

State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW

Department Office/Division/Program:		DAFS/BABLO	
Department Contract Administrator or Grant Coordinator:		Eileen Bonenfant	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 465,600.00	Advantage CT / RQS #:	20210927*0309
CONTRACT	Proposed Start Date:	08/01/2021	Proposed End Date: 07/31/2022
AMENDMENT	Original Start Date:		Effective Date:
	Previous End Date:		New End Date:
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		SCIENTIFIC GAMES INTERNATIONAL PO BOX 740845, LOS ANGELES, CA 90074-1845	
Brief Description of Goods/Services/Grant:		50 - SCIQN systems & 12 months of maintenance fees.	

PART II: JUSTIFICATION FOR VENDOR SELECTION

Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)

	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION

Please respond to ALL of the following:

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

The Maine Lottery has worked with our contractor Scientific Games International (SGI) to beta test new proprietary instant ticket dispensing and management system that has the potential to revolutionize the instant ticket sales channel at retail. The new technology streamlines the instant ticket sales process, manages inventory levels, increases security and provides a more enjoyable consumer purchasing experience. The new technology is manufactured by SG and is not available through any other vendor in the industry.

State of Maine Procurement Justification Form

PART III: SUPPLEMENTAL INFORMATION

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

The Maine Lottery contracts with Scientific Games International (SGI) for our lottery gaming system and services including central system hardware and software, POS terminals at retail and printing, warehousing and distribution of instant lottery tickets. This is done because the Maine Lottery and/or other government agencies do not have the expertise and resources to provide these services.

No other vendor is offering this new technology that will provide lottery retailers with increased sales capabilities that should lead to higher sales and increased profit for the state of Maine.

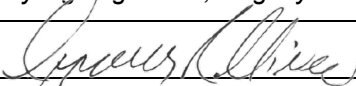
3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

As a result of partnering with Scientific Games International (SGI) for a beta test of the technology, the Maine Lottery was able to negotiate a 33% reduction in costs. This reduction in cost resulted in \$150,000 in savings.

4. Describe the plan for future competition for the goods or services.

The Lottery industry is very competitive industry with limited suppliers of goods and services. This new technology will cause other industry vendors to develop similar technologies to compete for business in the future. This increased competition should lead to more options.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	<i>By signing below, I signify that I approve of this procurement request.</i>		
			
Printed Name:	Gregory Mineo	Date:	9/27/2021
Signature of DAFS Procurement Official:	<small>DocuSigned by:</small> <i>Sue H. Garcia</i>		
Printed Name:	<small>E5DB92AC0F8D490...</small> Sue H. Garcia	Date:	9/27/2021