

**State of Maine**  
**RFP / Proposal Master Score Sheet**

**Instructions:** Complete the Master Score Sheet below providing all of the requested information for each bidder that submitted a proposal in response to the RFP. This document is to be included in the Selection Package submitted to the Division of Procurement Services for review/approval.

SCORESHEET FOR RFP# 202001004: Pre-Qualified Vendor List for Subject Matter Experts									
<b>PROPOSAL SUBMITTED BY:</b>		<b>Gaming Integrity Services</b>		<b>Gaming Laboratory International</b>					
<b>COST:</b>		<b>Cost:</b>	<b>\$150 to \$212</b>	<b>Cost:</b>	<b>\$150 to \$700</b>	<b>Cost:</b>		<b>Cost:</b>	
<b>EVALUATION ITEM</b>	<b>POINTS AVAIL.</b>								
Section I: Organization Qualifications and Experience	40	40		40					
Section II: Proposed Services	20	20		20					
Section III: Cost Proposal	40	40		40					
<b>TOTAL</b>	<b>100</b>	100		100					
<b>PROPOSAL SUBMITTED BY:</b>									
<b>COST:</b>		<b>Cost:</b>		<b>Cost:</b>		<b>Cost:</b>		<b>Cost:</b>	
<b>EVALUATION ITEM</b>	<b>POINTS AVAIL.</b>								
Section I: Organization Qualifications and Experience									
Section II: Proposed Services									
Section III: Cost Proposal									
<b>TOTAL</b>	<b>100</b>								

**Award Justification Statement**  
**RFP# 202001004 Pre-Qualified Vendor List for Gaming Subject Matter Experts**  
**Gaming Laboratory International**

**I. Summary**

The Department of Public Safety is seeking proposals to be considered for inclusion on a Pre-Qualified Vendor List for subject matter experts on gaming. Experts may review files related to alleged violations and provide testimony at administrative hearings; review gaming facility internal control documentation and perform on-site audits of licensees; make recommendations on rulemaking and/or provide training to staff.

**II. Evaluation Process**

An evaluation team comprised of employees within the Gambling Control Unit, who will utilize the services the bidders shall provide, will judge the merits of the proposals received in accordance with the criteria defined in the RFP, and in accordance with the most advantageous financial and economic impact considerations (where applicable) for the State.

**III. Qualifications & Experience**

Vast experience and well demonstrated expertise. Global clients. Has Bulletproof as subcontractor which is an IT security firm. Member organization chart meets or exceeds requirements. They have member management of the LLC. No litigation with individuals or the company. Accreditations in NJ, CO and NV. Commercial liability certificates.

**IV. Proposed Services**

Investigation of violations and hearings, internal control auditing, use of Bulletproof for review and assessments, rulemaking and extensive expert witnesses.

**V. Cost Proposal**

\$250 to \$700 per hour – professional  
\$150 per hour - internal control auditing  
\$150 per hour - Rulemaking

**VI. Conclusion**

Experience and costs conducive to the evaluation process.

**Award Justification Statement**  
**RFP# 202001004 Pre-Qualified Vendor List for Gaming Subject Matter Experts**  
**Gaming Integrity Services**

**I. Summary**

The Department of Public Safety is seeking proposals to be considered for inclusion on a Pre-Qualified Vendor List for subject matter experts on gaming. Experts may review files related to alleged violations and provide testimony at administrative hearings; review gaming facility internal control documentation and perform on-site audits of licensees; make recommendations on rulemaking and/or provide training to staff.

**II. Evaluation Process**

An evaluation team comprised of employees within the Gambling Control Unit, who will utilize the services the bidders shall provide, will judge the merits of the proposals received in accordance with the criteria defined in the RFP, and in accordance with the most advantageous financial and economic impact considerations (where applicable) for the State.

**III. Qualifications & Experience**

Vast experience and well demonstrated expertise. They have member management of the LLC. No litigation with individuals or the company. One member is a certified fraud examiner. Professional liability certificates

**IV. Proposed Services**

Investigation of violations, expert witnesses, due diligence, internal control audits, assistance in rulemaking and investigative training and reports.

