$333
Jul-19.	\$3,340,273,280	\$27,134,341	\$3,142,368,313	\$175,770,631	17,215	\$325
Aug-10	\$3,423,130,026	\$21,182,276	\$3,210,960,674	\$181,007,075	17,219	\$339
Sep-19	\$3,222,864,474	\$21,518,724	\$3,008,605,485	\$177,740,261	17,381	\$331
Oct-19	\$3,254,592,431	\$29,609,574	\$3,011,221,396	\$177,501,461	17,525	\$316
Nov-19	\$3,243,607,922	\$19,951,471	\$3,051,109,109	\$172,547,343	17,485	\$325
Dec-15	\$3,5%,714,260	\$25,040,686	\$3,114,290,101	\$171,368,311	17,271	\$330
Jan-20	\$3,347,572,352	\$29,539,555	\$3,160,851,230	\$175,181,563	16,941	\$335
Feb-20	\$3,347,410,121	\$21,593,913	\$3,148,429,600	\$177,386,517	16,658	\$363
Mar-20						
Total	\$35,772,216,921	\$230,989,784	\$34,812,602,453	\$1,940,726,688	17,341	\$334
		0.65%	94.07%	5.28%		

Sick of New Orl Gaming Commission-websit

TARBOTZIRA

New York Racetrack VLT Market - Games Overview



- Regulated and managed by the New York Gaming Commission
 Games designed meeting legal requirements adopted specifically for NY racetracks

- Games are video and mechanical reel style

 No new games supplier RFP since 2003 has limited competition to only
 two vendors

 - two vendors

 International Game Technology (IGT)

 Scientific Games
 Anticipated new games supplier RFP will

 Increase competition with new suppliers
 Bring new world class games to the market
 Provide new opportunities for MWBE comps

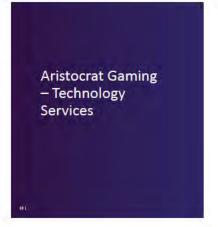
New York Racetrack VLT Market - Properties



- Empire City Casino at Yonkers (Westchester County) Batavia Downs (Genesee County) Finger Lakes Gaming/Racetrack (Ontario County)

- Finger Lakes Gaming/Racetrack (Unitario County)
 Hamburg Gaming (Erie County)
 Jakes 58 Hotel and Casino (Suffolk County)
 Resorts World Casino at Aqueduct (Queens County)
 Saratoga Casino Hote (Saratoga County)
 Vernon Downs (Oneida County)

ARISTOCRATE **ARISTOGRAM**





Aristocrat Gaming - Technology Services



- · ISO Certification Pursuit Underway
- Solid Service Culture
- · Ranked #1 as "Setting the Standard in the Gaming Industry"
- Service Level Driven with Reponses Times
- · High Touch, White Glove Model, Quality of Delivery
- · Recent MWBE Experience in Pennsylvania

"Installation and support organization for our products throughout the Americas"



Aristocrat Gaming - NY VLT Requirements









Permanent Service Technicians & Supervisors

- Gaming License Eligible
- · 2 years junior college, Military, Industry Experience
- · Temporary positions during Start-up
- · Utilization of Employment Agencies

Support Services for the Labor Team

- Lodging and Services such as Catering
- Uniform Sourcing
- · Tools Sourcing (Sign Jacks, Hand tools, etc.)
- · Service Van Leasing

Aristocrat Gaming - NY VLT Requirements



Game Transportation & Logistics

- · "Door to Door" Las Vegas to New York
- · "White Glove Service"
- · Typical 53' trailers
- · Blankets and straps

Temporary Warehousing

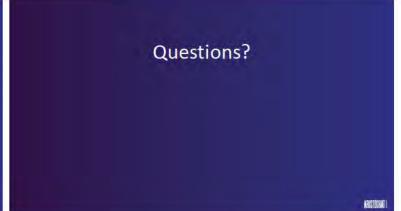
- · Secure with Surveillance
- · Compliance Review by Regulatory body
- · Distribution Deliveries with Small Trucks

ARISTOCRAT (

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TAKSOTZIKA







Outreach Summary

Thank you all for attending the NYS Casino Vendor/Job Fair introducing Aristocrat on Thursday, December 3, 2020

Aristocrat Gaming ("Aristocrat") and DACK Consulting Solutions, Inc ("DACK") are committed to working with Minority and Women owned businesses ("M/WBE"), Service-Disabled Veteran Owned businesses ("SDVOB") and developing a diverse workforce team We are committed to achieving or exceeding these diversity goals

Aristocrat described a preliminary overview of the potential contracting opportunities for M/WBE/SDVOB businesses and areas of possible employment regarding New York State government procurement, including:

Support Services for the Labor Team

- Lodging and Services
- Uniform Sourcing
- · Equipment Sourcing
- Vehicle Leasing

Game Transportation & Logistics

- "Door to Door" Las Vegas to New York "White Glove Service"
- Typical 53' trailers
- Blankets and straps

Temporary Warehousing

- Secure with Surveillance
- Compliance Review by Regulatory body
- · Distribution Deliveries with Small Trucks

Individual companies that are not M/WBE/SDVOB certified, please apply for certification through Empire State Development ("ESD") and SDVOB certification through NYS Office of General Services

NYS CASINO VENDOR JOB FAIR INTRODUCING ARISTOCRAT

> **PRESENTATION SUMMARY**

For more information, call NYS ESD in your area or visit the website listed below:

Empire State Development - Main Offices

633 Third Avenue - Floor 37 New York, NY 10017 (212) 803-3100

625 Broadway Albany, NY 12245 (518) 292-5100

95 Perry Street, Suite 500 Buffalo, NY 14203 (716) 846-8200

https://www.ny.gov/services/apply-mwbe-certification-new-york-state

NYS MWBE Help Line at (212) 803-2414

NYS Office of General Services

https://www.ny.gov/services/become-certified-service-disabled-veteran-owned-small-business

VeteransDevelopment@ogs ny gov (518) 518-474-2015

ZOOM PARTICIPANTS LIST

Please forward all inquiries concerning Aristocrat to: mwbearistocrat@dackconsultiong.com or call (914) 686-7102

