



Incredible Technologies

New York Lottery VLT
Request for Proposal:
Volume 3



Contents

3. Volume 3 – Pricing Proposal	3
Executive Summary – Volume 3	4
Pricing Proposal	5
Catalog Attachment	5
Marketing Catalog	6
Interactive Gaming Catalog	44



Section 4.3 A. 3. Volume 3 - Pricing Proposal



Executive Summary – Volume 3

With both its Core and Premium products, IT plans to provide the NYSCG with the best possible mix of entertaining, high-performance VLTs at competitive prices. We have award-winning game themes across multiple platforms that can be tailored to suit the specific needs of a variety of casino audiences.

Proper marketing support is always available free of charge, and IT provides fully produced video trailers that can be used on web sites and at the location to help stir customer interest. IT also provides custom graphics, advertisements and other promotional items for both product lines.

IT makes it easy to access promotional graphics at any time through the Customer portal on the web site: Casino employees can log in to download high-resolution marketing assets, PAR sheets, Quick Start Guides and other helpful documentation. Technical demonstrational videos are also available for most hardware.

The company takes performance seriously and works closely with casinos to ensure that the games are functioning at the highest level. If there are game performance issues, from technical problems to low earnings, IT escalates the issue quickly to senior management. One of the chief benefits of being a smaller company, is that problems on any level can be brought to the attention of qualified experts in short order to make sure a resolution is quickly provided.

IT field technical support and remote technical support are available from beginning to end, day and night. When a product is installed, careful processes are followed, and the games are tested to ensure they are fully operational and looking sharp on the casino floor. During the product's life cycle, if a problem arises that cannot be solved over the phone, we can dispatch a technician to solve the problem in short order. If, for some reason, a product is not working out, an Account Manager can provide details on a replacement product that will better suit the casino.



A.3.a. Pricing Proposal

Infinity Skybox	% Net Machine Income	7.500%
Infinity V55	% Net Machine Income	7.500%
Infinity V55 with Edge Display	% Net Machine Income	8.000%
Infinity Summit	% Net Machine Income	8.000%

A.3.b. Catalog Attachment

IT’s product mix, including performance information and theme overviews for initial launch, are included in the **Marketing Catalog** attached hereto. Incredible Technologies’ entire game catalog is available for review as the **Interactive Gaming Catalog** attached hereto. Included in Interactive Gaming Catalog is all software and hardware currently available. Incredible Technologies will provide updates as new software & hardware become available.

The titles selected for initial launch into the NY VLT market represent the variety within the Incredible Technologies’ catalog. Incredible Technologies can provide games with varying volatility, progressive levels, progressive requirements and interactive bonus events. The depth of Incredible Technologies’ entire product catalog can be utilized for years to come in tandem with brand new game development, as the company’s education on the NY VLT market deepens.

Pricing Documents Redacted



IT, Inc.
200 Corporate Woods Parkway
Vernon Hills, IL 60061

Phone (847) 870-7027

<http://gaming.itsgames.com>