**V. Cost Proposal**

\$150 to \$212 per hour – professional  
\$50 per hour administrative support

**VI. Conclusion**

Experience and costs conducive to the evaluation process.





**STATE OF MAINE  
DEPARTMENT OF PUBLIC SAFETY**

**Janet T. Mills  
Governor**

**Michael Sauschuck  
Commissioner**

March 6, 2020

Mr. James Maida  
600 Airport Road  
Lakewood, NJ 08701

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP # 202001004,  
Pre-Qualified Vendor List for Gaming Subject Matter Experts

Dear Mr. Maida

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Public Safety for Pre-Qualified Vendor List for Gaming Subject Matter Experts. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder(s):

- Gaming Laboratories International
- Gaming Integrity Services

The bidders listed above have met the requirements for placement on the Pre-Qualified Vendor List. Vendors added to this Pre-Qualified Vendor List (PQVL) are not guaranteed a contract with the State of Maine but are eligible to submit bids on projects issued through the PQVL Mini-Bid Process, as defined in the RFP. Any Notice of Conditional Contract Award resulting from a Mini-Bid award is subject to execution of a written contract. As a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor(s). The vendor shall not acquire any legal or equitable rights relative to contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award and dissolve the Pre-Qualified Vendor List at any time.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,



Milton Champion

207-626-3900

Milton.f.champion@maine.gov

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**STATE OF MAINE  
DEPARTMENT OF PUBLIC SAFETY**

**Janet T. Mills  
Governor**

**Michael Sauschuck  
Commissioner**

March 6, 2020

Mr. Lynwood Smith  
1313 Continental Way  
Mustang, OK 73064

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP # 202001004,  
Pre-Qualified Vendor List for Gaming Subject Matter Experts

Dear Mr. Smith

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Public Safety for Pre-Qualified Vendor List for Gaming Subject Matter Experts. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder(s):

- Gaming Integrity Services
- Gaming Laboratory International

The bidders listed above have met the requirements for placement on the Pre-Qualified Vendor List. Vendors added to this Pre-Qualified Vendor List (PQVL) are not guaranteed a contract with the State of Maine but are eligible to submit bids on projects issued through the PQVL Mini-Bid Process, as defined in the RFP. Any Notice of Conditional Contract Award resulting from a Mini-Bid award is subject to execution of a written contract. As a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor(s). The vendor shall not acquire any legal or equitable rights relative to contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award and dissolve the Pre-Qualified Vendor List at any time.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,



Milton Champion

207-626-3900

Milton.f.champion@maine.gov



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**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER:** Gaming Laboratories International

**DATE OF EVALUATION:** 2.22.20

\*\*\*\*\*

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:** Public Safety

**NAME OF RFP COORDINATOR:** Milton Champion

**NAMES OF EVALUATORS:** James Gass, James Horr and Det. Don Armstrong

\*\*\*\*\*

**SUMMARY PAGE**

<b>Pass/Fail Criteria</b>		
	<b>Pass:</b>	<b>Fail:</b>
◆ Failure to provide information requested in this RFP may, at the discretion of the Department's evaluation review team, result in a lower rating for the incomplete sections and may result in the proposal being disqualified for consideration.	✓	
◆ Failure to provide the Debarment, Performance and Non-Collusion Certification Form may result in the disqualification of the Bidder's proposal, at the discretion of the Department.	✓	
◆		
	<b>Points Awarded:</b>	
<b>Numerical Score:</b>		
Section I. Organization Qualifications and Experience (Max: 40 Points)	40	
Section II. Proposed Services (Max: 20 Points)	20	
Section III: Cost Proposal (Max: 40 Points)	40	
<b>TOTAL POINTS</b> (Max: 100 Points)	100	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER:** Gaming Laboratories International

**DATE OF EVALUATION:** 2-26-20

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER: Gaming Laboratories International