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Name (Original Name)	User Email	Join Time	Leave Time	(Minutes)	Patrice		12/ /2020 12:57	12/3/2020 13:00	4
DACK Consulting (Barbara Joyner)	marketing2@dackconsulting.com	12/3/2020 11 09	12/3/2020 14:03	175	Tim.Murphy	1	12/ /2020 12:57	12/3/2020 13:00	4
Reena Walker		12/3/2020 11:29	12/3/2020 13:00	92		19179998800	12/ /2020 12:57	12/3/2020 14:02	66
Erica Cornier		12/3/2020 12:29	12/3/2020 12:29	0	Cassandra C	Cassillas - Brandemix	12/ /2020 12:57	12/3/2020 13:00	4
Irene Fiorello	irene.fiore lo@gmail.com	12/3/2020 12:30	12/3/2020 12:30	1	Bradley & B	larnett Agency	12/ /2020 12:57	12/3/2020 13:01	4
Irene Fiorello	irene.fiore lo@gmail.com	12/3/2020 12:30	12/3/2020 14:03	93	Terry Bandy	terry.bandy@architechsolutions.com	12/ /2020 12:57	12/3/2020 13:00	4
Hollis		12/3/2020 12:31	12/3/2020 12:45	14	Mel		12/ /2020 12:58	12/3/2020 13:01	3
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Ron Peek		12/3/2020 12:45	12/3/2020 12:45	1	Felicitas Iza	r	12/ /2020 12:58	12/3/2020 13:01	3
Tanya Shearer	tanya.shearer@aristocrat.com	12/3/2020 12:45	12/3/2020 12:46	1	Eloy Martin	ez eloy.martinez@aristocrat.com	12/ /2020 12:58	12/3/2020 13:00	3
Ron Peek		12/3/2020 12:46	12/3/2020 14:03	78	Ron Cole	rcole@outlookconsulting lc.com	12/ /2020 12:58	12/3/2020 13:00	3
Tanya Shearer	tanya.shearer@aristocrat.com	12/3/2020 12:46	12/3/2020 14:02	77	Nancy		12/ /2020 12:59	12/3/2020 13:00	2
Jason Moak		12/3/2020 12:47	12/3/2020 13:00	14	Denise		12/ /2020 12:59	12/3/2020 13:01	2
Dina Meindl	dina@drmunlimited.net	12/3/2020 12:47	12/3/2020 12:47	1	Tiarra		12/ /2020 12:59	12/3/2020 13:00	2
Isabel		12/3/2020 12:49	12/3/2020 13:01	12	Dina Meind	Il dina@drmunlimited net	12/ /2020 12:59	12/3/2020 13:00	2
Lauralyn Sandoval	lauralyn.mccarthy@aristocrat.com	12/3/2020 12:50	12/3/2020 12:52	2	Keith Harpe	er keith@aandbtalent.com	12/3/2020 12:59	12/3/2020 13:00	2
Ronald Peek	rpeek@dackconsulting.com	12/3/2020 12 50	12/3/2020 12:56	6	Michelle# L	aurie and Ron	12/ /2020 12:59	12/3/2020 13:00	2
Jeffrey Crozier	jeffrey.crozier@aristocrat.com	12/3/2020 12:51	12/3/2020 12:52	2	Max Skaare	max.skaare@aristocrat com	12/ /2020 12:59	12/3/2020 14:02	63
Jeff Crozier (Jeffrey Crozier)	jeffrey.crozier@aristocrat com	12/3/2020 12 52	12/3/2020 14:02	70	Brandy Lom	ibardo	12/ /2020 13:00	12/3/2020 13:00	1
Lauralyn Sandoval	lauralyn.mccarthy@aristocrat.com	12/3/2020 12:52	12/3/2020 14:02	70	glennchinn		12/ /2020 13:00	12/3/2020 13:00	1
Hollis		12/3/2020 12:52	12/3/2020 13:00	9	Karen Nabir	iger	12/ /2020 13:00	12/3/2020 13:00	1
Terry Wi lis		12/3/2020 12:53	12/3/2020 13:00	8	Anisha		12/ /2020 13:00	12/3/2020 13:00	1
jesus linares		12/3/2020 12:53	12/3/2020 13:01	8	Lateef Belfo	n'	12/ /2020 13:00	12/3/2020 13:01	1
Heather Kollar	heather@h2ocleanse.com	12/3/2020 12 54	12/3/2020 13:00	7	Everett		12/ /2020 13:00	12/3/2020 13:00	1
paulzuber		12/3/2020 12:55	12/3/2020 13:01	6	mark lavin		12/ /2020 13:00	12/3/2020 13:00	1
D'JVONNE DAVID		12/3/2020 12:55	12/3/2020 13:00	6	Mercedes C	asamayor	12/ /2020 13:00	12/3/2020 13:02	3
Matthew Linares	matthew inares95@gmail.com	12/3/2020 12:55	12/3/2020 13:00	6	Jessica		12/ /2020 13:00	12/3/2020 13:00	1
Adrienne		12/3/2020 12:55	12/3/2020 12:55	1	George Petr	èrs	12/ /2020 13:00	12/3/2020 13:01	1
Gfran		12/3/2020 12:55	12/3/2020 13:00	6	Anisha		12/ /2020 13:00	12/3/2020 14:02	63
iPhone		12/3/2020 12:55	12/3/2020 13:00	6	mark lavin		12/ /2020 13:00	12/3/2020 14:03	63
Praful Patel		12/3/2020 12:55	12/3/2020 13:00	6	iPhone		12/ /2020 13:00	12/3/2020 13:20	20
15188696 00		12/3/2020 12:56	12/3/2020 14:02	67	Cassandra C	Cassillas - Brandemix	12/3/2020 13:00	12/3/2020 14:04	64
Karen D Peri		12/3/2020 12:56	12/3/2020 13:00	5	Karen DiPer	1	12/ /2020 13:00	12/3/2020 14:02	62
Max Skaare	max.skaare@aristocrat.com	12/3/2020 12 56	12/3/2020 12:59	4	Ronald Peel	k rpeek@dackconsulting.com	12/ /2020 13:00	12/3/2020 13:03	3
Robert Schramer	robert.schramer@aristocrat.com	12/3/2020 12:56	12/3/2020 13:00	5	Michelle# L	aurie and Ron	12/ /2020 13:00	12/3/2020 14:03	63
Ronald Peek	rpeek@dackconsulting.com	12/3/2020 12 56	12/3/2020 12:57	1	Ron Cole	rcole@outlookconsulting lc.com	12/ /2020 13:00	12/3/2020 13:50	50
Adrienne Horgan	ahorgan89@hotmail.com	12/3/2020 12:57	12/3/2020 13:00	4	Matthew Li	nares matthewlinares95@gmail.com	12/ /2020 13:00	12/3/2020 14:02	62

Terry Wi lis		12/3/2020 13 00	12/3/2020 14:02	62	164624629	42	12/ /2020 13:45	12/3/2020 14:03	19
Brandy Lombardo		12/3/2020 13 00	12/3/2020 14:03	63	Hollis		12/ /2020 13:00	12/3/2020 13:49	49
Jason Moak		12/3/2020 13 00	12/3/2020 14:02	62	Denise		12/ /2020 13:01	12/3/2020 14:02	62
Gfran		12/3/2020 13 00	12/3/2020 14:02	62	Julian J		12/ /2020 13:01	12/3/2020 13:05	4
Praful Patel		12/3/2020 13 00	12/3/2020 14:02	62	Sandra Cirrincione		12/ /2020 13:02	12/3/2020 13:05	3
Jessica		12/3/2020 13 00	12/3/2020 14:02	62	iPhone		12/ /2020 13:02	12/3/2020 13:05	3
Adrienne Horgan	ahorgan89@hotmail.com	12/3/2020 13:00	12/3/2020 14:02	62	Danielle Lopez	daniellelopez770@gmail.com	12/ /2020 13:02	12/3/2020 13:05	3
Keith Harper	keith@aandbtalent.com	12/3/2020 13:00	12/3/2020 14:02	62	Peter C Ling LLC	· · · · · ·	12/ /2020 13:03	12/3/2020 13:05	3
glennchinn		12/3/2020 13 00	12/3/2020 14:02	62	Chethan's iPad		12/ /2020 13:03	12/3/2020 13:05	2
K Raj		12/3/2020 13 00	12/3/2020 14:02	62	Carolyn S		12/ /2020 13:03	12/3/2020 13:05	2
Tim.Murphy		12/3/2020 13 00	12/3/2020 14:03	63	Renayla Wilber	r.wilber87@yahoo.com	12/ /2020 13:04	12/3/2020 13:05	1
Robert Schramer	robert.schramer@aristocrat.com	12/3/2020 13 00	12/3/2020 14:02	62	Mercedes Casamayor	mcasamayor@caswood com	12/ /2020 13:04	12/3/2020 13:05	1
Terry (Terry Bandy)	terry bandy@architechsolutions.com	12/3/2020 13 00	12/3/2020 14:02	62	Coretta Washburn	coretta@r2cw.com	12/ /2020 13:04	12/3/2020 13:05	1
Heather Kollar (Heather Koll	ar) heather@h2ocleanse.com	12/3/2020 13:00	12/3/2020 14:02	62	Julian J		12/ /2020 13:05	12/3/2020 13:52	47
Nancy Pavis - WBE / Empire	Electronics (Nancy)	12/3/2020 13:00	12/3/2020 14:02	62	Chethan's iPad		12/ /2020 13:05	12/3/2020 14:02	58
Patrice		12/3/2020 13 00	12/3/2020 13:43	43	Coretta Washburn	coretta@r2cw.com	12/ /2020 13:05	12/3/2020 13:26	22
Eloy Martinez	eloy.martinez@aristocrat.com	12/3/2020 13 00	12/3/2020 14:02	62	Sandra Cirrincione		12/ /2020 13:05	12/3/2020 14:02	58
D'JVONNE DAVID		12/3/2020 13 00	12/3/2020 14:02	62	Mercedes Casamayor	mcasamayor@caswood com	12/ /2020 13:05	12/3/2020 14:02	58
Everett		12/3/2020 13 00	12/3/2020 13:57	57	Peter C Ling LLC		12/ /2020 13:05	12/3/2020 14:02	58
Dina Meindl	dina@drmunlimited.net	12/3/2020 13:00	12/3/2020 13:59	59	Danielle Lopez	daniellelopez770@gmail.com	12/ /2020 13:05	12/3/2020 14:02	58
Tiarra		12/3/2020 13 00	12/3/2020 14:03	63	Renayla Wilber	r.wilber87@yahoo.com	12/ /2020 13:05	12/3/2020 14:01	56
Reena Walker		12/3/2020 13 00	12/3/2020 14:02	62	iPhone		12/ /2020 13:05	12/3/2020 13:47	43
1	5183883316	12/3/2020 13 01	12/3/2020 13:47	47	Carolyn-AWICS Security (Carolyn S)		12/ /2020 13:05	12/3/2020 14:02	58
Karen Nabinger		12/3/2020 13 01	12/3/2020 14:03	63	Erica Cornier		12/ /2020 13:05	12/3/2020 13:05	1
D&D Donnell J. Slay		12/3/2020 13:01	12/3/2020 14:02	62	Erica Cornier		12/ /2020 13:05	12/3/2020 14:02	57
Isabel		12/3/2020 13 01	12/3/2020 14:02	62	Kate Morris	kate morris@echoesindesign.com	12/ /2020 13:06	12/3/2020 13:06	1
paulzuber		12/3/2020 13 01	12/3/2020 14:02	62	Kate Morris	kate morris@echoesindesign.com	12/ /2020 13:06	12/3/2020 13:58	53
Lateef Belfor		12/3/2020 13 01	12/3/2020 13:57	57	Hansel		12/ /2020 13:07	12/3/2020 13:07	1
Felicitas Izar		12/3/2020 13:01	12/3/2020 14:02	62	Hansel		12/ /2020 13:07	12/3/2020 14:03	56
Bradley & Barnett Agency		12/3/2020 13 01	12/3/2020 14:03	63	RooseveltAllen 76.		12/ /2020 13:08	12/3/2020 13:08	1
jesus linares		12/3/2020 13 01	12/3/2020 14:03	63	RooseveltAllen 76.		12/ /2020 13:08	12/3/2020 14:02	54
George Peters		12/3/2020 13 01	12/3/2020 14:02	62	Dexlene Maxwell		12/ /2020 13:08	12/3/2020 13:08	1
Mel		12/3/2020 13 01	12/3/2020 13:26	26	Dexlene Maxwell		12/ /2020 13:08	12/3/2020 13:10	2
Helena		12/3/2020 13 01	12/3/2020 13:05	5	sandras		12/ /2020 13:09	12/3/2020 13:09	1
1	5857 83496	12/3/2020 13 01	12/3/2020 14:03	62	sandras		12/ /2020 13:09	12/3/2020 13:56	47
1	5187933174	12/3/2020 13 02	12/3/2020 13:11	9	Juliene Be I-Smith		12/ /2020 13:09	12/3/2020 13:09	1
Helena		12/3/2020 13 05	12/3/2020 13:58	54	Juliene Be I-Smith		12/ /2020 13:09	12/3/2020 14:02	53
	6317558660	12/3/2020 13:10	12/3/2020 14:02	53	Papuhabeeb R	eliasrischmawi@gmail.com	12/3/2020 13:10	12/3/2020 13: 0	1
1	7022338703	12/3/2020 13:16	12/3/2020 14:02	46	Papuhabeeb R	eliasrischmawi@gmail.com	12/3/2020 13:10	12/3/2020 14:03	54

