

	<b>State of South Carolina</b>  <b>Request for Proposal Amendment #1</b>	Solicitation: 5142021-DIGITALJP Date Issued: 05/28/2021 Procurement Officer: Petrina F. Marsh, CPPB Phone: 803.360.2703 E-Mail Address: <a href="mailto:Petrina.Marsh@sclot.com">Petrina.Marsh@sclot.com</a> Mailing Address: SC Education Lottery ATTN: Petrina F. Marsh PO Box 11949 Columbia, SC 29211-1949
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DESCRIPTION: **Digital Jackpot Displays and Related Services**

USING GOVERNMENTAL UNIT: **South Carolina Education Lottery**

SUBMIT YOUR SEALED ELECTRONIC OFFER TO: [Petrina.Marsh@sclot.com](mailto:Petrina.Marsh@sclot.com)

SUBMIT YOUR SEALED OFFER IN THE FORM OF A PHYSICAL HARD COPY AND/OR USB(S) TO ONE OF THE FOLLOWING ADDRESSES:

PHYSICAL ADDRESS: SC Education Lottery Attn: Petrina F. Marsh, CPPB 1333 Main Street, Suite 400 Columbia, SC 29201	MAILING ADDRESS: SC Education Lottery ATTN: Petrina F. Marsh, CPPB PO Box 11949 Columbia, SC 29211-1949
CONFERENCE TYPE: <b>Not Applicable</b> DATE & TIME: (As appropriate, see "Conferences - Pre-Bid/Proposal" & "Site Visit" provisions)	LOCATION: <b>Not Applicable</b>

SUBMIT OFFER BY (Opening Date/Time): **06/14/2021 11AM ET** (See "Deadline for Submission of Offer"

provision) QUESTIONS MUST BE RECEIVED BY: **05/26/2021 11AM ET** (See "Questions From Offerors" provision)

NUMBER OF COPIES TO BE SUBMITTED: SEE PAGE 3

<b>AWARD &amp; AMENDMENTS</b>	SCEL intends to post Award on July 16, 2021. The award, this solicitation, any amendments, and any related notices will be posted at the following web address: <a href="https://www.sceducationlottery.com/Lottery/Procurement">https://www.sceducationlottery.com/Lottery/Procurement</a>
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You must submit a signed copy of this form with Your Offer. By submitting a bid or proposal, you agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR (Full legal name of business submitting the offer)	OFFEROR'S TYPE OF ENTITY: (Check one)  <input type="checkbox"/> Sole Proprietorship  <input type="checkbox"/> Partnership <input type="checkbox"/> Corporate entity (not tax-exempt) Tax-exempt corporate entity <input type="checkbox"/> Government entity (federal/state/local) <input type="checkbox"/> Other (See "Signing Your Offer" provision.)
AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above.)	
TITLE (Business title of person signing above)	
PRINTED NAME (Printed name of person signing above)	

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the offeror above. An offer may be submitted by only one legal entity. The entity named as the offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, *i.e.*, a separate corporation, partnership, sole

STATE OF INCORPORATION  
(If offeror is a corporation, identify the state of Incorporation.)

TAXPAYER IDENTIFICATION NO.  
(See "Taxpayer Identification Number" provision)

**PAGE TWO**

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for offeror's home office / principal place of business)	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent.) (See "Notice" clause)  _____ Area Code - Number - Extension Facsimile  _____ E-mail Address
PAYMENT ADDRESS (Address to which payments will be sent.) (See "Payment" clause)   ___ Payment Address same as Home Office Address ___ Payment Address same as Notice Address (check only one)	ORDER ADDRESS (Address to which purchase orders will be sent) (See "Purchase Orders and "Contract Documents" clauses)

ACKNOWLEDGMENT OF AMENDMENTS Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue. (See "Amendments")							
Amendment No.	Amendment Issue Date	Amendment No.	Amendment Issue Date	Amendment No.	Amendment Issue Date	Amendment No.	Amendment Issue Date