DATE OF EVALUATION: 2.22.20

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available:** 40

**Score:** 40

\*\*\*\*\*

**Evaluation Team Comments:**

I. Overview of the Organization

- Vast experience and well demonstrated expertise
- global clients

II. Subcontractors

- Bulletproof - IT security firm

III. Organizational Chart

Meets and exceeds requirements

IV. Litigation

- No current
- past was a workman's comp issue

V. Licensure/Certification

Yes, had accreditation in NJ, CO, and NV

VI. Certificate of Insurances

Commercial liability  
Automobile

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER:** Gaming Laboratories International

**DATE OF EVALUATION:** 8-26-20

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

**Total Points Available:** 20

**Score:** 20

\*\*\*\*\*

**Evaluation Team Comments:**

I. Services to be Provided

- Investigations of violations and hearings.
- Internal control auditing
- Use Bulletproof for reviews and assessments
- rulemaking - extensive repository



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER: Gaming Laboratories International

DATE OF EVALUATION: 8.26.20

\*\*\*\*\*

**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

Total Points Available: 40

Score: 40

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Score
	÷		x	40 points	=	

Evaluation Team Comments:

\$250 - \$700 per hour - depending on task scope and complexity

\$150<sup>per hour</sup> - Internal control Auditing

\$150<sup>Per hour</sup> - Rule making

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER:** Gaming Integrity Services

**DATE OF EVALUATION:** 2-26-20

\*\*\*\*\*

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:** Public Safety

**NAME OF RFP COORDINATOR:** Milton Champion

**NAMES OF EVALUATORS:** James Gass, James Horr and Det. Don Armstrong

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**SUMMARY PAGE**

<b>Pass/Fail Criteria</b>		<b>Pass:</b>	<b>Fail:</b>
◆ Failure to provide information requested in this RFP may, at the discretion of the Department's evaluation review team, result in a lower rating for the incomplete sections and may result in the proposal being disqualified for consideration.		✓	
◆ Failure to provide the Debarment, Performance and Non-Collusion Certification Form may result in the disqualification of the Bidder's proposal, at the discretion of the Department.		✓	
◆			
		<b>Points Awarded:</b>	
<b>Numerical Score:</b>			
Section I. Organization Qualifications and Experience	(Max: 40 Points)	40	
Section II. Proposed Services	(Max: 20 Points)	20	
Section III: Cost Proposal	(Max: 40 Points)	40	
<b>TOTAL POINTS</b>		(Max: 100 Points)	100

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER:** Gaming Integrity Services

**DATE OF EVALUATION:** 2-25-20

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER: Gaming Integrity Services

DATE OF EVALUATION: 2. 26. 20

\*\*\*\*\*

**EVALUATION OF SECTION I  
Organization Qualifications and Experience**

**Total Points Available:** 40

**Score:** 40

\*\*\*\*\*

**Evaluation Team Comments:**

I. Overview of the Organization

They had vast experience, well demonstrated expertise

II. Subcontractors

none

III. Organizational Chart

member management LLC

IV. Litigation

none

V. Licensure/Certification

Linwood Smith - certified fraud examiner

VI. Certificate of Insurances

professional liability

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER: Gaming Integrity Services

DATE OF EVALUATION: 2.25.20

\*\*\*\*\*

**EVALUATION OF SECTION II  
Proposed Services**

Total Points Available: 20

Score: 20

\*\*\*\*\*

**Evaluation Team Comments:**

I. Services to be Provided

Investigation of violations, expert witnesses, due diligence  
internal control audits, assist in rulemaking, and investigative  
training and reports



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER: Gaming Integrity Services

DATE OF EVALUATION: 2.26.20

\*\*\*\*\*  
**EVALUATION OF SECTION III  
Cost Proposal  
Price: Comparison with Lowest Bid**