Dexlene Maxwell		12/3/2020 13:10	12/3/2020 13:10	1
Dexlene Maxwell		12/3/2020 13:10	12/3/2020 14:02	52
Debbie		12/3/2020 13:13	12/3/2020 13:13	1
Debbie		12/3/2020 13:13	12/3/2020 14:03	50
Ruth Freeman	guardianadlitem10032@gma l.com	12/3/2020 13:13	12/3/2020 13:13	1
Christian Noveltees (Ruth Freeman)	guardianadlitem10032@gma l.com	12/3/2020 13:14	12/3/2020 13:47	34
Zoom user	carolblei@icloud.com	12/3/2020 13:15	12/3/2020 13:15	1
Carol Bleiweiss Repub ic Supply NYS W	BE carolblei@icloud.com	12/3/2020 13:15	12/3/2020 14:02	48
vanessa		12/3/2020 13:18	12/3/2020 13:18	1
vanessa		12/3/2020 13:18	12/3/2020 14:02	45
Johayra M		12/3/2020 13:20	12/3/2020 13:20	1
Johayra M		12/3/2020 13:20	12/3/2020 14:02	42
iPhone		12/3/2020 13:22	12/3/2020 13:22	1
Tami Cole	tami.docstrats@gma l.com	12/3/2020 13:22	12/3/2020 13:22	1
iPhone		12/3/2020 13:22	12/3/2020 13:48	27
Tami Cole	tami.docstrats@gma l.com	12/3/2020 13:22	12/3/2020 13:52	31
livingstonbuchanan		12/ /2020 13:22	12/3/2020 13:22	1
livingstonbuchanan		12/ /2020 13:22	12/3/2020 13:29	8
Hugo Acosta		12/3/2020 13:31	12/3/2020 13:31	1
Hugo Acosta		12/3/2020 13:31	12/3/2020 13:33	2
Diesode		12/3/2020 13:36	12/3/2020 13:37	1
Midwestern Security Services (Diesode)		12/3/2020 13:37	12/3/2020 14:03	27
Polly		12/3/2020 13:40	12/3/2020 13:41	1
Polly		12/3/2020 13:41	12/3/2020 13:41	1
Polly		12/3/2020 13:42	12/3/2020 13:43	1
Polly		12/3/2020 13:43	12/3/2020 13:45	3
Renata Comeaux		12/3/2020 13:46	12/3/2020 14:03	8
Albert Christie		12/3/2020 13:48	12/3/2020 13:48	1
iPhone		12/3/2020 13:48	12/3/2020 14:03	15
Albert Christie		12/3/2020 13:50	12/3/2020 14:03	13

700M CHAT

From Terry: Are there special insurance requirements for a small business that participates as a gaming subcontractor in New York State?

From Robert Schramer: There is a minimum insurance \$ level that we require from our suppliers We 13:26 04 can get you more information on that

13:26 57 From livingstonbuchanan: Good Afternoon All, I wanted to know if there was an opportunity to provide vices, i e (translation, localization) services?

language serv 13:28:14 From Robert Schramer: I'm afraid that I don't see a need for language services

From livingstonbuchanan: Ok Thanks for the reply, Robert

13:29:28 13:29:35 From Isabel: Is there an opportunity for recruiting?

13:29 55

From Max Skaare: yes
From Karen Nabinger: Is there any opportunity for temporary staffing? 13:30 01

13:30 03 From Max Skaare: we wil lbe talking about this shortly

13:30 05 From Max Skaare: we wil lot talking about this shortly
13:30:21 From Isabe! Thank you 13:33:23 From Terry: Thankâe^{Ms} Robert!
13:39:33 From Heather Kollar, h2ocleanse NYS MWBE to DACK Consulting(Direct Message): Can we get the name of the staffling agencies so we can forward applicants?

13:39:36 From Peter C Ling LLC: Will you be servicing Tioga Downs in upstate NY? 13:40:04 From Peter C Ling LLC: thank you! 13:40:12 From Empire Electronics: Can you provide us with your contact information

13:40:20 From Empire Electronics: Can you provide us with your contact information
13:40:20 From Karen Nabinger: Will there be an RFP issued for staffing needs?
13:40:32 From Helena: When is the estimated contract award date?
13:40:53 From iPhone: what the compliance working with NYS casino?
13:41:15 From Tami Cole: are there any opportunities for documentation and/or training opportunities?
13:41:51 From iPhone: what is the license process
13:42:20 From Danielle Lopez: Thanks for the presentation! What is the timeline for the RFP? Is it available in full—with needed services illustrated?
13:40:38 From Michally Loyale and Rep. Are these opportunities at Del Loge?

with needed services indistrated;

13:42:38 From Michelle, Laurie and Ron: Are there opportunities at Del Lago?

13:42:39 From Christian Noveltees: We do promotional products will you look to local companies to supply?

13:46:39 From glennchinn: We do custom lighting for public spaces Does Aristocrat ever have any input on space planning and on the design of interior space?

