



MONTANA DEPARTMENT OF ADMINISTRATION

Director's Office

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NOTICE OF INTENT TO AWARD

Solicitation Title/Event Name:

Solicitation Number:

Solicitation Close Date:

Notice of Intent to Award Post Date:

Issuing Contracts Officer contact information:

The State intends to award a contract to the apparent successful offeror(s) of the above- mentioned solicitation. The Notice of Intent to Award shall not be considered a binding commitment by the state.

Under the Montana Procurement Act, the State has made the relevant scoring matrix/bid tab for the above-mentioned solicitation available for public inspection. Comments from the public regarding the proposed award must be submitted to the Contracts Officer listed above within this 14-day notice period.

All comments received during the notice period will be reviewed by the Contracts Officer, State Procurement Services Division, and the Montana Lottery Commission prior to the final award.

Apparent Successful Offeror(s)

Unsuccessful Offeror(s)

DOA-RFP-2025-0223AL
Montana Lottery Operating System and Related Services

SCORE SUMMARY WORKSHEET

Category	Possible Points	Intralot, Inc.	Scientific Games, LLC
Scope of Services			
A.1 Mandatory Requirements			
A.1.1 Overview	P/F	P	P
A.1.2 Flexibility of the System	P/F	P	P
A.1.3 Tested & Certified Equipment	P/F	P	P
A.1.4 New & Unused Equipment	P/F	P	P
A.1.5 Block Diagrams	P/F	P	P
A.1.6 System Hardware & System Software Upgrades	P/F	P	P
A.1.7 IT Security Certification	P/F	P	P
A.2 Detailed Technical Responses			
A.2.1 Central System Configuration	250	240	195
A.2.1.1 Hardware & System Software for Main Site	210	200	175
A.2.1.2 Hardware & System Software for Back-up Site	210	200	150
A.2.1.3 Hardware & system Software for Remote Logging	210	200	180
A.2.1.4 Internal Control System (ICS)	320	300	300
A.2.1.5 Hardware & system Software for User Acceptance Testing Sys.	210	203	175
A.2.1.6 Hardware & System Software for the Development System.	210	200	160
A.2.1.7 Automated Drawing Machines (ADM)	510	470	370
A.2.1.8 Gaming Quantitative Performance Criteria			
1. Number of Terminals	100	95	85
2. Average Sales Transactions per Second	120	110	110
3. Maximum Number & Sizes of Concurrent Instant Games	100	90	95
A.2.1.9 Operating Hours	160	150	138
A.2.1.10 Maintenance Requirements for Hardware & System Software	1,010	950	870
1. Main Site & Back-up Site including LAN			
2. Remote Logging			
3. Internal Control System			
4. User Acceptance Testing System & Development System			
5. Automated Drawing System			
6. Websites, Mobile Apps Management Systems			
A.2.1.11 System Switch-over Scenarios for Operations	190	180	170
A.2.1.12 Disaster Recovery Plan	190	175	175
A.2.2 Communications Network Requirements	1,460	1400	1380
A.2.3 Sales Channel and/or Terminals	780	680	720
A.2.3.1 Clerk Activated Terminal			
1. Hardware	200	190	170
2. Software	260	245	200
3. Other Features	320	290	275
A.2.3.2 Player Activated Lotto/Scr Tkt Vending Terminal Hardware & Software			
1. Hardware	200	180	185
2. Software	260	230	215
3. Other Features	320	250	240
A.2.3.3 Player Activated - Self-Service Terminals			

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Category	Possible Points	Intralot, Inc.	Scientific Games, LLC
1. Hardware	200	190	180
2. Software	260	225	215
3. Other Features	320	290	235
A.2.3.4 Other Player Terminals			
4. Win Checkers	170	150	140
A.2.3.5 Peripherals	250	220	215
A.2.3.6 Sales Agent Consumable Supplies	390	370	335
A.2.3.7 Maintenance Requirements	1,150	1000	900
1. Clerk Activated Terminals			
2. Player Activated Lotto / Instant Ticket Vending Terminals			
3. Player Activated - (non-Sports Wagering) Self-Service Terminals			
4. Player Activated - Sports Wagering Self-Service Terminals			
5. Peripherals			
A.2.3.8 Alternative Sales Channels	690	640	450
A.2.4 Marketing & Product Support Services	160	130	145
2. Instant/Scratch Games Support	510	480	490
3. Research & Game Design	890	860	850
4. Corporate/Sales Agent Account Support	800	700	700
5. Promotions Support	910	820	855
6. Website/Player Loyalty Program/Mobile App/Social Media support	480	430	445
A.2.5 Software Application & Data Management			
A.2.5.1 Application/Gaming Software			
1. General Approach & Description	150	125	130
2. Security & Control Features	860	820	790
3. Drawing Controls	280	250	225
4. Accounting Features	510	495	420
5. Instant Ticket Validation, Logistics, & Inventory Control	1,030	900	880
6. Inside Sales (a.k.a. Tel-Sell)	970	920	720
7. Reporting Features & Samples	310	292.5	280
8. Promotional Capabilities	410	275	380
9. Additional Games/Products/Features	370	325	350
A.2.5.2 Internal Control System (ICS) - Application Software	640	600	600
A.2.5.3 Game Management Terminals/User Interface	420	370	370
A.2.5.4 Data Management/Files	150	140	120
A.2.5.5 Management Information System/Data Warehouse Requirements	480	450	370
A.2.6 Staffing & Services			
A.2.6.1 Staffing	170	140	150
1. Offeror's Personnel & Subcontractors	180	150	135
2. Project & Implementation Staff	210	170	200
3. Operations Staff	200	175	180
A.2.6.2 Services			
1. Software Dev, Version Control, QC Testing, & Support Services	790	720	775
2. Training Regs [Sales Agent, Staff, Program/Plan, Materials, etc.]	520	465	475

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Montana Lottery Operating System and Related Services			
SCORE SUMMARY WORKSHEET			
Category	Possible Points	Intralot, Inc.	Scientific Games, LLC
3. Sales Agent & Player Hotline System & Service	640	570	585
4. System Ops Supplies [Media, Computer Room Paper, Toner, Etc.]	160	145	140
5. Inside Sales, Warehousing, & Delivery	250	150	190
6. Data Center Operations & Field Service Support	700	620	650
A.2.7 Facilities			
A.2.7.1 Main Site Specifications	220	180	200
A.2.7.2 Back-up/Secondary Site Specifications	210	180	195
A.2.7.3 Offices & Data Center Requirements	210	180	185
A.2.7.4 Service Center	250	215	220
A.2.7.5 Warehouse(s)	210	195	165
A.2.7.6 Fire Protection	180	160	150
A.2.7.7 Power & Power Back-up Equipment	180	160	145
A.2.7.8 Testing Facilities	400	345	335
A.2.7.9 Security for All Facilities	190	155	180
A.2.8 Security Plan	340	300	310
A.2.8.2 Data Security	230	210	215
A.2.8.3 Problem Notification	220	195	210
A.2.8.4 Reports	180	160	160
A.2.8.5 Business Continuity Plan	210	190	195
A.2.9 Conversion			
A.2.9.1 Conversion/Implementation Plan	370	300	290
1. Start-up/Conversion Strategy	280	220	245
2. Formal Implementation Plan	340	270	201
3. Installation & Acceptance Testing	500	385	350
4. Project Reporting & Monitoring	210	180	180
A.2.10 Other Lotter Requirements			
A.2.10.1 Lottery Sales Representative Tools	400	370	340
A.2.10.2 Sports Wagering	1,450	1350	1073
Offeror Qualifications	P/F	P	P
References	P/F	P	P
Company Profile & Experience	170	160	165
Resumes	170	155	165
Offeror Financial Stability	P/F		
Service Organization's Internal Control Assessment	P/F		
TOTAL OF TECHNICAL PROPOSAL	32500	29215.5	27877
Oral Interviews/Product Demonstration	2500	2100	2200
Cost Proposal - Pricing Structure	15000	15000	5793.877031