**Total Points Available:** 40

**Score:** 40

\*\*\*\*\*

Lowest submitted Cost Proposal	÷	Cost Proposal being scored	x	Score Weight	=	Score
	÷		x	40 points	=	

**Evaluation Team Comments:**

\$150 to \$212 per hour - professional  
\$50 per hour - Admin Support rate

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: Gaming Laboratories International

DATE OF REVIEW: 02/26/20

EVALUATOR NAME: James Gass

EVALUATOR DEPARTMENT: Public Safety

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

\*\*\*\*\*

**Individual Evaluator Comments:**

**I Organization Qualifications and Experience**

- **Overview of the Organization**

- The Bidder is to complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in this RFP. The Bidder is also to include three examples of projects which demonstrate their experience and expertise in performing these services as well as highlighting the Bidder's stated qualifications and skills.

- Extensive Experience

- 480 jurisdictions w/ 17 testing labs w/ accreditation
    - Provided four projects
    - Vast knowledge & experience

- **Subcontractors**

- If subcontractors are to be used, provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors' organizational capacity and qualifications.

- Bulletproof

- IT Security Firm
    - Governance, Risk & Compliance

- **Organizational Chart**

- Provide an organizational chart of the bidder's organization. The organization chart must include the project being proposed. Each position must be identified by position title and corresponding to the personnel job descriptions and the Staffing Plan provided.

- Meets / Exceeds Request

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Laboratories International

**DATE OF REVIEW:** 02/26/20

**EVALUATOR NAME:** James Gass

**EVALUATOR DEPARTMENT:** Public Safety

- **Litigation**

- Attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which Bidder paid the claimant either as part of a settlement or by decree. For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome. If no litigation will be included, write "none" on submitted attachment.
  - No Current
  - Past
    - Workmen's Comp Issue

- **Licensure/Certification**

- Provide documentation of any applicable licensure/certification or any specific credentials required to provide the proposed services.
  - Yes
    - Listed in proposal

- **Certificate of Insurance**

- Provide a certificate of insurance on a standard Acord form (or the equivalent) evidencing the Bidder's general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.
  - Yes
    - Listed in proposal

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Laboratories International

**DATE OF REVIEW:** 02/26/20

**EVALUATOR NAME:** James Gass

**EVALUATOR DEPARTMENT:** Public Safety

**Section II Proposed Services**

- **Services to be Provided**

- Discuss the Scope of Services referenced above in Part II of this RFP and what the Bidder will offer. Give particular attention to describing the methods and resources you will use and how you will accomplish the tasks involved. Also, describe how you will ensure expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, clearly identify the work each will perform.
  - Investigation of Violations / Hearings
  - Internal Control Audits
    - Using Bulletproof for reviews and assessments
  - Rule Making

**Section III Cost Proposal**

- **General Instructions**

- The Respondent must submit a current rate sheet. Rate sheets must provide a listing of all the typical fixed and hourly rates for all services and the positions expected to be involved in the services provided as well as all other expected expenses.
  - Expert Witness
    - \$250 to \$700 per hour
  - Auditor
    - \$150.per hour
  - Compliance
    - \$150.per hour

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Laboratories International

**DATE OF REVIEW:** 02-26-2020

**EVALUATOR NAME:** JAMES HERR

**EVALUATOR DEPARTMENT:** Public Safety

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

\*\*\*\*\*

**Individual Evaluator Comments:**

**I Organization Qualifications and Experience**

- **Overview of the Organization**

- The Bidder is to complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in this RFP. The Bidder is also to include three examples of projects which demonstrate their experience and expertise in performing these services as well as highlighting the Bidder's stated qualifications and skills.  
GLI has exhibited global footprint and five references related to projects within the last year. This includes projects inside and outside of the U.S.. GLI has also adequately shown their breadth of gambling related services they provide.