13:47:17 From Empire Electronics to DACK Consulting(Direct Message): Do you purchase both Current or

13:47:17 From Empire Electronics to DACK Consulting(Unrect Message): Do you purchase both Current or Discontinued Computer Hardware and Electronic Components?

13:47:22 From Kate Morris: any training opportunities?

13:49 06 From Isabel: Will you be issuing an RFP for each one of your services? Or one RFP for all the services 13:49 06 From Robert Schramer: on the interior space, we don't do that consistently but have had several situations where we have partnered with the casino operator to build out and design specialized spaces for our games We would be interested in getting your information 13:50:22 From Kate Morris : great, thanks

13:50:31 From Felicitas Izar: Will there be an opportunity to support with IT technical professionals like sytems engineering and project management?

13:50:31 From Robert Schramer: there will be separate RFP's for different service types we won't be seeking a mega

service provider
13:51:14 From Denise: Do you think there is an opportunity to provide logo clothing?

13:52 01 From Dina Meindl: We provide crowd control stanchions, barricades and velvet ropes Would this be a reach out to DACK or direct to procurement at Aristrocrat?

13:52:11 From jesus linares: Our Firm is a commercial relocation company We are located just outside NYC We are

within 45 minutes to 2 hours to all casinos We do work for NYS Gaming Commission. We are interesting in moving services, warehousing, and consulting in NY, NJ, Pa. Ma, De, 13:52:48. From Peter C Ling LLC: How will we be notified when the rfp is available to appy for, by email? And will

Dack contact us?

13:53:33 From Denise: If my company is already been approved by the Gaming Association, would I still need to

send in set of finances?

send in set of finances?

13:56:13 From Danielle Lopez: New normal FYI: We provide a number of professional staffing services. We provide a number of professional staffing services. We provide a number of PVI CANT INFORMATION. © 2021 Aristocrat Gaming. All rights reserved.

13:56:14 From Robert Schramer: depending on the types of services, our procurement team may still want to understand your finances to be a qualified supplier to Aristocrat along with background checks we havec to do independently

13:56:25 From Peter C Ling LLC: thank you! Besides having the mwbe certification, is there anything else we should be prepared to get (insurance, certifications, etc) to help be chosen for the rfp?

14:02:04 From Peter C Ling LLC: for game machine transportation, what location(s) do the machines come from so

14:02:04 From Feter C Ling LLC: for game machine transportation, what location(s) do the machines come from so we get a feel for the travel distances to prepare for?

14:03:39 From Carolyn-AWICS Security: thank you!

14:03:41 From Heather Kollar, h2ocleanse NYS MWBE: Excellent presentation Thank you to Dack and Aristocrat 14:03:53 From Robert Schramer: machines mainly come from Las Vegas and Illinois

EVALUATION FORM

SKILL MATCHING FORM

NYS Casino Vendor Job Fair 2020: "Introducing Aristocrat" Webinar Attendee Evaluation Form

Thank you for attending the virtual NYS Casino Vendor Job Fair 2020 "Introducing Aristocrat" on December 3, 2020! Please take a moment to complete this evaluation. We value your feedback and appreciate your time.

Evaluation Questions:

- 1. On a scale of 1 (not good) 5 (great), how would you rate the overall virtual event?
- On a scale of 1 (not good) 5 (great), over all how would you rate the Presenters?
- On a scale of 1 (not good) 5 (great), how helpful was the information provided in this webinar?
- 4. What did you learn from Aristocrat that you will apply to your business?
- 5. How could we have improved your virtual experience at DACK?
- 6. What information would you be interested in for future Aristocrat events?
- Is there an individual and/or organization that you would like DACK to contact regarding opportunities with Aristocrat? If yes, please provide the name.
- 8. Would you like to receive future communications from DACK about events, opportunities and information for Aristocrat?
- Please provide any additional feedback you would like to share about this event.

If you have any questions, please email: mwbearistocrat@dackconsulting.com

Name: Name of Company Address: Phone: Email:

Trade: Specification: (e.g. M/WBE)

Thank you again for completing this evaluation!

MWVBE Skill Matching Form

Legal Name	e of Company					
Contact Pe	rson & Title: _					
Street Addr	ess:					
City, State,	Zip Code:					
Phone:			Fax:			
Email:			Websit	e:		
Former Nan	nes Your Orga	nization Has	Operated Under	(if applicable):		
If name has	s changed, ho	w long have	you been doing	Business under y	our current	name?
Federal ID I	Number:					
Type of Cor	mpany:	ornoration so	alo propriotorchin I	LC partnership etc	-)	
State of Inc				ite of Incorporatio		
Names of C	wners/Corpor	ate Officers,				
Name	Positi	on	Years Experience	Years with Company	9	6 Owned
	assification (cir the completed			email or fax a cor	oy of your l	NYS certificate
MBE	WBE	LBE	SBE	DBE	HUB	VBE
Trade(s) SEI	.F-Performed:_					



	MWVBI	E Skill Matching For	m
License Information			
State:	License Num	nber:	Expiration:
Labor Force: (check app	licable one):	Union	Non-Union
# of Employees			
Office Employees:		Field Mechanics:	
Shop Labor:		Field Supervisors:	
CADD Operators:			
How many of your emplo	yees do you c	consider to be tech-savvy?	
FINANCIAL INFORMATION	l		
Gross Revenue:			
\$	Calendar Ye	ear 2017	
\$	Calendar Ye	ear 2018	
\$	Calendar Ye	ear 2019	
\$			
DUN & Bradstreet Numbe	r: Expected A	Annual Volume Calend	ar Year 2020
DUN & Bradstreet Rating:			
Bank Information			
Bank Name:			
Contact Name & Phone:			
Line of Credit Amount:			
Credit References (list 2 n	ninimum)		
Name & Phone:			
Name & Phone:			
PAGE 2 OF 5			DACK
	MWVRI	E Skill Matching For	m
	14144 4 01	2 3 171010111119 1 01	•••

Bonding Information	
Surety Company:	Total Bondable Amount:
Contact:	Current Bonding Amount in Effect:
Phone:	Single Project Bond Limit:
Bonding Agent:	Average Bond Rate (%contract):
Contact:	Date of Last Bond Issued:
Phone:	
Insurance Information	
Insurance Company:	
Contact & Phone:	

General Information

- 1 Have any of the officers or principals of your firm been officers or principals in another firm that closed operations in the past three (3) years? If yes explain
- 2 Are there any claims arbitration proceedings or suits pending or outstanding against your firm or its officers or principals? If yes explain
- 3 Does your firm have any outstanding judgments? If yes explain
- 4 Has your firm filed any lawsuits or requested arbitration or mediation with regard to construction contracts within the past three (3) years? If yes explain
- 5 Has your firm either failed to complete any work contracted for or been terminated for default under any construction contract within the past three (3) years? If yes explain
- 6 List any litigation brought against your firm in the past three (3) years asserting that you failed to make payments to anyone

MWVBE Skill Matching Form

List 3	argest Projects Recently Completed (within the past 3 years):
1)	Project Name:
	GC Company Name:
	Contact Name & Phone:
	Contract Amount & Date Completed:
	Trade(s) Performed:
2)	Project Name:
	GC Company Name:
	Contact Name & Phone:
	Contract Amount & Date Completed:
	Trade(s) Performed:
3)	Project Name:
	GC Company Name:
	Contact Name & Phone:
	Contract Amount & Date Completed:
	Trade(s) Performed:
List 3	References:
	Name/Company:
.,	Telephone #:
2)	Name/Company:
۷)	
2)	Telephone #:
3)	Name/Company:
	Telephone #:

PAGE 3 OF 5



MWVBF Skill Matching Form

		WWW DE Skill Waterling Form
7	Has ye expla	our firm been sighted or fined for safety violations in the last three (3) years? If yes in
8	Does quest	your firm have a written Safety Program in place? If yes please answer the following ons:
	а	Does your firm employ a qualified Safety Manager?
	b	Does your firm have a Fall Protection Plan in place?
	С	Is Safety Training provided to staff?
9	Does	your firm have a Drug Testing Policy in place?
I certi	ify that	this information is true & complete.
Signa	ture: _	
Print N	Name 8	Title:
Date:		

* To be considered, please email the <u>completed</u> Prequalification form, along with a copy of your MWVBE certification document(s), to mwbecasino@dackconsulting.com or fax to 845-512-2096.