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Equal Pay for Montana Women 5% Bonus PointsEqual Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	2500	2500	2500
TOTAL SCORE	52500	48815.5	38370.877031

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Individual Scoring Matrix				
The evaluator will review and evaluate the offers according to the following criteria, which are worth a total of 50,000 points: The Scope of Services, Offeror Qualifications, and Oral Interview/Product Demonstration, will be evaluated based on the scoring guide. The Cost Proposal will be evaluated based on the formula set forth in the criteria.				
Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
Scope of Services				
A.1 Mandatory Requirements				
A.1.1 Overview	P/F	P	1	Good detail provided
			2	
			3	
			4	
			5	
A.1.2 Flexibility of the System	P/F	P	2	
			3	
			4	
			5	
			1	
A.1.3 Test & Certificate Equipment	P/F	P	3	all documents and details necessary shown. Compiled well.
			4	
			5	
			1	
			2	
A.1.4 New & Unused Equipment	P/F	P	4	
			5	
			1	
			2	
			3	
A.1.5 Block Diagrams	P/F	P	5	
			1	
			2	
			3	
			4	
A.1.6 System Hardware & System Software Upgrades	P/F	P	1	
			2	
			3	
			4	
			5	
A.1.7 IT Security Certification	P/F	P	2	
			3	
			4	
			5	
			1	
A.2 Detailed Technical Responses				
			3	well detailed and put together.

Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
A.2.1 Central System Configuration	250	240	4	detailed explanation. Would have liked additional accounting information.
			5	exceeds requirement.
			1	all requirements addressed. Detail provided. Intro to all environments. Like cloud solution.
			2	liked base solution.
A.2.1.1 Hardware & System Software for Main Site	210	200	4	good response. Rto 4 hours seems long.
			5	
			1	cloud solution described. Confirm sports bet in Montana.
			2	would have liked more detail on environment.
A.2.1.2 Hardware & System Software for Back-up Site	210	200	3	liked cloud and sports bet.
			5	description comprehensive.
			1	95% of score. Sports bet confirmed. Explained that the system responsibilities can be split yet still comprehensive. Air gapped backups.
			2	overall architecture lends itself to being an exact duplicate.
A.2.1.3 Hardware & system Software for Remote Logging	210	200	3	same comments.
			4	would have liked more detail on environment.
			1	descriptions seemed somewhat canned and what can be provided not what is available. 3rd party pen testing mentioned.
			2	Liked the 3rd party pen testing as well.
A.2.1.4 Internal Control System (ICS)	320	300	3	met requirements. System penetration testing.
			4	would have liked more detail on physical on off remote logging.
			5	comprehensive explanations.
			2	
A.2.1.5 Hardware & system Software for User Acceptance Testing Sys.	210	203	3	highlight the big things that have been asked for. Could have provided more detail.
			4	all items and scope addressed in detail.
			5	
			1	great response. Offered a home grown solution, not interested. Interesting take on ICS.
A.2.1.6 Hardware & System Software for the Development System.	210	200	3	great response. All environments are available for use through UAT. All production environments can be tested.
			4	Questioning what is a reasonable amount of time for restoration?
			5	
			1	98% all requirements addressed. All confirmed and explained.
A.2.1.7 Automatic Drawing Machines (ADM)	210	200	2	
			4	all items and scope addressed in detail.
			5	
			1	90%. All requirements confirmed and explained. Nothing overly explained.
	510	470	2	ability to reproduce production environment for testing.
			3	all items addressed. Production environment is close to what is used in development.
			5	fairly comprehensive explanation.
			1	90% requirements confirmed and explained. Idaho offered as backup. Third also mentioned. Use of junk box for access controls.

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded		
A.2.1.7 Automated Drawing Machines (RTG)	220	71.5	3	met what was asked. Included the certification and third party. Ability for future certifications.		
			4	RNG solution not addressed clearly enough. Would have like additional detail on certifications.		
A.2.1.8 Gaming Quantitative Performance Criteria						
1. Number of Terminals	100	95	1	requirements confirmed and explained. Examples provided. Out of country and out of state examples provided.		
			2	same comments.		
			3	ability to support the 2000 terminals asked. Examples show they exceed those requirements.		
			4	all items in scope addressed in detail		
			5			
2. Average Sales Transactions per Second	120	110	2			
			3	good response. Met expectation of 20000 per minute.		
			4	exceeds 20000 requirement.		
			5			
			1	exceed requirement. Response did not match response provided in later section.		
3. Maximum Number & Sizes of Concurrent Instant Games	100	90	3	supports at least 1000 live active instant games. Scalability appears instantaneous.		
			4	unclear if scaling out past 1000 is an additional cost		
			5			
			1	noted they were incumbent. Noted 1000 games at one time with scaling. Scratch ticket output noted.		
			2			
A.2.1.9 Operating Hours	160	150	4	99.9 uptime		
			5			
			1	uptime explained well. Require 96, they provide 99. cloud up time explained. Would have preferred additional detail for other systems.		
			2			
			3	explained well. 99.5		
A.2.1.10 Maintenance Requirements for Hardware & System Software		1,010	950	5		
1. Main Site & Back-up Site including LAN 2. Remote Logging 3. Internal Control System 4. User Acceptance Testing System & Development System 5. Automated Drawing System 6. Websites, Mobile Apps Management Systems				1	all requirement addressed. Quarterly patch schedule for all environments. Public facing assets trigger scanning. Mentioned that the solution is already in place in other projects.	
				2		
				3	requirements addressed. Vulnerability scans.	
				4	more detail would have been preferred but good response.	
A.2.1.11 System Switch-over Scenarios for Operations	190	180	1	cloud solution requires no fail over. Sports bet quarerly fail over. Documented check lists. Hosts exercise debriefs.		
			2			
			3	liked how it was broken out. Liked having the debrief to review anything that did or did not go well.		
			4	would have liked to have the checklist referenced provided.		