PREFERENCES - A NOTICE TO VENDORS (SEP. 2009): <b>Preferences do not apply to Request for Proposals per SC Consolidated Procurement Code Section 11-35-1524, e (5)</b>
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PREFERENCES - ADDRESS AND PHONE OF IN-STATE OFFICE: PREFERENCES - A NOTICE TO VENDORS (SEP. 2009): <b>Preferences do not apply to Request for Proposals per SC Consolidated Procurement Code Section 11-35-1524, e (5)</b>
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**REQUEST FOR PROPOSAL (RFP)  
SOLICITATION NUMBER 5142021-DIGITALJP  
RESPONSES TO QUESTIONS RECEIVED PRIOR TO THE DEADLINE  
FOR OFFERORS TO SUBMIT QUESTIONS, MAY 26, 2021**

**QUESTIONS FROM OFFERORS - AMENDMENT (MODIFIED)**

THE SOLICITATION IS AMENDED AS PROVIDED HEREIN. INFORMATION OR CHANGES RESULTING FROM QUESTIONS WILL BE SHOWN IN A QUESTION-AND-ANSWER FORMAT. ALL QUESTIONS RECEIVED HAVE BEEN REPRINTED BELOW. "SCEL'S RESPONSE" SHOULD BE READ WITHOUT REFERENCE TO THE QUESTIONS. THE QUESTIONS ARE INCLUDED SOLELY TO PROVIDE A CROSS-REFERENCE TO THE POTENTIAL OFFEROR THAT SUBMITTED THE QUESTION. QUESTIONS DO NOT FORM A PART OF THE CONTRACT; "SCEL'S RESPONSE" DOES. ANY RESTATEMENT OF PART OR ALL OF AN EXISTING PROVISION OF THE SOLICITATION IN AN ANSWER DOES NOT MODIFY THE ORIGINAL PROVISION EXCEPT AS FOLLOWS: STRICKEN TEXT IS DELETED.

Part 1 – General Questions

CMGlobal

Background for installation questions 1 and 2 below: Your RFP calls out installation as a key part of the offering. However we have done many IGT-state jackpot programs; no vendor has ever been allowed to handle the installation. IGT has always contracted with the lottery so they can effectively manage their equipment, updates, software and interactions with their system.

1. Installation – Are you having discussions with IGT to handle the installation of these signs? Is there a chance the installation will NOT be part of this program?

**SCEL Response – No and no.**

2. Installation – If we will be handling installation, will we be given access to the IGT terminals at all retail locations; training on the terminal port availability, processes and reboot procedures; permission to attach transmitters to the terminal; permission to reboot terminals, and indemnification from issues that may arise? Please note any installation vendor (other than IGT) will need these items, not just CMGlobal.

**SCEL Response – SCEL will provide the awarded Contractor(s), and/or any subcontractor used for installation and any other related services, with the necessary assistance and training needed to operate SCEL's current gaming system to successfully perform the work required in this RFP.**

3. Submission Format – Electronic or Paper?  
Section 2.25 says "Paper Offers are discouraged" and discusses a web submission. Page 3 discusses how to submit via paper or on thumbdrive. Submission Format Question: How would you like us to send in our submission? On a web form, on paper or on a thumbdrive?

**SCEL Response – See below as provided in "IMPORTANT INFORMATION FOR ALL OFFERORS" on page 3 of the RFP.**

**Technical Proposal – Offerors should submit one (1) original paper copy of the Technical Proposal labeled "Original Technical Proposal"; and, either three (3) identical electronic copies (via USB flash drive) of the Technical Proposal labeled "Technical Copy" or (1) identical electronic copy (via e-mail) of the Technical Proposal labeled "Technical Copy". The Offeror should also submit**

one (1) redacted version of the Technical Proposal labeled "Redacted Technical" if applicable;  
AND

**Cost Proposal** – Offerors should submit one (1) original paper copy of the Cost Proposal labeled "Original Cost Proposal"; and either three (3) identical electronic copies (via USB flash drive) of the Offeror's Cost Proposal labeled "Cost Proposal Copy" or (1) identical electronic copy of the Cost Proposal (via e-mail) labeled "Cost Proposal Copy".

4. Visit and Presentation – Is it possible to come see your team and present a jackpot sign for your review? At that time we can conduct a free lesson on JP sign construction technology, interaction with IGT, etc. We would gladly conduct this visit at our expense.