ARISTOCRAT GAMING REPORT OUTREACH FEBRUARY 4, 2021

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Aristocrat February 4, 2021 Outreach Report

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10. DACK Skill Matching Form

Aristocrat February 4, 2021 Outreach Report

MEETINGS

CONFERENCE CALLS

Tuesday, January 12, 2021 at 11 00 a m (EST)

Aristocrat was represented by:

- Tanya Sherer, Director of Global Strategic Sourcing Compliance
- Max Skaare, Vice President of Technology Services
- Lauralyn Sandoval, Vice President of New Markets
- Jeffrey Crozier, VLT Product Manager

DACK was represented by:

- Aleksandra Chancy, President
- Barbara Joyner, MWBE Compliance Officer
- Irene Fiorello, MWBE Compliance Officer
- Ronald Peek, Director of Business Development

Discussion topics included:

- Rescheduling the webinar date of January 21 to February 4
- DACK to provide a new webinar link to send out only to registered participants
- DACK to provide suggested RFP writers Aristocrat prefers writer to be from the NYS MWBE community
- Aristocrat updated the last slide to state

Questions? Please forward all inquiries concerning Aristocrat to mwbearistocrat@dackconsulting.com or call (9.14) 686-7102

Latest deck will be sent with updated date and the above info added to the last slide

Aristocrat February 4, 2021 Outreach Report

Tuesday, January 26, 2021 at 11 a m DACK Consulting Solutions, Inc ("DACK") had a conference call with Aristocrat

Aristocrat was represented by:

- · Tanya Sherer, Director of Global Strategic Sourcing Compliance
- Max Skaare, Vice President of Technology Services
- Lauralyn Sandoval, Vice President of New Markets
- Jeffrey Crozier, VLT Product Manager

DACK was represented by:

- Barbara Joyner, MWBE Compliance Officer
- Irene Fiorello, MWBE Compliance Officer

Discussion topics included:

- Aristocrat concerned about not having the RFP when we have the outreach
- Discussion about changing the Outreach date Decided it best to keep the same date
 - It should be conveyed that Aristocrat is sincere in its intent to meet NYS MWBE/SDVOB and workforce diversity goals
- The call concluded with Aristocrat and DACK agreeing to have dry run call before the Outreach on Tuesday, February 2, 2021

Tuesday, February 2, 2021 at 12:30 p m DACK Consulting Solutions, Inc ("DACK") had a conference call with Aristocrat

Aristocrat was represented by:

- Tanya Sherer, Director of Global Strategic Sourcing Compliance
- Max Skaare, Vice President of Technology Services
- Lauralyn Sandoval, Vice President of New Markets
- Jeffrey Crozier, VLT Product Manager

DACK was represented by:

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Aristocrat February 4, 2021 Outreach Report

EVENT

NYS CASINO VENDOR/JOB FAIR INTRODUCING ARISTOCRAT

Thursday, February 4, 2021

In attendance:

Aristocrat Gaming

- Rob Schramer Senior Vice President of Strategic Initiates
- Lauralyn Sandoval Vice President of New Markets
- Tanya Shearer Director of Global Strategic Sourcing Compliance
- Jeff Crozier Product Manager of Video Lottery Terminal
- Max Skaare Vice President of Technology Services

DACK

- Aleksandra Chancy President
- Barbara Joyner M/WBE Compliance Officer
- Irene Fiorello M/WBE Compliance Officer
- Ronald Peek, Director of Business Development

Attended the Virtual NYS Casino Vendor/Job Fair Introducing Aristocrat The Vendor/Job Fair featured presentations by DACK who introduced Aristocrat Aristocrat promoted regional business and work opportunities for M/WBE/SDVOB Vendors/Workers

The panel of speakers included:

Aristocrat Gaming

- Rob Schramer Senior Vice President of Strategic Initiates
- Lauralyn Sandoval Vice President of New Markets
- Tanya Shearer Director of Global Strategic Sourcing Compliance
- Jeff Crozier Product Manager of Video Lottery Terminal
- Max Skaare Vice President of Technology Services

DACK

- Aleksandra Chancy President
- Barbara Joyner M/WBE Compliance Officer

DACK has attached a link to the Recording of the Outreach, a list of Participants, and the dialogue that took place (Chat) during the question-and-answer period at the end of the Event in the Attachments Section of this Report

Aristocrat February 4, 2021 Outreach Report

- Aleksandra Chancy, President
- Barbara Joyner, MWBE Compliance Officer
- Irene Fiorello, MWBE Compliance Officer
- Ronald Peek, Director of Business Development

Discussion topics included:

- Determination that Barbara will lead the Webinar for DACK
- · Aristocrat will not send out complete copies of the presentation
- The call concluded with Aristocrat and DACK agreeing to sign on early February 4 to resolve possible technical issues with Zoom

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Aristocrat February 4, 2021 Outreach Report

COMMUNITY OUTREACH

DACK collaborated with Aristocrat and created a Marketing Flyer that was distributed via E-blast to churches, town halls, and other community-based organizations throughout New York State in an effort to inform communities about the potential opportunities with Aristocrat. The outreach took place on Thursday, February 4, 2021 (The Fiyer is attached to this report)

OUTREACH DETAILS

DACK reached out to various vendors/workers across New York State. The results from our effort through Vertical Response are documented below. We sent out a Save the Date eblast, Reminder eblast with the Eventbrite link attached and a Zoom Link to registered participants.

Below is the profile of what the Vertical Response Eblasts sent out identify.

Fliers that were distributed Clicks on the flyer Bounces Those Unsubscribed Spam Complaints Non-Responders

Summary of Eblasts Sent Out on January 19, January 25, January 28 February 2, and February 3





Register Now!!! Save the Date with Eventbrite Link-Sent out January 25, 2021

Original Email: Register Today'll Save the Date 2-4-21 for NYS Casino Vensorijob Feir

Register Now!!! Save the Date Eblast with Eventbrite Link sent out January 28, 2021

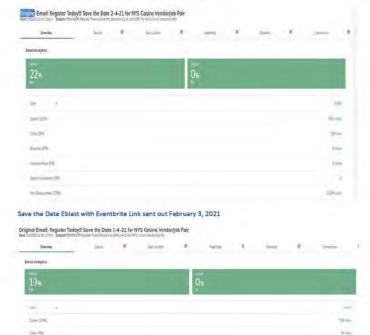
Original Email Register Today!!! Save the Date 2-4-21 for NIS Casara Venderjob For

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Aristocrat February 4, 2021 Outreach Report

Save the Date Eblast with Eventbrite Link sent out February 1, 2021



Barbara Joyner is inviting you to a scheduled Zoom meeting.

Topic: NYS Casino Vendor/Job Fair Introducing Aristocrat Time: Feb 4, 2021 01:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

https://zoom.us/j/98831648066? pwd=UE9QdHE0Q3g2YzQzUzB3eVVnbGRPdz09

Meeting ID: 988 3164 8066

Passcode: 649461

One tap mobile

- +16465588656, 98831648066#, *649461# US (New York)
- +13017158592, 98831648066#, *649461# US (Washington D.C)

Dial by your location

- +1 646 558 8656 US (New York)
- +1 301 715 8592 US (Washington D.C)
- +1 312 626 6799 US (Chicago)

- +1 346 248 7799 US (Houston) +1 669 900 9128 US (San Jose) +1 253 215 8782 US (Tacoma)

Meeting ID: 988 3164 8066

Passcode: 649461

Find your local number: https://zoom.us/u/adM4VQ3Gmj

Regards,

Barbara Joyner

M/WBE/SDVOB Compliance Division

D|A|C|K Consulting Solutions, Inc.

2 William Street - Suite 202

White Plains, NY 10601 mwbearistrocrat@dackconsulting com

(646) 945 0174

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Aristocrat February 4, 2021 Outreach Report

Below is the Eventbrite Dashboard that tells us how many tickets were requested for the event.