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
			5		
A.2.1.12 Disaster Recovery Plan	190	175	2	would have liked more detail	
			3	good response with broken out support levels. Like that they have an incident manager. Tools and recovery procedures detailed.	
			4	unclear at what point the lottery is notified.	
			5	liked the detail provided	
			1	hit the requirements. Typos. Procedures referenced. Overall good response.	
A.2.2 Communications Network Requirements	1,460	1400	3	retailers sales agent network will use a cellular based system. Good connection at all times. Outlined requirements well. Detail provided. Monitoring tools and giving lottery a real snapshot appears helpful.	
			4	diagnostic testing wasn't detailed enough. Physical structure - unclear who owns.	
			5	seemed like a robust setup/plan.	
			1	fully addressed all requirements. Backup satellite discussed if cellular coverage is not available. Excellent tools. Cloud solution discussed then references did not match description. Some references made not explained in detail.	
			2		
A.2.3 Sales Channel and/or Terminals	780	680	4	equipment exceeds the scope. Unclear of cost. Display sizes. Program for adaptation discussed but unclear if Lottery could use.	
			5		
			1	mid good response. Response was not clear and included additional information not relevant.	
			2		
			3	liked breakdown of the reader. Reads faster and provides a smaller space in a retail space. Good response overall.	
A.2.3.1 Clerk Activate Terminal					
1. Hardware	200	190	5	met requirements and was comprehensive	
			1	same comments.	
			2		
			3	same comments.	
			4		
2. Software	260	245	1	operating system is same OS. Terminals handle all products including sports bet. Bartender mode.	
			2		
			3	bartender mode.	
			4	integrates sports wagering. Strong validation.	
			5		
3. Other Features	320	290	2		
			3	well laid out	
			4		
			5		
			1	liked the options. Display options. Smaller screen size.	
A.2.3.2 Player Activate Lotto/Scr Tkt Vending Terminal Hardware & Software					

Offeror (Company) Name: Intralot, Inc.					Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
1. Hardware	200	180	3	well outlined. Wheelchair accessibility option. Meets expectations.	
			4	impulse buy feature, not sure how responsible.	
			5		
			1	detail provided on description of terminal. ADA integration. Larger bill capacity. Replacing two terminals with one	
			2		
2. Software	260	230	4	all items in scope addressed in detail	
			5		
			1	selling sports bet without issue. Universal control. Standard response.	
			2		
			3	same comments	
3. Other Features	320	250	5	explained multiple variables.	
			1	sports bet. Cashless equipment. Description of ticket by ticket sales and accounting - unclear if included or an additional feature. Tracking of scratch tickets at kiosk should be included.	
			2		
			3	decent response. Liked dreamtouch flex can be increased to 40 bins. Like that you can draw and sports wager on same device.	
			4	liked response. Most features appeared to be requirements and they just reiterated them. Did not go above and beyond.	
A.2.3.3 Player Activated - Self-Service Terminals					
1. Hardware	200	190	1	1600 terminals offered all able to sell all products. Sports bed integrated with traditional products. Appreciate how they handle the advertising with sports vs. trad. Ada, debit, deactivating fob.	
			2		
			3	same	
			4	like modern design	
			5	like the ability to expand number of bins.	
2. Software	260	225	2		
			3	good response. Outlined decently well.	
			4	all items in scope addressed. Instructions on screen clear.	
			5	like various arbitrating suites identified.	
			1	lacking description. Some examples provided but not detailed. Validation process was vague. Unclear if player can manually select the numbers on screen.	
3. Other Features	320	290	3	outlined well. Additional options provided.	
			4	full size and compact available.	
			5	gives forward looking options.	
			1	solution for request of selling scratch at bars and taverns. Options provided at no cost.	
			2		
A.2.3.4 Other Player Terminals					
4. Win Checkers	170	150	4	different mounting options provide.	
			5		
			1	good response. Appreciate autonomous terminal and detail provided.	

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
A.2.3.5 Peripherals	250	220	2	
			3	good options with flexibility. Like autonomous retailer terminal.
			5	
			1	detail provided. 40 inch screen at all player terminals. Clerk advertising displays offered in 3 sizes.
			2	
			3	liked the screens and sizes available for different uses.
			4	advertisement playlist programming. Would have liked additional information.
A.2.3.6 Sales Agent Consumable Supplies	390	370	1	tickets provided were fine. Quality of tickets fine. Reference to picking up tickets from the incumbent...
			2	
			3	tickets provided are what we are used to.
			4	chain of custody systems high level
			5	provided good description of how supplies are kept stocked.
A.2.3.7 Maintenance Requirements	1,150	1000	2	
1. Clerk Activat Terminals			3	good response
2. Player Activat Lotto / Instant Ticket Vending Terminals			4	liked using data to determine when maintenance is required
3. Player Activat - (non-Sports Wagering) Self-Service Terminals			5	maintenance program well reasoned.
4. Player Activat - Sports Wagering Self-Service Terminals			1	giving tools to see what their process is. PM process is good. Tools described were detailed.
5. Peripherals				
A.2.3.8 Alternative Sales Channels	690	640	3	provided detail on mobile app sales
			4	would have like additional information regarding geo-fencing since it is so important.
			5	
			1	geo fencing well described. Alternative option at cost provided but not needed. Safe solution.
			2	
A.2.4 Marketing & Product Support Services	160	130	4	buzz words. Touched on agendas but would have liked additional detail.
			5	
			1	well thought out
			2	not enough detail provided. "we will work with you later"
			3	same comments.
2. Instant/Scratch Games Support	510	480	5	support system provided appears robust.
			1	resposne addressed requirements. Single ticket accounting for retailers.
			2	
			3	addressed what we asked. Liked the reports about game performance and trends. Single ticket accounting.
			4	real time tracking covered well. Additional detail on product analysis would have been preferred.
3. Research & Game Design	890	860	1	agreed to all studies and offered two additional at cost covered. Solution for marketing reports. New game concepts. Very detailed.
			2	
			3	addressed everything really well. Research including US consensus bureau data.

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
4. Corporate/Sales Agent Account Support	800	700	4	a few times unclear who the audience of the studies would be.	
			5		
			2		
			3	pretty detailed and outlined. Met what was asked.	
			4	portal at times seems busy.	
			5		
5. Promotions Support	910	820	1	addressed requirements on the nose. Mentioned that this was not designed yet so additional time for design and testing needed.	
			3	pretty good detail provided. Will work with lottery to stay up to date. Provided explanation of systems.	
			4	promotional analysis and data, response was hard to follow at times. Appears they have the ability to provide.	
			5		
			1	lots of promotions and tools described. Some tools only partially developed and others not available yet.	
6. Website/Player Loyalty Program/Mobile App/Social Media support	480	430	2	pretty good.	
			4	ongoing tech support stated there was a retainer but unclear if provided. App design was good. Social media integration support was generic.	
			5		
			1	acknowledged current third party relationship. Mobile ties for ewallet - not needed. Maintenance costs confirmed.	
			2		
A.2.5 Software Application & Data Management					
A.2.5.1 Application/Gaming Software					
1. General Approach & Description	150	125	5		
			1	contradictory to previous sections. State all programs are developed and available but reference needing further development.	
			2		
			3	well laid out. Mentioned microsoft tools. Good base system	
			4	ability for lottery to manage a suite of changes on their own without relying on the vendor.	
2. Security & Control Features	860	820	1	detailed description provided. Some canned response. Ticket security controls, validation receipts, broadcast messaging, - requirements well described.	
			2		
			3	same. Amber alerts good inclusion.	
			4	monitoring and rescreening of employees - unclear what triggers this.	
			5	liked amber alert feature.	
3. Drawing Controls	280	250	2		
			3	good layout	
			4	all items in scope addressed in detail	
			5		
			1	detailed descriptions. Problem identification and resolution features noted but not detailed.	

