



ADDENDUM NO. 2 TO ALL OFFERORS:

Reference: Request for Proposal: **RFP# 4957MG**

Commodity: **Consulting and Investigative Services**

Dated: **July 16, 2020**

All offerors are required to acknowledge all RFP addenda in their proposals.

2nd Round of Questions and Answers

1. Q: The RFP mentions 'Apply computer forensics and data analysis techniques as appropriate'. In certain instances, will you be looking for us to image computers or other technology of applicants? If not, can you provide some clarity on what you expect in regards to 'computer forensics'?

A: The Lottery does not anticipate the need to apply computer forensics and data analysis unless the investigation uncovers a potential fraud and such techniques would be needed to support findings and the ultimate denial of a license.

2. Q: Can we quote multiple rates for labor categories, based on years of experience? For example, we have Investigators that have 5-10 years experience and investigators with 20+ years experience. Is it helpful to see the different rates, or do you prefer a certain experience range and one standard hourly rate?

A: Please provide rates for the requested labor categories that match the descriptions. These will be used for evaluation purposes. If you wish to propose additional labor categories and associated rates you may do so as well.

3. Q: In our experience, we've also quoted flat fees for certain types of due diligence reports. Would it be helpful to share that information in our proposals?

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A: Please provide rates for the requested labor categories that match the descriptions. These will be used for evaluation purposes. If you wish to propose a different pricing solution as well, you may do so.

4. Q: What records are the applicants required to provide (on both a company and individual level)? More specifically, what financial information will the applicants be required to provide? Would everything you collect be available for us to review?

A: The draft sports betting regulations II VAC5-70-60 F though V specifies the type of information that is required for a company requesting a sports betting permit. The type of financial information that an individual is required to submit will vary based on the level of licensure. Principal applicants, which will be the highest level of an individual license, will be asked several financial related questions concerning their financial history, which includes, business interests, bankruptcy, gifts, sources of income, bank accounts, investments, debt, etc., and will be required to complete a net worth statement. Lower level licensees will not be required to submit the same amount of financial information. Everything that is submitted pertaining to the investigations assigned to a Contractor will be shared with the Contractor.

5. Q: I have a question about the Consulting Services half of the VA Lottery's RFP 4957MG-2 - if it is possible to let me know, could you please clarify if VA Lottery is looking more for a consultant with a background in the state regulatory process and in the development of writing, distributing and maintaining regulations and policies or simply a background in gaming?

A: The Lottery is primarily seeking a consultant with a background in gaming to assist the Lottery with establishing a method of effective evaluation of licenses for sports betting and from time to time, provide consulting services as it relates to best practices in the gaming industry. The Lottery is not seeking a consultant to draft regulations, but may, from time to time, request advice concerning a particular regulation or a best practice.

6. Q: Page 6 – B -1 In the consulting services section, the RFP indicates that the Lottery seeks assistance in “establishing a method of effective

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evaluation of licenses for sports betting and determining the optimal awards for such activities.” Was the intent to omit casino licenses from this section and only look at sports betting applicants? Please clarify if “methods of effective evaluation” will be sought for both forms of wagering activities and associated licensing criteria?

A: “Methods of effective evaluation” will be sought only for sports betting licenses.

7. Q: Page 6/7 – B-2 The RFP notes that the consulting will include both casinos and sports betting. As the draft sports wagering regulations will have already been released, is it the intention for the consulting to include collaboration on and/or drafting of casino game regulations and sports betting? If possible, please provide clarification to whether the scope of services with respect to casino betting includes collaboration on the drafting of rules, recommendations on the implementation of the rules for both casino gaming and sports wagering?

A: The Lottery is not seeking a consultant to draft regulations for either sports betting or casinos. However, the Lottery may, from time to time, request advice concerning a particular regulation or best practice.

8. Q: Will Contractor(s) be able to provide input on the questions asked and information requested in the various forms of license applications?

A: The application forms will be complete by the time this contract is awarded. However, the contractor will be allowed to request additional information from the applicant if the information is integral to the investigation.

9. Q: May different hourly rates be proposed within a service category for various professionals listed within those service categories?

A: Yes, provided the hourly rates we asked for are provided. Please price the labor categories listed in the RFP for evaluation purposes. If you wish to include additional labor categories and associated pricing, you may do so.

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