Event Dashboard

阳 Completed
Congratulations on completing your event
97 Tickets Sold / 500 Tickets sold 0 Page views 327 Tickets sold All time Available Free Tickets sold via Eventbrite Channels Learn more Pending 97 Available

Sales by Ticket Type

Ticket Type Sold Status End Sales 2/4/21 1 00 PM General Admission 97/500 Ended

Aristocrat February 4, 2021 Outreach Report

REFERRAL LOGS

As part of DACK's effort to aid Aristocrat, DACK documented the activities and requests, to provide a clear understanding to Aristocrat on how many people are interested in the vendor/job opportunities they offer To achieve this goal, DACK has been keeping the following logs:

Aristocrat Communications Log - is documenting all the communication between DACK and interested vendors/workers

Aristocrat Eventbrite Log – which shows how many anticipated participants registered for the NYS Casino Vendor/Job Fair Introducing Aristocrat,

The most current logs are attached to the report

ATTACHMENTS:

- 1. Aristocrat Communication Log
- 2. Aristocrat Eventbrite Registration Log
- 3. Aristocrat Flyer with Registration Link
- 4. NYS Casino Vendor/Job Fair Introducing Aristocrat Presentation
- 5. Presentation Summary
- 6. Zoom Participants List
- 7. Zoom Chat
- 8. Zoom Recording
- 9. Evaluation Forr
- 10. DACK Skill Matching Form

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ARISTOCRAT COMMUNICATIONS LOG

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ARISTOCRAT FLYER WITH **REGISTRATION LINK**



INTRODUCING



Thursday, February 4, 2021 1:00 pm - 2:00 pm EST We hope you will join unit

DACK

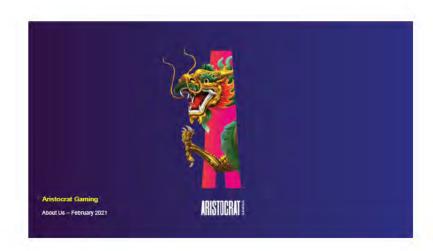
For more information please email: mwbearistocrat@dackconsulting.com

Register Now!

DACK Consulting Solutions Inc 2 William Street Suite 202 White Plains, NY 10601 914-686-7102

NYS CASINO VENDOR JOB **FAIR INTRODUCING ARISTOCRAT**

PRESENTATION







Outreach Purpose

The purpose of this outreach is to inform M/WBE/SDVOB businesses and communities throughout New York State of the potential contracting and employment opportunities associated with the Aristocrat business model.

DACK

Achieving or Exceeding the M/WBE Workforce Diversity Goal

Aristocrat and DACK are committed to working with Minority and Women owned businesses ("M/WBE") and Service-Disabled Veteran Owned businesses ("SDVOB") and a diverse workforce team. We are committed to achieving or exceeding the Workforce Diversity goal

DACK

Helping You Get Certified

We will also assist companies that are not M/WBE/SDVOB certified to apply for certification with New York State Empire State Development and OGS as firms must be NYS certified MWBE/SDVOB for Aristocrat to meet their diversity goals.

DACK

Chat Box for Questions

We have a chat box for submission of questions that we will answer today or provide by email to all participants along with other requested information.

DACK





Rob Schramer, Senior Vice President of Strategic Initiates

Lauralyn Sandoval,

Vice President of New Markets

Tanya Shearer,

Director of Global Strategic Sourcing Compliance

eff Crozier,

Product Manager of Video Lottery Terminal

Max Skaare,

Vice President of Technology Services

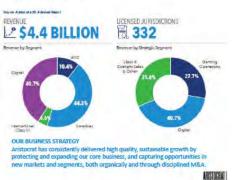


Aristocrat Gaming – At a Glance

OUR VALUES
All About the Player
Talent Unleashed
Collective Brilliance
Good Business Good Citize

121

Good Business Good Citizen guide and inspire our teams every day and help us realise our mission of BRINGING JOY TO LIFE THROUGH THE POWER OF PLAY



Aristocrat Gaming - At a Glance

Aligned with Aristocrat's Core Value: "Good Business Good Citizen"



ARISTOCRAT

Aristocrat Gaming - We Provide Industry Leading Games

Our values are rooted in creativity and technology.

We have a rich history of innovation that has shaped our industry over many decades.

In over 80 countries we offer a unique blend products and services. WE ARE PROUD TO BE A GLOBAL GAMES POWERHOUSE



Aristocrat Gaming - Our Values Guide Us

Aligned with Aristocrat's Core Value: "Good Business, Good Citizen"

OUR VALUES

We have a strong focus on culture across our business because we know that a healthy culture inspires and motivates our people and helps us to attract and retain. the very best talent in the



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Aristocrat Gaming - Our Values Guide Us

Aligned with Aristocrat's Core Value: "Good Business, Good Citizen"









tening more and continually improving the way w ing an industry leader in gaming. It should come is responsibility to do the right thing for our c

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Aristocrat's Sustainability Priorities Aligned with Aristocrat's Core Value: "Good Business, Good Citizen"



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Employees play a key role in bringing our diversity and inclusion commitments to life. For example, our Global D&I Councils, which operate in all regions, create and lead their own local diversity and inclusion events and initiatives, engaging local employees in ways that are meaningful and relevant to them.



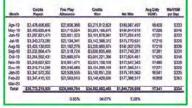




New York Racetrack VLT Market - History / Background

- New York State legalized <u>Video Lottery Terminals (VLT)</u> in 2001, with operations commencing in 2003-2004
- \$21 billion approximate net win to date with 8 tracks operating approximately 17,300 units earning \$335 per day per machine Revenue has been increasing every year since inception.
- Balance of Gross Gaming Revenue (GGR) Distribution 46% education, 12% racing and breeding, 10% lottery administration, 9% capital investment including marketing, 23% operations
- The existing Video Lottery contract has been in existence for over 15 years. The gaming commission has declared plans to issue a Request For Proposal (RFP) allowing new suppliers for 2021.

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New York Racetrack VLT Market - Games Overview



- Regulated and managed by the New York Gaming Commission Games designed meeting legal requirements adopted specifically for
- NY racetracks
 Games pulled from centrally determined finite pool run on a system by
- - Everi Gaming Games are video and mechanical reel style
- No new games supplier RFP since 2003 has limited competition to only two vendors
 - International Game Technology (IGT)
 Scientific Games
- Anticipated new games supplier RFP will

 Increase competition with new suppliers

 Bring new world class games to the market

 Provide new opportunities for MWBE comp

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21)



New York Racetrack VLT Market - Properties



- Empire City Casino at Yonkers (Westchester County) Batavia Downs (Genesee County) Finger Lakes Gaming/Racetrack (Ontario County)

- Hamburg Gaming (Erie County)
 Jakes 58 Hotel and Casino (Suffolk County)
- Resorts World Casino at Aqueduct (Queens County)
 Saratoga Casino Hotel (Saratoga County)
 Vernon Downs (Oneida County)





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Aristocrat Gaming - Technology Services



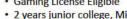
- · ISO Certification Pursuit Underway
- Solid Service Culture
- · Ranked #1 as "Setting the Standard in the Gaming Industry"
- · Service Level Driven with Reponses Times
- · High Touch, White Glove Model, Quality of Delivery
- · Recent MWBE Experience in Pennsylvania

"Installation and support organization for our products throughout the Americas"

Aristocrat Gaming - NY VLT Requirements



Permanent Service Technicians & Supervisors · Gaming License Eligible



- · 2 years junior college, Military, Industry Experience
- · Temporary positions during Start-up
- · Utilization of Employment Agencies









Support Services for the Labor Team

- · Lodging and Services such as Catering
- Uniform Sourcing
- Tools Sourcing (Sign Jacks, Hand tools, etc.)
- Service Van Leasing

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Aristocrat Gaming – NY VLT Requirements



Game Transportation & Logistics

- "Door to Door" Las Vegas to New York
- "White Glove Service"
- · Typical 53' trailers
- · Blankets and straps

Temporary Warehousing

- · Secure with Surveillance
- · Compliance Review by Regulatory body
- · Distribution Deliveries with Small Trucks

ARISTOCRAT E

Questions?