- **Subcontractors**

- If subcontractors are to be used, provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors' organizational capacity and qualifications.  
Bullet proof solutions Inc., Address: 3040 Williams Dr. #510, Fairfax, VA 22031  
Phone: 703-206-9383, Contact: Bill Higgins
  - More than 200 employees
  - Leader in IT security
  - Thousands of successfully completed engagements
  - Government risk and compliance division



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Laboratories International

**DATE OF REVIEW:** 02-26-2020

**EVALUATOR NAME:** JAMES HERR

**EVALUATOR DEPARTMENT:** Public Safety

- **Organizational Chart**

- Provide an organizational chart of the bidder's organization. The organization chart must include the project being proposed. Each position must be identified by position title and corresponding to the personnel job descriptions and the Staffing Plan provided.

Submitted on Page II.

Well detailed organizational chart related to the specific staffing plan for this bid.

- **Litigation**

- Attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which Bidder paid the claimant either as part of a settlement or by decree. For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome. If no litigation will be included, write "none" on submitted attachment.

No current Litigation

Closed: Brian Butler, Permanent Partial Disability, Settled \$28k+

No litigation provided to disqualify eligibility for bid

- **Licensure/Certification**

- Provide documentation of any applicable licensure/certification or any specific credentials required to provide the proposed services.

**Accreditations**

**Accrediting body**

**USA – New Jersey**    **ISO/IEC 17025, 17020, 17065**    **A2LA**

**USA – Nevada**    **ISO/IEC 17025,**    **A2LA**

**USA – Colorado**    **ISO/IEC 17025**    **A2LA**

- **Certificate of Insurance**

- Provide a certificate of insurance on a standard Acord form (or the equivalent) evidencing the Bidder's general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.

Provided: Commercial General Liability, Automobile Liability, Additional Umbrella Liability

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Laboratories International

**DATE OF REVIEW:** 02-26-2020

**EVALUATOR NAME:** JAMES HERR

**EVALUATOR DEPARTMENT:** Public Safety

**Section II Proposed Services**

- **Services to be Provided**

- Discuss the Scope of Services referenced above in Part II of this RFP and what the Bidder will offer. Give particular attention to describing the methods and resources you will use and how you will accomplish the tasks involved. Also, describe how you will ensure expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, clearly identify the work each will perform.
- Investigations of alleged violations and administrative firings
- Internal Control Auditing – Sub contractor / Affiliated Company
- Rule Making – Extensive repository to meet State's needs

**Section III Cost Proposal**

- **General Instructions**

- The Respondent must submit a current rate sheet. Rate sheets must provide a listing of all the typical fixed and hourly rates for all services and the positions expected to be involved in the services provided as well as all other expected expenses.

Rates provided meet the specifications noted above  
Provided: Service, position, hourly rates

Also included are other expected expenses related to the performance of the work.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: ~~Gaming Integrity Services~~

*GLI - Gaming Laboratories International*

DATE OF REVIEW: *02/26/2020*

EVALUATOR NAME: *Don Armstrong*

EVALUATOR DEPARTMENT: Public Safety

\*\*\*\*\*  
**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.  
\*\*\*\*\*

**Individual Evaluator Comments:**

**I Organization Qualifications and Experience**

• **Overview of the Organization**

- The Bidder is to complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in this RFP. The Bidder is also to include three examples of projects which demonstrate their experience and expertise in performing these services as well as highlighting the Bidder's stated qualifications and skills.

*30yrs regulations & compliance & testing  
has been w/ me. over 15yrs  
Submitted documents as expert witnesses*

• **Subcontractors**

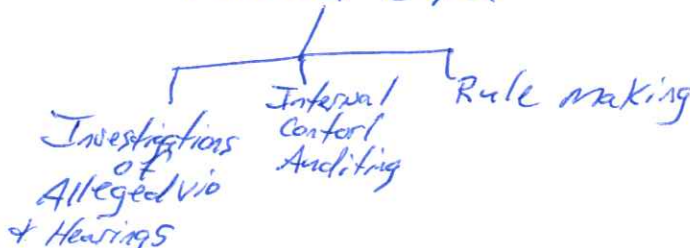
- If subcontractors are to be used, provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors' organizational capacity and qualifications.