**SCEL Response – An in-person presentation is not provided for in this RFP. The Offeror should present any information in response to this RFP that is relevant to the sign construction technology, interaction with IGT, and any other factors that demonstrate how your proposed solution provides the best overall solution to successfully perform the work required as provided in response to Section 4.2 of the solicitation.**

5. Power Switches – Section 3.2.6.3 refers to power switches. Advantages of a switch: allows retailer to turn sign off easily if store is closed. Disadvantages of a switch: allows miscreants to turn sign off easily; often times the terminal must be rebooted to send a signal to the sign after it has been turned back on. Power Switch Question: Do you want a power switch on the cord?

**SCEL Response – Section 3.2.6(3) requests your explanation of electrical/power supply specifications/requirements for signs you propose in your response. If the Offeror wishes to propose a sign with or without a power switch, please explain the "pros" and "cons" of the proposed features. The Offeror should explain why at "often times the terminal must be rebooted" and further explain why your proposed solution is deemed best for SCEL.**

6. Packaging – Section 3.6 refers to standard pallets. How high can we stack on the pallet and still fit within your racking system? The higher we stack, the lower your cost!

**SCEL Response – Including the pallet, the stack must not exceed 56 inches.**

#### Pro-Lite

7. Construction – Are jackpot signs required to be able to be arranged in a vertical **and** horizontal configuration as built, or can two separate part numbers be provided for each configuration? That is to say, one part number is for a vertical sign, one part number is for a horizontal sign. This question applies to both 2 and 3 panel signs.

**SCEL Response – Vertical and horizontal formats apply to the total configuration of the signage proposed. Signage containing a 2-panel or 3-panel design must be able to be displayed in either a horizontal or a vertical format as the manufacturer originally intended when designing the end product.**

8. Programming – In section 3.2.5 #2 and #3, the bid refers to "software" and the ability to update messages. As most lottery signs utilize the terminal provider's communication network for jackpot updates, is there an additional software and messaging layer that is expected but not explained in another section in the bid?

**SCEL Response – No. Programming features associated with each sign must operate via secure wireless communication technology that is compatible with the terminal provider’s gaming system and communication network. Programming features must have the ability to display jackpot amounts in “Millions” and “Billions”, provide accurate real-time automatic jackpot updates in accordance with each game’s draw date, and broadcast any additional or optional static messaging as requested by SCEL. The Offeror must provide a detailed explanation of how the proposed communication method works with the programming features above and any additional or optional proposed messaging display features.**

9. Construction – Is the SCEL asking for a complete Bill of Materials of the sign on Section 3.2.6 #2?

**SCEL Response – The first sentence of Section 3.2.6 #2 is modified as follows (modification highlighted):**

**3.2.6 CONSTRUCTION AND ELECTRICAL FEATURES**

- “2. Signage and related components must be UL Rated, Labeled, and approved components with FCC approved certification. ~~and include a list of all manufactured parts and components used to produce each sign.~~”

10. Rollout – Does and will the Lottery make available any warehousing locations across the State to installers for the storage and distribution of Jackpot signs or will it be the sole responsibility of the bidder to manage the logistics during deployment?

**SCEL Response – The awarded Contractor(s) will be responsible for any work performed by the Contractor, and/or any third party the Contractor(s) uses, to satisfy the requirements in this RFP. This includes all aspects and logistics related to the successful delivery, deployment, installation, and fulfillment of services required in this solicitation.**

Part 2 – Contractual Terms and Conditions

CMGlobal

11. Offshore Contracting – Section 7.30 states that offshore contracting is prohibited unless we have your permission. Most sign companies do assembly work overseas. Do we have your permission to assemble overseas?

**SCEL Response – If the Offeror determines that offshore contracting is necessary to perform any aspect of the work required in this RFP, then the Offeror must explain why this proposed method is necessary to successfully fulfill the order and delivery requirements in this RFP to the satisfaction of SCEL. The awarded Contractor(s) shall not perform any work offshore without SCEL’s express and prior approval of the proposed solution as provided in Section 7.30. SCEL shall grant approval if a satisfactory explanation is provided.**

**END OF AMENDMENT 1**