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4. Accounting Features	510	495	3	liked that the contractor will provide a yearly 1099. overall have met expectations in the accounting area.	
			4	wanted a screen shot of balancing report to see how easy to understand.	
			5		
			1	all requirements explained. W2-g at time of check print. Child support offset. DLI unemployment insurance.	
			2		
5. Instant Ticket Validation, Logistics, & Inventory Control	1,030	900	4	automated management system. Robust monitoring system. Unclear on ticket by ticket.	
			5		
			1	basic response. Reports can include rather than do include. Suggestive ordering mentioned briefly. Acknowledgement of multiple shipping.	
			2		
			3	could have used additional detail. Also unclear on ticket by ticket.	
6. Inside Sales (a.k.a. Tel-Sell)	970	920	5		
			1	hubspot for CRM. Not implemented yet but is a good plan. Communications plan good. Predictive ordering to assist not force. CRM solution to connect sales agent to lottery, mass messaging is great.	
			2	CRM, data storage - confirmation of off or on shore.	
			3	same	
			4	optional features, unclear if additional cost.	
7. Reporting Features & Samples	310	292.5	1	systems used are great. 10 days instead of 90 days for reports. Reports can be scheduled. BI ad hoc reporting on site.	
			2		
			3	same comments.	
			4		
			5		
8. Promotional Capabilities	410	275	2		
			3		
			4		
			5		
			1	65% due to promotions being addressed elsewhere then not discussed here. Vague response in this section.	
9. Additional Games/Products/Features	370	325	3	laid out, many different options provided for different promotional capabilities. Cross platforms capabilities provided.	
			4	wanted more explanation on player loyalty success stories.	
			5		
			1	referenced multiple different sections.	
			2		
A.2.5.2 Internal Control System (ICS) - Application Software	640	600	4	items in scope addressed in detail	
			5	good job at laying out how this would work.	
			1	well explained. Nearly fully automated draw process. Not quite defined but close.	
			2		
			3		

Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
A.2.5.3 Game Management Terminals/User Interface	420	370	5	liked explanations provided and description of how this would function.
			1	described functionality but the reports were misaligned. IPL requirement missed completely in this section.
			2	
			3	same comments.
			4	
A.2.5.4 Data Management/Files	150	140	1	acknowledge requirement without issue. All data maintained throughout contract. Backup process described.
			2	
			3	same comments.
			4	
			5	
A.2.5.5 Management Information System/Data Warehouse Requirements	480	450	2	
			3	
			4	not enough detail to determine ease of use
			5	
			1	addressed requirements, referenced other sections. CRM solution not fully formed.
A.2.6 Staffing & Services				
A.2.6.1 Staffing	170	140	3	outlined well. Continuity and change management. 22 people already based in montana, additional plan to hire 5 in state. Broke out individuals per location. Team was set up internally based on individuals who work well together
			4	liked for same reasons. Detailed recruiting process, how successful is this recruiting process?
			5	
			1	PLI - no idea what this acronym means. No direct acknowledgement that the lottery has the right to make direct staffing decisions.
			2	
1. Offeror's Personnel & Subcontractors	180	150	4	scope addressed in detail
			5	well laid out
			1	does not address sub contractors & lottery's right to reject subs. State they are in compliance. Didn't address supply change management in depth.
			2	
			3	same
2. Project & Implementation Staff	210	170	5	
			1	requirements addressed but section was difficult to understand. Inconsistencies.
			2	
			3	PM is located out of country
			4	hard time understanding ORG chart
3. Operations Staff	200	175	1	idaho ops for cloud support.
			2	
			3	same. Nothing stood out. Met requirements
			4	

Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
			5	
A.2.6.2 Services				
1. Software Dev, Version Control, QC Testing, & Support Services	790	720	2	microservices. General design best practices.
			3	same
			4	could have used more detail in certain sections.
			5	
			1	detailed qa process. Agile module. Goverance.
2. Training Regs [Sales Agent, Staff, Program/Plan, Materials, etc.]	520	465	3	well laid out. Sales agent trainings and staff trainings good
			4	robust training options. Unclear on length of training and if all training versions are equal.
			5	liked that there is an evaluation and retraining segment.
			1	conversion training could have been more detailed. Proof of training is good. Tradeshow training mentioned.
			2	
3. Sales Agent & Player Hotline System & Service	640	570	4	did not address the players as much. More detail on players preferred.
			5	
			1	disjointed information. Referenced call center location not relevant. Solution for utilizing AI for phone solution was included.
			2	
			3	laid out well. Material was confusing.
4. System Ops Supplies [Media, Computer Room Paper, Toner, Etc.]	160	145	5	
			1	acknowledge requirments including UAT supplies.
			2	
			3	acknowledged everythign that was requested
			4	all items in scope addressed in detail
5. Inside Sales, Warehousing, & Delivery	250	150	1	good explanation of tel sell. Failed to mention helping to deliver and store other lottery assets.
			2	
			3	
			4	missed items in scope that needed to be addressed.
			5	
6. Data Center Operations & Field Service Support	700	620	2	would have liked additional detail
			3	more detail would have been beneficial
			4	
			5	
			1	middle of the road
A.2.7 Facilities				
A.2.7.1 Main Site Specifications	220	180	3	pretty well laid out. Provided what was asked. Different zones for data center. Microsoft, 99.9% availability.
			4	same reasons
			5	same reasons
			1	concern: cloud service solution for providing access to camera view. Stated they would not provide access to vendor cameras.
			2	
			4	items in scope addressed in detail

Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
A.2.7.2 Back-up/Secondary Site Specifications	210	180	5	
			1	offered two solutions for sports bet back up location. Covered all requirements. Could have provided additional detail.
			2	same reasons
			3	addressed items, could have provided more detail.
A.2.7.3 Offices & Data Center Requirements	210	180	5	
			1	good detail provided. Upgrades to facility during contract at no cost.
			2	
			3	same
A.2.7.4 Service Center	250	215	4	
			1	all requirements addressed. Noted remote storage for CSTs. Inventory.
			2	
			3	
A.2.7.5 Warehouse(s)	210	195	4	
			5	
			2	
			3	addressed items well.
A.2.7.6 Fire Protection	180	160	4	preferred solutions checked off all items in scope.
			5	
			1	addressed scope.
			3	outlined well. Compliance with MUSL, fire code, under floor fire, etc. mitigation plan well put together.
A.2.7.7 Power & Power Back-up Equipment	180	160	4	same reasons. Dry chemical agent - confused to when this is used.
			5	covered requirements well
			1	addressed requirements. What does "whenever possible" mean.
			2	
A.2.7.8 Testing Facilities	400	345	4	good job describing redundancies.
			5	addressed requirements well.
			1	"upon lottery request" - its required not requested.
			2	
A.2.7.9 Security for All Facilities	190	155	3	same
			4	read as attestation rather than description
			5	
			2	
			3	address items very well.

Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
A.2.8 Security Plan	340	300	4	
			5	
			1	recap of tools provided. Requirements were confirmed.
A.2.8.2 Data Security	230	210	3	
			4	
			5	
			1	defined data security well and how it is integrated. Subcontractors required to review. Description of tools used was excellent.
			2	good but generic response.
A.2.8.3 Problem Notification	220	195	4	levels of support provided good. Resolution timelines seemed good. Uptime.
			5	
			1	requirements were confirmed and examples provided.
			2	
			3	provided good examples. Overall good response.
A.2.8.4 Reports	180	160	5	not clear on relevance
			1	well described examples. Higher priority for some security requests.
			2	
			3	same
			4	liked examples provided.
A.2.8.5 Business Continuity Plan	210	190	1	well defined. Meets all requirements.
			2	
			3	
			4	
			5	
A.2.9 Conversion				
A.2.9.1 Conversion/Implementation Plan	370	300	2	
			3	
			4	have done previously. Would have liked additional information on how retailers would be prepped.
			5	incumbant.
			1	same as 4. As the incumbant, the big bang conversion is concerning.
1. Start-up/Conversion Strategy	280	220	3	addressed the conversion risks. Good sales agent relationship.
			4	liked the reconciliation of reports
			5	
			1	big bang conversion. Offered phased in approach as an option.
			2	
2. Formal Implementation Plan	340	270	4	roll out of equipment and delivery not clear. Retailer risk?
			5	
			1	details not provided.
			2	formatting issue with document.
			3	same comments.
3. Installation & Acceptance Testing	500	385	5	
			1	referenced other sections. Does not define the plan for terminals.
			2	

Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
4. Project Reporting & Monitoring	210	180		
			3	some missing details. More explanation would have been preferred.
			4	
			1	no frills. Acknowledged requirements.
			2	
			3	
4			4	attestations
5			5	
A.2.10 Other Lottery Requirements				
A.2.10.1 Lottery Sales Representative Tools	400	370	2	
			3	
			4	addressed items in scope in detail
			5	
A.2.10.2 Sports Wagering	1,450	1350	1	included all required features. Delivery schedule beyond go live date.
			3	acknowledged all requirements. Clarification could have been provided.
			4	liked the layout. Basic. How are manual creates less risk.
			5	
			1	acknowledged and understood all requirements. Good promotional suggestions. Mention of no-co branding. Training functions clearing defined in detail. Engagement of third parties.
Offeror Qualifications	P/F	P	2	
			4	
			5	
			1	
			2	
References	P/F	P	3	
			5	
			1	
			2	
			3	
Company Profile & Experience	170	160	4	
			1	all projects provided meets requirements.
			2	
			3	
			4	lots of experience
Resumes	170	155	5	
			2	
			3	
			4	
			5	
Offeror Financial Stability	P/F		1	appeared to provide entire org chart
			3	
			4	
			5	
			1	

Offeror (Company) Name: Intralot, Inc.				Total Points Awarded: 48,815.5
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
Service Organization's Internal Control Assessment	P/F		4	
			5	
			1	
			2	
			3	
TOTAL OF TECHNICAL PROPOSAL		32500	29215.5	
Oral Interviews/Product Demonstration	2500	2100	5	most of the responses were comprehensive and complete.
			1	did not avoid any questions but did not acknowledge deficiencies in their resposne.
			2	answered questions satisfactory but felt like more information could have been provided. No doubts surfaced but more detail.
			3	same. Answered questions but would have preferred more detail which would have reaffirmed what we were looking for.
			4	answers seemed scripted but did hit all items in provided agenda.
Cost Proposal - Pricing Structure	15000	15000		
Equal Pay for Montana Women 5% Bonus PointsEqual Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	2500	2500		
TOTAL SCORE		52500	48815.5	

DOA-RFP-2025-0223AL				
Montana Lottery Operating System and Related Services				
Individual Scoring Matrix				
The evaluator will review and evaluate the offers according to the following criteria, which are worth a total of 50,000 points: The Scope of Services, Offeror Qualifications, and Oral Interview/Product Demonstration, will				
Offeror (Company) Name: Scientific Games, LLC				Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
Scope of Services				
A.1 Mandatory Requirements				
A.1.1 Overview	P/F	P	2	
			3	
			4	
			5	
			1	
A.1.2 Flexibility of the System	P/F	P	3	
			4	
			5	
			1	
			2	
A.1.3 Test & Certificatye Equipment	P/F	P	4	
			5	
			1	
			2	
			3	
A.1.4 New & Unused Equipment	P/F	P	5	
			1	
			2	
			3	
			4	
A.1.5 Block Diagrams	P/F	P	1	
			2	
			3	
			4	
			5	
A.1.6 System Hardware & System Software Upgrades	P/F	P	2	
			3	
			4	
			5	
			1	
A.1.7 IT Security Certification	P/F	P	3	
			4	
			5	
			1	
			2	
A.2 Detailed Technical Responses				
A.2.1 Central System Configuration	250	195	4	difficult to follow. Not great detail provided.
			5	
			1	detailed CGS provided. Restated requirements verbatim.
			2	
			3	same comments.

Offeror (Company) Name: Scientific Games, LLC				Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
A.2.1.1 Hardware & System Software for Main Site	210	175	5	
			1	detailed description provided. Overly descriptive of security features and they did not align with requirements.
			2	
			3	same comments.
			4	minimizing disruptions - not enough information provided.
A.2.1.2 Hardware & System Software for Back-up Site	210	150	1	primary and secondary site impressively described. Sports bet must be located in montana, they missed that here. Sports bet and the wire act is paramount.
			2	
			3	same reason for sports bet.
			4	sports wagering solution.
			5	backup site is not owned, it is leased space. Potential risk in security.
A.2.1.3 Hardware & system Software for Remote Logging	210	180	2	
			3	okay response. Would have liked additional information.
			4	difficult to follow. Response did not call out the section being responded to.
			5	
			1	met requirements. Described process and tracking process.
A.2.1.4 Internal Control System (ICS)	320	300	3	good information.
			4	received transactions near real time not in real time.
			5	
			1	requirement says change requests for sub contractors are contractors responsibility - this was not addressed.
			2	
A.2.1.5 Hardware & system Software for User Acceptance Testing Sys.	210	175	4	test environment - says they can do it but does not provide how.
			5	concern: contract out testing
			1	acknowledge and confirm requirements. Ancillary environments not discussed.
			2	
			3	
A.2.1.6 Hardware & System Software for the Development System.	210	160	5	concern: contract out testing
			1	acknowledge requirements by restating them only. No additional information provided.
			2	
			3	requirements restated.
			4	more detail preferred.
A.2.1.7 Automatic Drawing Machines (ADM)	510	370	1	acknowledge requirements. Description of solution minimal. Pick 3 and pick 4 discussed even though not available in montana.
			2	
			3	same comments.
			4	primary adm at their facility rather than lottery. Unclear on independent third party testing.
			5	needed more detail.
A.2.1.8 Gaming Quantitative Performance Criteria				
			2	
			3	