*Bulletproof Solutions Inc. 200 employees  
3040 Williams #510 Fairfax VA, 22031  
703-266-9383  
Bill Higgins*

• **Organizational Chart**

- Provide an organizational chart of the bidder's organization. The organization chart must include the project being proposed. Each position must be identified by position title and corresponding to the personnel job descriptions and the Staffing Plan provided.

*Org Chart submitted / Main point of contact  
Michael Capen*



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: ~~Gaming Integrity Services~~ *GLI*

DATE OF REVIEW: *02/26/20*

EVALUATOR NAME: *Don Armstrong*

EVALUATOR DEPARTMENT: Public Safety

- **Litigation**

- Attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which Bidder paid the claimant either as part of a settlement or by decree. For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome. If no litigation will be included, write "none" on submitted attachment.

*Currently - None*

*Closed - Contested Industrial Ins. Claim of Brian Butler  
(hurt while working - Settled w/ Ins. Co. 28,000.00)*

- **Licensure/Certification**

- Provide documentation of any applicable licensure/certification or any specific credentials required to provide the proposed services.

*Accreditations - CESA - New Jersey  
- NV  
- CO*

- **Certificate of Insurance**

- Provide a certificate of insurance on a standard Acord form (or the equivalent) evidencing the Bidder's general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.

*① Liability Ins. - Borden Perlman Ins. Agency  
produced certificate*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: ~~Gaming Integrity Services~~ *GLT*

DATE OF REVIEW: *02/26/20*

EVALUATOR NAME: *Don Armstrong*

EVALUATOR DEPARTMENT: Public Safety

**Section II Proposed Services**

- **Services to be Provided**

- Discuss the Scope of Services referenced above in Part II of this RFP and what the Bidder will offer. Give particular attention to describing the methods and resources you will use and how you will accomplish the tasks involved. Also, describe how you will ensure expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, clearly identify the work each will perform.

*Have testified in All 3 courts  
Investigations of hearings, violations*

**Section III Cost Proposal**

- **General Instructions**

- The Respondent must submit a current rate sheet. Rate sheets must provide a listing of all the typical fixed and hourly rates for all services and the positions expected to be involved in the services provided as well as all other expected expenses.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: Gaming Integrity Services

DATE OF REVIEW: 02/26/20

EVALUATOR NAME: James Gass

EVALUATOR DEPARTMENT: Public Safety

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

\*\*\*\*\*

**Individual Evaluator Comments:**

**I Organization Qualifications and Experience**

- **Overview of the Organization**

- The Bidder is to complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in this RFP. The Bidder is also to include three examples of projects which demonstrate their experience and expertise in performing these services as well as highlighting the Bidder's stated qualifications and skills.

- 30 Years Experience
  - Suitability Investigations
  - Regulatory Advisor
  - Litigation Support
    - Expert Witness

- **Subcontractors**

- If subcontractors are to be used, provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors' organizational capacity and qualifications.

- None Anticipated

- **Organizational Chart**

- Provide an organizational chart of the bidder's organization. The organization chart must include the project being proposed. Each position must be identified by position title and corresponding to the personnel job descriptions and the Staffing Plan provided.

- Member managed LLC
  - Lynwood Smith – Primary POC

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Integrity Services

**DATE OF REVIEW:** 02/26/20

**EVALUATOR NAME:** James Gass

**EVALUATOR DEPARTMENT:** Public Safety

- **Litigation**

- Attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which Bidder paid the claimant either as part of a settlement or by decree. For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome. If no litigation will be included, write "none" on submitted attachment.

- None

- **Licensure/Certification**

- Provide documentation of any applicable licensure/certification or any specific credentials required to provide the proposed services.

- Lynwood Smith
  - Certified Fraud Examiner

- **Certificate of Insurance**

- Provide a certificate of insurance on a standard Acord form (or the equivalent) evidencing the Bidder's general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.