Please forward all inquiries concerning
Aristocrat to:
mwbearistocrat@dackconsulting.com

or call (914) 686-7102

ADVETTIVO



NYS CASINO VENDOR JOB FAIR INTRODUCING ARISTOCRAT

PRESENTATION SUMMARY



Outreach Summary

Thank you for attending the NYS Casino Vendor/Job Fair introducing Aristocrat on Thursday, February 4, 2021

Aristocrat Gaming ("Aristocrat") and DACK Consulting Solutions, Inc ("DACK") are committed to working with Minority and Women owned businesses ("M/WBE"), Service-Disabled Veteran Owned businesses ("SDVOB") and developing a diverse workforce team We are committed to achieving or exceeding these diversity goals

Aristocrat described a preliminary overview of the potential contracting opportunities for M/WBE/SDVOB businesses and areas of possible employment regarding New York State government procurement, including:

Support Services for the Labor Team

- Lodging and Services
- · Uniform Sourcing
- Equipment Sourcing
- Vehicle Leasing

Game Transportation & Logistics

- "Door to Door" Las Vegas to New York "White Glove Service"
- Typical 53' trailers
- Blankets and straps

Temporary Warehousing

- Secure with Surveillance
- · Compliance Review by Regulatory body
- · Distribution Deliveries with Small Trucks

Individual companies that are not M/WBE/SDVOB certified, please apply for certification through Empire State Development ("ESD") and SDVOB certification through NYS Office of General Services

ZOOM PARTICIPANTS LIST

For more information, call NYS ESD in your area or visit the website listed below:

Empire State Development - Main Offices

633 Third Avenue - Floor 37 New York, NY 10017 (212) 803-3100

625 Broadway Albany, NY 12245 (518) 292-5100

95 Perry Street, Suite 500 Buffalo, NY 14203 (716) 846-8200

https://www.ny.gov/services/apply-mwbe-certification-new-york-state

NYS MWBE Help Line at (212) 803-2414

NYS Office of General Services

https://www.ny.gov/services/become-certified-service-disabledveteran-owned-small-business

VeteransDevelopment@ogs ny gov (518) 518-474-2015

Please forward all inquiries concerning Aristocrat to: mwbearistocrat@dackconsulting.com or call (914) 686-7102

					Duration	
	Meet ng D	Topic	Start Time	End Time	(Minutes)	Participants
		NYS Casino Vendor/Job Fa r - Thursday, February 4, 2021 at 1 00 PM (EST)			131	
	98831648066	February 4, 2021 at 1 00 PM (EST)	2/4/2021 12 30	2/4/2021 14 40	131	30
			Total Duration			
Number	Name (Original Name)	User Email	(Minutes)	Guest		
1	Ba ba a Joyne	bjoyne @dackconsult ng.com	131	No		
2	Tanya Shea e	tanya.shea e @a stoc at.com	79	Yes		
3	I ene F o e lo	ene.f o ello@gma l.com	77	Yes		
4	Aleksand a Chancy (DACK) (achancy)		71	Yes		
5	Jeff C oz e (Jeff ey C oz e)	jeff ey.c oz e @a stoc at.com	64	Yes		
6	16462462942		64	Yes		
7	ma k lav n		64	Yes		
8	Lau alyn Sandoval	lau alyn.mcca thy@a stoc at com	54	Yes		
9	Adnan Long		44	Yes		
10	Robe t Sch ame	obe t.sch ame @a stoc at.com	52	Yes		
11	Max Skaa e	max.skaa e@a stoc at.com	51	Yes		
12	Paul (m paulzube @gma l.com)	m paulzube @gma l.com	61	Yes		
13	Ka en Nab nge	ka ennab nge @yahoo.com	51	Yes		
14	M ke Lomba do		45	Yes		
15	Ronald Hatche	.hatche @vpm.us.com	50	Yes		
16	Don a	dp@don aa.com	50	Yes		
17	John	ca ychevat@gma l.com	50	Yes		
18	A I son Mad son		49	Yes		
19	Polly		48	Yes		
20	Fel c tas Iza		46	Yes		
21	Gwen Wald on	gwen@bluef efly nc.com	45	Yes		
22	16467939281		44	Yes		
23	Eloy Ma t nez	eloy.ma t nez@a stoc at com	40	Yes		
24	Te Stua t - De ve Technolog es		40	Yes		
25	E ca Co n e		36	Yes		
26	Ga y LaP et a	glap et a@cla kmov ng.com	Yes			
27	Helena van de Me we		36	Yes		
28	N mal		34	Yes		
29	Ronald Peek	peek@dackconsu t ng.com	31	Yes		
30	Jay Tang		15	Yes		

700M CHAT

(nationwide)?

13:41:47 From Robert Schramer: we will be posting permanent hire positions both on LinkedIn and at Aristocrat.com. https://www.linkedin.com/jobs/search/?keywords=aristocrat and https://aristocrat.wd3.myworkdayjobs.com/AristocratExternalCareersSite/ we will have new website www.aristocratgaming.com launching soon

13:41:58 From mark lavin: Would you need construction for the IT services? Who would pay for those 13:44:04 From Allison Madison : Would you like a general capability statement submitted to DACK or a 13:44:U4 From Allison Madison: Would you like a general capability statement submitted to DACK or a specific proposal for this project?

13:44:27 From Donia: I'm definitely interested in starting that relationship now on your existing contracts. We provide contract support services nationwide. I'd like a chance to discuss our capabilities with you for the NY and your existing contract. I will send DACK and email and hope to more discussions with you
13:46:05 From John: do you have documentation about what sort of specific services you have sourced from previous clients that might be applicable?

13:46:08 From Terri Stuart - Derive Technologies: How do we register?

13:46:34 From John: this list would help us contemplate whether or not it's worth exploring this 13:46:34 From Tanya Shearer: Please forward all inquiries concerning Aristocrat to:mwbear/stocrat@dackconsulting comor call (914) 686-7102
13:50:47 From Polly: is the website ro register dackconsulting com 13:50:53 From Polly: ??
13:51:01 From Polly: As an MWBE
13:51:02 From Donia: Thank you!

(nationwide)?

13:39:55 From Polly : ouir
13:39:55 From Adnan Longi : Are there any requirements related to IT such as IT technicians or software 13.39.39 From Polly: Is this powerpoint available for download
13.40.37 From Donia: Are you currently looking for M/WBE subcontractors for current contracts

13.40.37 From Donia: Are you currently looking for M/WBE subcontractors for current contracts

 13:06:32
 From mark lavin : Good afternoon

 13:10:38
 From Karen Nabinger : will you be using temporary staffing companies?

 13:11:18
 From Donia : Good afternoon,

 13:12:33
 From Robert Schramer : yes, we primarily focus on permanent hires but there will be temp
 needs.

13:12:59 From Donia: I submitted my capability statements to DACK a few days ago. We can provide the following services to support this effort: • Service Technicians & Supervisors Recruiting Services
Contract Staffing or Payrolling Services
Back Office Support Administrative Support
 Administrative Support
 Training Programs Development and Administration
 Training Programs Development and Administration info?

13:14:59 From Terri Stuart - Derive Technologies : My company, Derive Technologies, is a MWBE certified by the State. What do I need to do to take advantage of the upcoming opportunities

13:15:00 From Karen Nabinger : we were on the last webinar and we submitted our capabilities statement and registered on the site - will they be letting us know when the rfp is available?

13:16:42 From Polly : Will Aristocrat have any Automated External Defibrillators at there locations and will they be interested in training there employees in CPR AED.

13:16:44 From Robert Schramer : good idea we can reach back out once the RFP is officially out.

From Robert Schramer : yes on AED units and training in CPR AED and first aid.

13:18:24 From Polly : My company teaches and certifies in CPR AED and first aid. info? training 13:19:12 From Polly: Is there an individual I can send the Capability Statement to for consideration From Robert Schramer: please send to DACK and we will get to the right person at Aristocrat to evaluate. Thank you! 13:20:51 From Poll evaluate. Thank you:
13:20:51 From Polly: DACK?
13:22:35 From Polly: I'm not sure what DACK is. Is there an email
13:22:38 From Ronald Hatcher: My company is a media planning & buying service. We do not focus on recruitment. Our primary strength is building the brand and increasing sales/revenue. Does Aristocrat plan on developing a marketing budget, co-op or otherwise, that will be used to promote gaming? If not, can Aristocrat or DACK provide key contacts at the NYS casinos and gaming sites that my company can reach out the company of the company can reach out the company can reach to? 13:23:39 From Robert Schramer : yes, we are starting marketing initiatives in the market targeted to players.
13:24:06 From Robert Schramer: We don't do TV and very limited radio. primarily internet based media.
13:24:24 From Robert Schramer: also billboards
13:24:25 From Gwen Waldron: Who do we reach out to in regard to your Marketing needs?
13:26:08 From Terri Stuart - Derive Technologies: Who do I send my capabilities statement and MWBE
Certification to?