Offeror (Company) Name: Scientific Games, LLC				Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
1. Number of Terminals	100	85	4	mentioned capacity to go beyond 2000 terminals but did not provide description or detail
			5	requirement stated unlimited expansion - stated they can expand to 10000
			1	requirements met.
2. Average Sales Transactions per Second	120	110	3	requirements are met.
			4	unclear on how the limit was derived.
			5	
			1	exceeds requirements. Described well. Sign on time not discussed.
3. Maximum Number & Sizes of Concurrent Instant Games	100	95	2	
			4	150 concurrent games as the scope requested
			5	
			1	exceeds requirements. Hardware described not required but included good response overall.
			2	
A.2.1.9 Operating Hours	160	138	3	requirements met and exceeded.
			5	needed more detail.
			1	acknowledged requirements. Could have expanded on uptime.
			2	
			3	same comments.
A.2.1.10 Maintenance Requirements for Hardware & System Software	1,010	870	4	wanted more detail.
			1	acknowledged requirements and discussed some systems but not all. Mentioned tracking systems. Minimal detail provided given the large point total.
			2	
			3	
			4	similar reasons. No examples provided. Didn't address how all items were to be accomplished
1. Main Site & Back-up Site including LAN 2. Remote Logging 3. Internal Control System 4. User Acceptance Testing System & Development System 5. Automated Drawing System 6. Websites, Mobile Apps Management Systems			5	too vague. Not enough detail
A.2.1.11 System Switch-over Scenarios for Operations	190	170	2	
			3	wanted more detail.
			4	
			5	
			1	process described but not in detail. Instead of bi-annual, they provide monthly.
A.2.1.12 Disaster Recovery Plan	190	175	3	okay response. Looking for additional information that would have bolstered response.
			4	robust drp and testing. System problem escalation not addressed.
			5	
			1	BCP included when only problem escalation requested. Good response.
			2	
A.2.2 Communications Network Requirements	1,460	1380	4	more testing diagnostics. Security or integrity not discussed.
			5	near real time not real time. - industry standard.
			1	extremely comprehensive. Confirmed lottery access to network tools. Three cell carrier solution offered. Redundant information caused the section to be longer.
			2	

Offeror (Company) Name: Scientific Games, LLC					Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
			3	most detailed section of proposal.	
A.2.3 Sales Channel and/or Terminals	780	720	5		
			1	addresses all requirements. Cashless offered on clerk run terminals. Same software across all platforms.	
			2		
			3	same reason.	
			4	liked the adjustable screen. Wanted more detail in certain sections.	
A.2.3.1 Clerk Activated Terminal					
1. Hardware	200	170	1	covers hardware requirements. Side mounted printer seems odd.	
			2		
			3	good response.	
			4		
			5	did not see where they committed the number of required devices	
2. Software	260	200	2		
			3	good	
			4		
			5		
			1	covers software requirements. Terminal must convert to be sports wagering vs. traditional in order to validate.	
3. Other Features	320	275	3	provided some information but section underwhelming.	
			4		
			5	met criteria but is weak.	
			1	covers the cdu requirement and display unit is small. No picture of setup provided.	
			2		
A.2.3.2 Player Activated Lotto/Scr Tkt Vending Terminal Hardware & Software					
1. Hardware	200	185	4	all items in scope addressed in detail	
			5		
			1	all features are standard. Cashless solution and additional bins. Pack activation when loading pack into the bin.	
			2		
			3	standard met requirements.	
2. Software	260	215	5	no sports bet	
			1	covers requirements. ADA text to speech offering.	
			2		
			3	met requirements.	
			4	didn't see disabling products or sports bet.	
3. Other Features	320	240	1	low bin notification is nice. Data of shopping cart is nice but selling of data back to the state is an additional cost.	
			2		
			3	same reasons	
			4	features listed are requirements	
			5	brief	
A.2.3.3 Player Activated - Self-Service Terminals					
			2		
			3	good.	
			4	all items in scope addressed in detail	

Offeror (Company) Name: Scientific Games, LLC					Total Points Awarded: 38370.877031	
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded		
1. Hardware	200	180	5			
			1	missed opportunity to describe how terminal would support sports bet. 600 of 800 would include 4 scratch bins - unclear if this is only if optional feature is selected.		
2. Software	260	215	3			
			4	said they could disable but not how it would work. Sports bet not addressed.		
			5			
			1	no description of software supporting sports bet. No discussion of 600 supporting scratch.		
			2			
3. Other Features	320	235	4	all items in scope addressed in detail		
			5			
			1	poorly written presentation of response. Confirmation of requirements is confusing.		
			2	would have been higher if what was included was included at cost not as an addition.		
			3	underwhelming response.		
A.2.3.4 Other Player Terminals						
4. Win Checkers	170	140	5			
			1	audio video description includes audible beep. Included features that would be additional cost again.		
			2			
			3	same comments.		
			4	same comments.		
A.2.3.5 Peripherals	250	215	1	mixed provided. All mounting option noted. Ability to use customer display and advertising at terminal. Ability for agent to add their own content. Can shut itself off if not in use, would like additional detail.		
			2	good flexibility		
			3	okay response. Could have used more detail.		
			4	difficult to follow resposne.		
			5			
A.2.3.6 Sales Agent Consumable Supplies	390	335	2			
			3	met requirements.		
			4	difficult to follow. Initial page made multiple attestations then did not provide any support or detail.		
			5			
			1	solution for ticket security was detailed but not relevant to this section. Could have provided detail in other requirements.		
A.2.3.7 Maintenance Requirements		1,150	900	3	detailed	
1. Clerk Activated Terminals 2. Player Activated Lotto / Instant Ticket Vending Terminals 3. Player Activated - (non-Sports Wagering) Self-Service Terminals 4. Player Activated - Sports Wagering Self-Service Terminals 5. Peripherals	4			difficult to understand how prevantive maintenance records are provided to lottery. Wanted additional detail.		
	5			no set maintenance schedule.		
	1			did not understand that sales agents are retailers. Good solution for describing features to lottery staff. Peak hours coverage not provided. Did not detail how they would meet peak hours requirements.		
	2					

Offeror (Company) Name: Scientific Games, LLC				Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
			4	
A.2.3.8 Alternative Sales Channels	690	450	4	several offered options that would be additional cost.
			5	
			1	did not provide mobile sports bet solution to ensure mobile sports betting would be in within the confines. State they can met requirement but detail does not support.
			2	
			3	okay response.
A.2.4 Marketing & Product Support Services	160	145	5	
			1	dedicated marketing manager on site. More than covered the requirements.
			2	liked inclusion of teams
			3	good response. Liked what was laid out with the team. Meeting schedules
			4	meetings and agendas.
2. Instant/Scratch Games Support	510	490	1	liked description of predictive ordering tool. Business intelligence analytics and dashboards a positive. Only two licenses provided for lottery.
			2	
			3	laid out and detailed. Liked insights and proactive alerts.
			4	
			5	fairly comprehensive response.
3. Research & Game Design	890	850	2	
			3	good response. Multiple options available for research.
			4	wanted more information on web based research and process for trademark searches.
			5	
			1	all requirements addressed.did not like additional offers included.
4. Corporate/Sales Agent Account Support	800	700	3	gave good information and screenshots of the screens that would be utilized. Dashboards - retailer accounting is good.
			4	clean reporting dashboard. Easier to use.
			5	complete response
			1	address sales agents access to reports. Scheduling is good. No mention of three way comms between vendor, lottery, and sales agents.
			2	
5. Promotions Support	910	855	4	wanted more detail on analysis and data as well as reporting available to look back on lessons learned.
			5	
			1	all requirements addressed. Maryland jackpot reset is net. Special occasion button is a neat feature. Concern that the promotions mentioned did not align with Montana Millionaire instant win promo.
			2	
			3	requirements addressed.
6. Website/Player Loyalty Program/Mobile App/Social Media support	480	445	5	felt the discussion did not pertain to the requirements or topic. Wasted verbiage.
			1	excellent response. CRM behavioral modeling. Aws. Fully responsive.
			2	liked the offered options but they aren't included in base.
			3	okay response but also felt the sustainability information was not relevant.
			4	liked the mobile app. Dashboards

