

New York Lottery
Central System RFP
Mandatory Vendors' Conference Questions & Answers
January 25, 2002

1. Please clarify that the benchmark 365 operational days is a correct assumption.
 - A. Yes.
2. Reference Question 27. Please clarify the answer to Question 27. It does not seem to answer the intent of our question. It seems to answer the intent of Question 26.
 - A. The Lottery has chosen to amend the Section 5.5 Scoring - Vendors who do not achieve 70 points in total technical score will not qualify for their price to be opened or considered, again satisfying the pass/fail/intent of the question. The narrower margin of allowable technical score precludes the condition of exorbitant pricing.
3. Reference Question 87. There are two sweeps implied in the paragraph - which sweep does your response refer to?
 - A. Vendors will only be required to produce a sweep tape for each of the tracks. Track personnel are responsible for removing cash from the VLTs, counting, storing and delivery of funds to the appropriate bank.
4. Reference Question 126. Does the response yes to this question refer to the 1st or 2nd part of the question.
 - A. Yes – it refers to both.
5. Downloading software – What time frames do you have in mind for downloading? Are you thinking a weekly, monthly, daily, hourly or by the minute?
 - A. Vendors are required to describe in their proposals the appropriate time requirements. We do not know at this time what is considered “timely”, however, we are interested in it being as timely as possible.
6. Reference Question 17. Will the central system provider be able to require a specific communication hook up, i.e., fiber optics or specific bandwidth?

- A. The Lottery is concerned that there not be any requirement in the Central System RFP that would exclude any VLT manufacturer from submitting a proposal. While a universal type communication protocol may be preferable, we did not want to mandate this in the RFP because we may exclude potential bidders.
7. Will you award the central system contract prior to issue the VLT RFP?
- A. The intent is to release the VLT RFP approximately one week after announcing the central system provider. Current schedule (again vendors are reminded that all dates are tentative) is March 22, 2002. If in fact we award on the 22nd, within a week, we will release the VLT RFP. It is our intention to provide any information necessary for VLT proposers such as the appropriate protocols by the date of the mandatory vendors' conference, recognizing the logistical challenges associated with providing that protocol.
8. Reference Question 17. Does the central system provider have to support more than one communications protocol?
- A. We'll get back to you by January 30, 2002.
9. Question 63. Please consider removing the indemnification requirement based upon unproven allegations.
- A. This is a standard clause in New York State Contract Law and has been approved by the Attorney's General office for form. All contracts have to be approved by the Attorney General's office for form.
10. Have the racetracks laid out their facilities and have they determined specifically where the VLTs will be placed? It will cause some unnecessary expenses without this data up front.
- A. Unfortunately, final allocation/placement determinations have not been made.
11. Would that happen before the submission due date?
- A. It's doubtful.
12. Question 109. Please clarify that the Central Service provider does not need to provide power in the tracks?
- A. No, they do not.

13. A question was asked in reference to how the benchmark net income numbers were derived since they appear to be "all over the board". Did the Lottery provide input for the calculations or was there some other methodology used.
- A. These are the numbers prepared by the tracks in their business plans and to the best of our knowledge they were derived from the "Innovations Group study" and adjusted for a reduction of hours as mandated by the New York State legislation. Since Batavia Downs was not included in the "Innovation Group" report, we assume their estimates were based on the demographic of the surrounding population, terminal type and hours of operation. Also, Finger Lakes adjusted their estimates due to their proximity to Batavia Downs.
14. Is the Lottery going to release a revised RFP with all the changes?
- A. Yes, a clean copy will be provided to all vendors by February 4, 2002, since the Lottery does not wish to update it prior to the answers to the final questions. Mr. Codden suggested that an early submission date for questions would be much appreciated in order to provide ample time to thoroughly research the correct answers and to provide a timely response to vendors.
15. Will the Lottery accompany vendors to each of the tracks to define the wiring specifications; or if this is not possible, can you make arrangements where we will be granted access to the facilities and the appropriate technical personnel to acquire the information we need in order to submit our response to the RFP? Preferably vendors need to know 2 weeks before the proposal due date what the exact specifications are for wiring.
- A. The Lottery provided a Letter of Introduction (copy enclosed) and liaison to all of the tracks with the appropriate contact person. Frank Roddy will provide each track a listing of vendor contacts according to our records. Frank will also provide each vendor a list of the track contacts. He will let the racetracks know to expect contact and a site-visit between January 28 and February 8 so that the facilities manager will be present. Unfortunately we will be unable to accompany vendors to the tracks.
16. Which three tracks do not have approval yet? When will we know whether they will be approved? Will it be prior to proposal submission date?
- A. February 13, 2002, is the expected date for action in Saratoga County. We will advise you as soon as we know the outcome. On January 23, 2002, Batavia Downs and Buffalo Raceway were approved.

17. Question in reference to Section 3.12B – We are concerned about interfacing with the IBM mainframe, due to complications that sometimes arise in such interfaces.
- A. The IBM OS-390 protocol is the standard IBM protocol. We may not have all of the capabilities today; however, if you specify in your proposal any unique requirements, this will give us enough lead-time to ensure that the data center has the appropriate hardware or whatever is needed. A basic IBM product is not an issue.
18. In reference to the delinquent past due child support requirement “where is that data coming from”?
- A. It is provided monthly by the Temporary and Disability Assistance (TADA) agency in New York State. It is provided on our mainframe or we can make the file available to the vendor if the vendor so chooses. Currently, if a claim comes through a Lottery office, that transaction goes directly to our mainframe where the file is searched. If vendors wish to have it on their system, we will provide the details to the winning vendor if allowed based on our discussion with data providers.
19. Have you given any consideration to having a workstation at the track for managing past due child support offsets?
- A. See the answer to the previous question.
20. In Washington they have a similar system for finite pool for wager amount. The Lottery’s RFP indicates 9 reel, 5-line game. Is that 45 bets per wager amount?
- A. Yes.