- Professional Liability

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Integrity Services

**DATE OF REVIEW:** 02/26/20

**EVALUATOR NAME:** James Gass

**EVALUATOR DEPARTMENT:** Public Safety

## **Section II Proposed Services**

- **Services to be Provided**

- Discuss the Scope of Services referenced above in Part II of this RFP and what the Bidder will offer. Give particular attention to describing the methods and resources you will use and how you will accomplish the tasks involved. Also, describe how you will ensure expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, clearly identify the work each will perform.
  - Investigation of Violations / Hearings
    - Expert Witness
  - Due Diligence Investigations
  - Internal Control Audits
  - Rule Making
  - Investigative Training & Reports

## **Section III Cost Proposal**

- **General Instructions**

- The Respondent must submit a current rate sheet. Rate sheets must provide a listing of all the typical fixed and hourly rates for all services and the positions expected to be involved in the services provided as well as all other expected expenses.
  - \$150 to \$212 per hour
    - Admin Support \$50.00 per hour

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Integrity Services

**DATE OF REVIEW:** 02-20-2020

**EVALUATOR NAME:** JAMES HERR

**EVALUATOR DEPARTMENT:** Public Safety

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

\*\*\*\*\*

**Individual Evaluator Comments:**

**I Organization Qualifications and Experience**

- **Overview of the Organization**

- The Bidder is to complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in this RFP. The Bidder is also to include three examples of projects which demonstrate their experience and expertise in performing these services as well as highlighting the Bidder's stated qualifications and skills.  
Principals Lynwood Smith, Maureen Williamson, and Kenneth McCabe.  
Well demonstrated expertise  
Professional credentials and exhibited experience  
Three applicable/relevant projects presented in Bid

- **Subcontractors**

- If subcontractors are to be used, provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors' organizational capacity and qualifications.  
None anticipated

- **Organizational Chart**

- Provide an organizational chart of the bidder's organization. The organization chart must include the project being proposed. Each position must be identified by position title and corresponding to the personnel job descriptions and the Staffing Plan provided.  
Chart provided in written form. See pg. 12 for chart: displays the roles and responsibilities of each partner

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Integrity Services

**DATE OF REVIEW:** 02-20-2020

**EVALUATOR NAME:** JAMES HERR

**EVALUATOR DEPARTMENT:** Public Safety

- **Litigation**

- Attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which Bidder paid the claimant either as part of a settlement or by decree. For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome. If no litigation will be included, write "none" on submitted attachment.  
None to report

- **Licensure/Certification**

- Provide documentation of any applicable licensure/certification or any specific credentials required to provide the proposed services.

**Lynwood B. Smith – certified fraud examiner in good standing Member # 55208**

- **Certificate of Insurance**

- Provide a certificate of insurance on a standard Acord form (or the equivalent) evidencing the Bidder's general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.  
Professional Liability, Limited to \$1M/each/aggregate

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202001004

**RFP TITLE:** Pre-Qualified Vendor List for Gaming Subject Matter Experts

**BIDDER NAME:** Gaming Integrity Services

**DATE OF REVIEW:** 02-20-2020

**EVALUATOR NAME:** JAMES HERR

**EVALUATOR DEPARTMENT:** Public Safety

**Section II Proposed Services**

- **Services to be Provided**

- Discuss the Scope of Services referenced above in Part II of this RFP and what the Bidder will offer. Give particular attention to describing the methods and resources you will use and how you will accomplish the tasks involved. Also, describe how you will ensure expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, clearly identify the work each will perform.

Maureen Williamson brings previous experience working in Maine with/for the State of Maine

Sports book experience in the eventuality of legislation passes, sports book

Advanced deposit wagering directly with Maine study performed

Full list of services adequately described

**Section III Cost Proposal**

- **General Instructions**

- The Respondent must submit a current rate sheet. Rate sheets must provide a listing of all the typical fixed and hourly rates for all services and the positions expected to be involved in the services provided as well as all other expected expenses.