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
A.2.5 Software Application & Data Management A.2.5.1 Application/Gaming Software				
1. General Approach & Description	150	130	1	parameter rised and not complex. Succint response
			2	
			3	same
			4	
			5	
2. Security & Control Features	860	790	2	
			3	well developed response.
			4	background test information was good. Wanted more explanation and detail
			5	
			1	security features described well. No information regarding device id to aid criminal investigation, aegis allows for certified randomized.
3. Drawing Controls	280	225	3	
			4	wanted more information on problem identification and resolution features.
			5	
			1	did not expand enough. Wanted more detail.
			2	
4. Accounting Features	510	420	4	very little information on claims management system. Automated 1099.
			5	
			1	validating winning ticket at terminal. 1099 pro. Bonus commision response. Does not address sports bet requirement in this section
			2	
			3	could of used more detail.
5. Instant Ticket Validation, Logistics, & Inventory Control	1,030	880	5	
			1	acknowledged requirements but did not focus reponse on requirements. Generally good response but did not provide examples.
			2	
			3	did not think the requirements were addressed.
			4	same. Too brief.
6. Inside Sales (a.k.a. Tel-Sell)	970	720	1	predictive ordering discussed in detail. No other items discussed.
			2	acknowledged requirements
			3	needed more detail. Response was disappointing
			4	same reasons
			5	
7. Reporting Features & Samples	310	280	2	
			3	could of used more detail.
			4	
			5	
			1	mets criteria. Does not describe how balancing occurs. Good sampling of reports.
8. Promotional Capabilities	410	380	3	good response. Same response as previous, section could have used detail.
			4	all items in scope addressed in detail
			5	

Offeror (Company) Name: Scientific Games, LLC					Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
9. Additional Games/Products/Features	370	350	1	requirements acknowledged and samples provided. Section could have use more detail.	
			2		
			4	all items in scope addressed in detail	
			5		
			1	requirements met. Details covered.	
			2		
A.2.5.2 Internal Control System (ICS) - Application Software	640	600	3	requirements addressed.	
			5	description was a bit weak.	
			1	referenced prior section.	
			2		
A.2.5.3 Game Management Terminals/User Interface	420	370	3	good response.	
			4	difficult to follow section at times	
			1	acknowledged requirements but did not explain how they would be met. Confused customer advertising displays with customer balance advertising. No mention of sports wagering. No mention of ineligible player lists. Good response but missed opportunities.	
			2		
A.2.5.4 Data Management/Files	150	120	3	acknowledged requirements.	
			4	not enough detail. Wanted more explanation on how current and past bets would be converted and validated.	
			5		
			2		
A.2.5.5 Management Information System/Data Warehouse Requirements	480	370	4	requirements acknowledged.	
			5	all items in scope addressed in detail	
			1	felt the response only briefly discussed the requirement and did not provide detail. Response goes into alternative lock down solution offered, not relevant to section.	
			3	weak response.	
			4	liked dashboard and analytic. Response was heavy on analytics. Did not discuss enough about chat functionality or ordering and fulfilling requests.	
A.2.6 Staffing & Services					
A.2.6.1 Staffing	170	150	5	weak response.	
			1	integrated crm to connect lottery with vendor with retailer does not exist. No troubleshooting or comms discussed.	
			2		
			3	same comments.	
1. Offeror's Personnel & Subcontractors	180	135	5		
			1	adknowledge requirement. Discuss call center and KPI reporting that could be developed. Did not address security requirement for subcontractors.	
			2		
			3	wanted more information in this section	

Offeror (Company) Name: Scientific Games, LLC					Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
			4		
2. Project & Implementation Staff	210	200	1	detailed description of staffing provided. iLottery discussed though lottery does not have iLottery currently.	
			2		
			3	good response. Liked the PM being on site.	
			4		
			5	decent response.	
3. Operations Staff	200	180	2		
			3	good response.	
			4		
			5		
			1	acknowledge two operators for draws. Described operations and operations leads well.	
A.2.6.2 Services					
1. Software Dev, Version Control, QC Testing, & Support Services	790	775	3	good response. A lot of detail included.	
			4	difficult to follow at times. Felt like copy/paste.	
			5	same	
			1	detailed description of testing process. Use of word "automation" makes it sound like the system is automated but it is their processes that are automated.	
			2	agile dev is best practice.	
2. Training Regs [Sales Agent, Staff, Program/Plan, Materials, etc.]	520	475	4	difficult to follow at times. Language difficult to follow. Unclear on contractor training.	
			5	liked the response.	
			1	detailed and well thought out for conversion training. Tradeshow for lottery employees discussed at end. Retraining is an additional cost.	
			2		
			3	questions were addressed.	
3. Sales Agent & Player Hotline System & Service	640	585	5		
			1	very detailed phone call center. Email and chat mentioned but not a priority. No concept of a player call center for sports bet included. Discrepancy in call reporting availabilitiy - three months or a year?	
			2		
			3	mostly good response.	
			4		
4. System Ops Supplies [Media, Computer Room Paper, Toner, Etc.]	160	140	1	missed the mark. Test environment supplies needed - not addressed.	
			2		
			3	okay response. Lacked detail.	
			4		
			5		
5. Inside Sales, Warehousing, & Delivery	250	190	2		
			3	lacked detail. Wanted more information	
			4		
			5		
			1	predictive ordering. Did not address section requirments.	
			3	acknowledged requirements.	
			4	through but could have been more organized.	

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
6. Data Center Operations & Field Service Support	700	650	5		
			1	no mention of number of CSTs. Otherwise very detailed.	
			2		
A.2.7 Facilities					
A.2.7.1 Main Site Specifications	220	200	4		
			5		
			1	well covered	
			2		
			3	good response.	
A.2.7.2 Back-up/Secondary Site Specifications	210	195	5		
			1	well covered.	
			2		
			3	good response.	
A.2.7.3 Offices & Data Center Requirements	210	185	4		
			1	confirmed requirements. Confirmed lottery space.	
			2		
			3	requirements met.	
A.2.7.4 Service Center	250	220	4		
			5		
			2		
			3	requirements met.	
A.2.7.5 Warehouse(s)	210	165	4	wanted more detailed information.	
			5		
			1	confirmed requirements and UAT space.	
			3	requirements met	
A.2.7.6 Fire Protection	180	150	4		
			5		
			1	short response. No reasoning provided for decisions made. Missed city locations.	
			2		
A.2.7.7 Power & Power Back-up Equipment	180	145	4	wanted more detail on how requirements would be accomplished.	
			5		
			1	only acknowledge requirements. Did not reference other sections with pertinent information	
			2		
A.2.7.8 Testing Facilities	400	335	3	lacked detail.	
			5	switch review site did not meet 135% requirement	
			1	all requirements addressed	
			2		
			3	lacked detail	
			4		
			1	acknowledge requirements. No description of badge access or generator for UAT.	
			2		
			3	acknowledge requirements.	
			4	wanted a more detailed description.	
			5		