13:20:04 From Lorente Scadewil Visual Scadewil Visua 13:30:26 From Lauralyn Sandoval: You should send all your certifications and capabilities statements to 13:30:26 From Ladralyn Sandoval: You should send all your certifications and capabilities statements to DACK for appropriate distribution.

13:33:05 From Allison Madison: Where are the locations that you anticipate servicing?

13:34:01 From Donia: Will you require subcontractors to send you bids/proposals during the NYS procurement or will you get proposals from subs after Aristocrat is confirmed as a vendor by NYS

13:34:10 From Polly: Is there a site we can view what positions may be available

13:36:35 From Polly: The AED question came from Wilson Emergency Medical Training, LLC, Minority and Veteran Dymord Risiness and Veteran Owned Business
13:37:41 From Allison Madison: Will you be contracting with one partner per segment (ie one marketing, 13.39.41 From mark lavin : Modulation to will you be contracting with none partial per segment (le one shipping, one staffing, etc) or will you be contracting with several?

13.39.25 From mark lavin : We can service Empire City, Suffolk, Queens, and the Catskills 13.39.47 From mark lavin : And Atlantic City, NJ

13.39.48 From Polly : Do we send Proposals with out Capability Statements

ZOOM CLOUD RECORDING

Hi DACK Consulting Solutions,

Your cloud recording is now available.

Topic NYS Casino Vendor/Job Fair - Thursday, February 4, 2021 at 1:00 PM (EST)

Date Feb 4, 2021 1 00 PM Eastern Time (US and Canada)

Share recording with viewers

https://zoom.us/rec/share/a1IAH0LehugeNbKHxzEiiyz1vClTo2fnCNfEq4nQVQoSs_DtKMJrdDNyVB5rEcZF.dfXdti2kLLo01x0A Passcode D5 b6Ylk

Thank you for choosing Zoom. -The Zoom Team

EVALUATION FORM

NYS Casino Vendor/Job Fair: "Introducing Aristocrat" Webinar Attendee **Evaluation Form**

Thank you for attending the virtual NYS Casino Vendor/Job Fair "Introducing Aristocrat" on February 4, 2021. Please take a moment to complete this evaluation. We value your feedback and appreciate your time.

Evaluation Questions:

- On a scale of 1 (not good) 5 (great), how would you rate the overall virtual event?
- 2. On a scale of 1 (not good) 5 (great), over all how would you rate the Presenters?
- On a scale of 1 (not good) 5 (great), how helpful was the information provided in this webinar?
- 4. What did you learn from Aristocrat that you will apply to your business?
- 5. How could we have improved your virtual experience at DACK?
- 6. What information would you be interested in for future Aristocrat events?
- 7. Is there an individual and/or organization that you would like DACK to contact regarding opportunities with Aristocrat? If yes, please provide the
- 8. Would you like to receive future communications from DACK about events, opportunities, and information for Aristocrat?
- Please provide any additional feedback you would like to share about this event.

If you have any questions, please email: mwbearistocrat@dackconsulting.com

Name: Name of Company Address: Phone: Email:

Trade: Specification: (e.g. M/WBE)

Thank you again for completing this evaluation!

SKILL MATCHING FORM

MWVBE Skill Matching Form

Legal Nam	e of Company	:				
Contact Pe	erson & Title:					
Street Addr	ress:					
City, State,	Zip Code:					
Phone:			Fax: _			
Email:			Website	:		
Former Na	mes Your Orgo	nization Ha	s Operated Under ((if applicable):		
If name ha	s changed, ho	w long have	e you been doing l	Business under yo	our curren	it name?
Federal ID	Number:					
Type of Co	mpany:	orporation s	ole proprietorship LL	C partnership etc	.)	
State of Inc			Dat			
Names of C	Owners/Corpo	rate Officers	s/Partners:			
Names of O		rate Officers	s/Partners: Years Experience	Years with Company		% Owned
			Years			% Owned
			Years			% Owned
			Years			% Owned
			Years			% Owned
			Years			% Owned
Name Business CI	Posit	rcle approp	Years Experience	Company		
Name Business CI	Position (ci	rcle approp	Years Experience	Company		
Business Cl along with	Position (cithe complete	rcle approp d prequalific	Years Experience oriate one(s) and exaction form:	Company mail or fax a cop	y of your	NYS certificate

PAGE 1 OF 5



MWVBE Skill Matching Form

<u>List 3 Largest Projects Recently Completed (within the past 3 years):</u>

1)	Project Name:				
	GC Company Name:				
	Contact Name & Phone:				
	Contract Amount & Date Completed:				
	Trade(s) Performed:				
2)	Project Name:				
	GC Company Name:				
	Contact Name & Phone:				
	Contract Amount & Date Completed:				
	Trade(s) Performed:				
3)	Project Name:				
	GC Company Name:				
	Contact Name & Phone:				
	Contract Amount & Date Completed:				
	Trade(s) Performed:				
List 3 References:					
1)	Name/Company:				
	Telephone #:				
2)	Name/Company:				
	Telephone #:				
3)	Name/Company:				
	Telephone #:				

MWVBE Skill Matching Form

License Information						
State:	License Number:	Expiration:				
Labor Force: (check appl	icable one): Union	Non-Union				
# of Employees						
Office Employees:	Field Mechanics:					
Shop Labor:	Field Supervisors:					
CADD Operators:						
How many of your employees do you consider to be tech-savvy?						
FINANCIAL INFORMATION						
Gross Revenue:						
\$	Calendar Year 2018					
\$	Calendar Year 2019					
\$	Calendar Year 2020					
\$						
DUN & Bradstreet Number: Expected Annual Volume Year 2021						
DUN & Bradstreet Rating:						
Bank Information						
Bank Name:						
Contact Name & Phone:						
Line of Credit Amount:						
Credit References (list 2 minimum)						
Name & Phone:						
Name & Phone:						

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MWVBE Skill Matching Form				
Bondi	ng Information			
Surety Company:		Total Bondable Amount:		
Contact:		Current Bonding Amount in Effect:		
Phone:		Single Project Bond Limit:		
Bondi	ng Agent:	Average Bond Rate (%contract):		
Conto	act:	Date of Last Bond Issued:		
Phone	e:			
Insurc	nce Information			
Insurc	ince Company:			
Conto	act & Phone:			
Gene	ral Information			
1	1 Have any of the officers or principals of your firm been officers or principals in another firm that closed operations in the past three (3) years? If yes explain			
2	2 Are there any claims arbitration proceedings or suits pending or outstanding against your firm or its officers or principals? If yes explain			
3	Does your firm have any outstanding judgments? If yes explain			
4	Has your firm filed any lawsuits or requested arbitration or mediation with regard to construction contracts within the past three (3) years? If yes explain			
5	Has your firm either failed to complete any work contracted for or been terminated for default under any construction contract within the past three (3) years? If yes explain			
6	List any litigation brought against your failed to make payments to anyone	irm in the past three (3) years asserting that you		



MWVBE Skill Matching Form

7	Has y expla	our firm been sighted or fined for safety violations in the last three (3) years? If yes in					
8	Does your firm have a written Safety Program in place? If yes please answer the following questions:						
	а	Does your firm employ a qualified Safety Manager?					
	b	Does your firm have a Fall Protection Plan in place?					
	С	Is Safety Training provided to staff?					
9	Does	your firm have a Drug Testing Policy in place?					
I certify that this information is true & complete.							
Signature:							
Print Name & Title:							
Date:							

* To be considered, please email the <u>completed</u> Prequalification form, along with a copy of your MWVBE certification document(s), to mwbecasino@dackconsulting.com or fax to (914) 686 7103

LAST PAGE OF DOCUMENT

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ARISTOCRAT GAMING GAMING REPORT OUTREACH

LOT 2 VOLUME 2-APPLICANT INFORMATION Y 4, 2021