

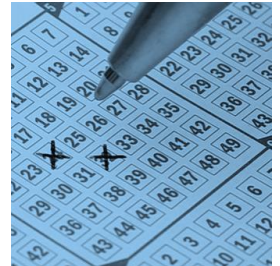
# Is Your State Lottery Prepared for its Next Major Procurement?



**Recycling your last RFP is not likely to address emerging industry challenges.** If your lottery is planning to procure a central gaming system or instant ticket printing and distribution services within the next five years, **you should be preparing now!** Even if your lottery has extension year options, the average RFP/ITN can take several years from initial planning and preparation to awarding a contract. Beginning the process with an RFI could easily add an additional six months to the timeline.

## New Strategies for New Challenges

Is your lottery prepared to adapt to changes and future trends in a rapidly evolving marketplace with constant technology advances?



**What baseline term will provide your state the best combination of quality and value?**

- Historically, 5 years
- Now 7 years (or perhaps longer)
- Determine the term and structure to best support organizational agility and provide the best value for your lottery

**How can future contracts be structured to mutually align the interests of your lottery and its vendors?**

- Develop win-win compensation terms that reward long-term net revenue growth
- Strategically determine how much weight should be assigned to cost in the scoring criteria
- Consider scoring methods that mitigate risks associated with hidden costs in vendor proposals
- Develop SLAs that align with your strategic plan and KPIs to achieve desired outcomes in the current market

**What strategic changes are needed in your next contracts to improve product distribution and address dramatic shifts that have occurred in the retail industry and gaming industry?**

**How can you insulate your lottery and mitigate against the risks and costs associated with a bid protest?**

- Control for risk and uncertainty eliminating subjectivity and bias from evaluation and scoring processes
- Develop and document objective standards for deliverables, evaluation criteria, and scoring
- Create Evaluation matrices and scoring criteria that insulate your staff and your lottery from protests
- SME and expert witness services and support from initial planning through implementation and training

**How might a global marketplace impact your vendors, and what can you do to control for such risks?**

- Tariffs/Trade Restrictions and their impact on delivery of retailer terminals, VLTs, play centers, instant ticket dispensers, and other equipment essential to your lottery operation
- Global health impacts
- Impact on vendor stock performance, liquidity, and business operations

## The ISF Advantage

We have successfully provided procurement support for over 60 public sector clients in 19 states. For over 40 years, ISF has been helping state government clients of all types develop and implement solutions to meet their unique challenges. Our expertise can also help expand your strategic vision for the future and help your lottery be prepared for its next major procurement!

**Let us help you Solve the Future!**



Your Vision | Our Expertise  
**Solving the Future**