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
A.2.7.9 Security for All Facilities	190	180	2		
			3	lacked detail	
			4		
			5		
			1	fully described requirements. Access notifications. Section references not consistent.	
A.2.8 Security Plan	340	310	3	acknowledged requirements.	
			4	addressed all items. Appears there were a lot of liquidated damages within the last three years.	
			5		
			1	restated security poster. No description of how IPL is maintained or how to interact with it.	
			2		
A.2.8.2 Data Security	230	215	4		
			5		
			1	all requirements confirmed and explained well.	
			2		
			3	acknowledged requirements	
A.2.8.3 Problem Notification	220	210	5	confusing to follow	
			1	requirements confirmed and explained well.	
			2		
			3	acknowledged requirmeents	
			4		
A.2.8.4 Reports	180	160	1	described the CR approval process well. No extra attention given to security requests.	
			2		
			3	acknowledge requirements	
			4		
			5	input from lottery on reports wanted.	
A.2.8.5 Business Continuity Plan	210	195	2		
			3		
			4	all items in scope addressed in detail	
			5	comprehensive	
			1	very detailed. Did not call out MCA requirements	
A.2.9 Conversion					
A.2.9.1 Conversion/Implementation Plan	370	290	3	very detailed. All requirements met	
			4	wanted more detail on sample documents available.	
			5	wanted additional detail	
			1	detailed yes. Timeline was incorrect having start after current contract expiration and does not include mobile sports bet.	
			2		
1. Start-up/Conversion Strategy	280	245	4	not enough detail. Wanted more explanation on how current and past bets would be converted and validated.	
			5		
			1	sound strategy and well described pros/cons.	
			2		
			3	same as 1.	

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Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded	
2. Formal Implementation Plan	340	201	5		
			1	detailed plan. Go live is late. Sports bet is not included.	
			2		
			3	missed the mark.	
			4	most difficult section of response to follow.	
3. Installation & Acceptance Testing	500	350	1	restated testing process. Missed opportunity to drill down on conversion efforts.	
			2		
			3	same	
			4		
			5		
4. Project Reporting & Monitoring	210	180	2		
			3	could of use more detail. Overall made sense.	
			4		
			5		
			1	good response. Nothing extra.	
A.2.10 Other Lotter Requirements					
A.2.10.1 Lottery Sales Representative Tools	400	340	3	comprehensive.	
			4	application portal looks good. Unclear on hardware available to lottery staff	
			5		
			1	acknowledge requirements. Two way communications not mentioned. Hardware not mentioned. Scratch ordering from app not discussed.	
			2		
A.2.10.2 Sports Wagering	1,450	1073	4	never mentioned they would offer all sports. UFC boxing racing, multiple sports not mentioned. Match fixing not mentioned	
			5		
			1	to many vague and incomplete assurances of compliance.	
			2		
			3	missing details.	
Offeror Qualifications	P/F	P	5		
			1		
			2		
			3		
			4		
References	P/F	P	1		
			2		
			3		
			4		
			5		
Company Profile & Experience	170	165	2		
			3	good details	
			4		
			5		
			1	detailed resume extensive experience	
Resumes	170	165	3		
			4		
			5		

Offeror (Company) Name: Scientific Games, LLC				Total Points Awarded: 38370.877031
Category	Possible Points	Consensus Score	Evaluation Member	Mandatory Justification Comments for Points Awarded
			1	detailed resume extensive experience
			2	
Offeror Financial Stability	P/F		4	
			5	
			1	
			2	
			3	
Service Organization's Internal Control Assessment	P/F		5	
			1	
			2	
			3	
			4	
TOTAL OF TECHNICAL PROPOSAL		32500	27877	
Oral Interviews/Product Demonstration	2500	2200	1	answered every question head on. Acknowledged that they missed items. Addressed the questions. Some concerns.
			2	liked that they focused on instate more. Recognized that sports bet and lottery security are different.
			3	thought they did well. Concerns on the timeline for implementation.
			4	similar reasons. Concerned on timeline.
			5	answered the questions but answers were somewhat brief not as comprehensive. Overly simplistic.
Cost Proposal - Pricing Structure	15000	5793.877031		
Equal Pay for Montana Women				
5% Bonus PointsEqual Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	2500	2500		
TOTAL SCORE		52500	38370.877031	

DOA-RFP-2025-0223AL
Montana Lottery Operating System and Related Services
SCORING GUIDE

In awarding points to the evaluation criteria, the evaluator/evaluation committee will consider the following guidelines:

Superior Response (95-100%): A superior response is an exceptional reply that completely and comprehensively meets all of the requirements of the RFP. In addition, the response may cover areas not originally addressed within the RFP and/or include additional information and recommendations that would prove both valuable and beneficial to the agency.

Good Response (75-94%): A good response clearly meets all the requirements of the RFP and demonstrates in an unambiguous and concise manner a thorough knowledge and understanding of the project, with no deficiencies noted.

Fair Response (60-74%): A fair response minimally meets most requirements set forth in the RFP. The offeror demonstrates some ability to comply with guidelines and requirements of the project, but knowledge of the subject matter is limited.

Failed Response (59% or less): A failed response does not meet the requirements set forth in the RFP. The offeror has not demonstrated sufficient knowledge of the subject matter.

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Montana Lottery Operating System and Related Services

Cost Worksheet

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points ($\$20,000/\$30,000 = 67\% \times 300 \text{ points} = 200$).

Cost			
Points Available	15000		
Lowest Cost	\$0.050000		
Vendor Name	Proposed Cost	Points Earned	Notes:
Intralot, Inc.	\$0.050000	15000.000000	
Scientific Games, LLC	\$0.129447	5793.877031	
Vendor # 3		#DIV/0!	
Vendor # 4		#DIV/0!	
Vendor # 5		#DIV/0!	
Vendor # 6		#DIV/0!	
Vendor # 7		#DIV/0!	
Vendor # 8		#DIV/0!	
Vendor # 9		#DIV/0!	
Vendor # 10		#DIV/0!	
Vendor # 11		#DIV/0!	
Vendor # 12		#DIV/0!	

Scoring Calculator

SH	100.0%
SL	94.0%
GH	94.0%
GL	74.0%
FH	74.0%
FL	59.0%
FDH	59.0%
FDL	0.0%

Total Points Available

Score		100
Superior (95-100%)	94 - 100	
Good (75-94%)	74 - 94	
Fair (60-74%)	59 - 74	
Failed (0-59%)	0 - 59	

Technical Scoring Session

DOA-RFP-2025-0223AL

Montana Lottery Operating System and Related Services

Date July 7, 2025 9am-4pm
Time July 8, 2025 9am-12pm

Location DOA - In person

Evaluation Committee Members:

Kyler Baker
Phil Charpentier
Kevin Gilbertson
Jason Harlow
Steven Kelly

Contracts Officer: Anna Lubick

Order of Evaluation: Random
Scoring Method: Consensus

Product Demo/Interview

Date July 24, 2025
Time 9am - 3 pm

Location DOA - In person

Order of Demonstration/Interview: Random
Scoring Method: Consensus