Professional Blended rate - \$150-\$212/hr

Admin - \$50

Travel time = 50% blended rate

Direct cost to be billed at actual cost

Invoices to be monthly



STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: Gaming Laboratories International

DATE OF REVIEW:

EVALUATOR NAME: Dan Armstrong

EVALUATOR DEPARTMENT: Public Safety

\*\*\*\*\*

**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.

\*\*\*\*\*

**Individual Evaluator Comments:****I Organization Qualifications and Experience****• Overview of the Organization**

- The Bidder is to complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in this RFP. The Bidder is also to include three examples of projects which demonstrate their experience and expertise in performing these services as well as highlighting the Bidder's stated qualifications and skills.

Gaming Consultant - formed 2011 - housed in OK

3 Key Principals - working in gaming ops or regulatory 30+ yrs experience

**• Subcontractors**

- If subcontractors are to be used, provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors' organizational capacity and qualifications.

Will not have any Sub Contractors

**• Organizational Chart**

- Provide an organizational chart of the bidder's organization. The organization chart must include the project being proposed. Each position must be identified by position title and corresponding to the personnel job descriptions and the Staffing Plan provided.

org chart consists of:

Lynwood Smith

Maureen Williamson

Kenneth McCabe

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: ~~Gaming Laboratories International~~ *GIS*

DATE OF REVIEW: *8/26/20*

EVALUATOR NAME: *Don Armstrong*

EVALUATOR DEPARTMENT: Public Safety

- **Litigation**

- Attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which Bidder paid the claimant either as part of a settlement or by decree. For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome. If no litigation will be included, write "none" on submitted attachment.

*No litigation to report*

- **Licensure/Certification**

- Provide documentation of any applicable licensure/certification or any specific credentials required to provide the proposed services.

*Lynwood Smith - Certified Fraud Examiner*

- **Certificate of Insurance**

- Provide a certificate of insurance on a standard Acord form (or the equivalent) evidencing the Bidder's general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.

*Currently Ins. Expires 8/23/2020  
Producer Hiscox Inc.*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #: 202001004

RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts

BIDDER NAME: ~~Gaming Laboratories International~~ *GIS*

DATE OF REVIEW: *02/26/20*

EVALUATOR NAME: *Don Armstrong*

EVALUATOR DEPARTMENT: Public Safety

**Section II Proposed Services**

- **Services to be Provided**

- Discuss the Scope of Services referenced above in Part II of this RFP and what the Bidder will offer. Give particular attention to describing the methods and resources you will use and how you will accomplish the tasks involved. Also, describe how you will ensure expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, clearly identify the work each will perform.

*All gaming Aspects Casino, machines, ADW, Charitable gaming, Sports wagering*

**Section III Cost Proposal**

- **General Instructions**

- The Respondent must submit a current rate sheet. Rate sheets must provide a listing of all the typical fixed and hourly rates for all services and the positions expected to be involved in the services provided as well as all other expected expenses.

*150 to 212 per hour  
50 per hour*





STATE OF MAINE  
DEPARTMENT OF PUBLIC SAFETY

Janet T. Mills  
Governor

Michael Sauschuck  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202001004**

**RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts**

I, (print name at right) James A. Goss  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Public Safety. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

**I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the funding decision notices for public distribution.**

Signature 

Date 2.24.2020



STATE OF MAINE  
DEPARTMENT OF PUBLIC SAFETY

Janet T. Mills  
Governor

Michael Sauschuck  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202001004**

**RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts**

I, (print name at right) JAMES HARR  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Public Safety. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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Signature

2/26/2020  
Date





STATE OF MAINE  
DEPARTMENT OF PUBLIC SAFETY

Janet T. Mills  
Governor

Michael Sauschuck  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202001004**

**RFP TITLE: Pre-Qualified Vendor List for Gaming Subject Matter Experts**

I, (print name at right) Don Armstrong  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Public Safety. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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Don Armstrong  
Signature

02/26/2020  
Date