

	QUESTION	ANSWER
1.	Clarify whether the proposal can be sent via email or alternatively is a hard copy required?	Proposal must be submitted via e-mail to <a href="mailto:joan.sampson@njdgc.org">joan.sampson@njdgc.org</a>
2.	Can the proposal be limited to our area of expertise, or does it need to tick off each and every requirement?	The bidder must respond to all required deliverables.
3.	What was the earliest date at which other potential bidders received this document?	All requests were sent out at the same time. It was posted to the State's website at the same time.
4.	How many other companies have you approached in a similar manner?	Information is not needed in order to submit a bid.
5.	How many of the companies in question (2) were based outside the USA?	Information is not needed in order to submit a bid.
6.	Has the DGE appointed or retained consultants for other gambling projects in the past 5 years?	Information is not needed in order to submit a bid.
7.	Are vendors permitted to submit for only one (or more) of the four phases or required to submit for all four phases?	The intent of the bid solicitation is to identify a single source provider with expertise in all of the areas listed.
8.	Are vendors permitted to submit joint bids with other companies?	One vendor will be responsible for the services that are provided. The winning bidder will be responsible to the State for ensuring that all requirements of the contract are fulfilled.

9.	Will the selected vendor be permitted to work with casino operators in NJ (and/or their vendors) to generate revenue from the private sector or will the selected vendor be prohibited from working with Internet gaming vendors that do not work with the State?	The vendor will not be permitted to work with a casino or gaming related casino service industry enterprise licensed under the Casino Control Act until two years after the contract has expired. In addition, the winning bidder will be required to be free of actual conflicts or the appearance of conflicts during the period of the consultancy.
10.	Under deliverables, you state that a “vendor must have extensive experience dealing with the regulated jurisdictions in the European Union”; can you please advise if this is required for all aspects of the bid or only certain phases? Is this a mandatory requirement?	The vendor must have extensive experience dealing with regulated jurisdictions in the European Union.
11.	Please confirm that per the RFP, we will receive a copy of all questions and answers that are posed by all potential bidders?	This is correct.
12.	If a company has a pending application for a NJ vendor license related to Internet gaming in New Jersey, will it still be eligible to bid on this RFP?	Yes, the winning bidder could be registered or licensed by the Division.
13.	If a company bids on this RFP and is not selected, can you confirm that the company may still do business with NJ Internet operators, and their vendors if it is appropriately licensed?	Correct, bidders not selected will not have any restrictions from engaging in Internet gaming in New Jersey so long as they are properly registered or licensed to do so.
14.	Who is the Public Agency awarding the Bid (i.e. the Division or the Department of Law and Public Safety) as referred to in the Affirmative Action Employee Information Report form.	The Department of the Treasury, Division of Purchase and Property for Law and Public Safety.
15.	What is the Solicitation Number as required in the Source Disclosure Certification Form.	There is no solicitation number because this is not an advertised contract.

16.	In the Source Disclosure Form, we need to list in which countries outside the US we may carry out services. Is it the intent of the DGE to allow parts of the gaming system to be outside the State? In which case do these parts need to be audited and will the vendor be involved?	The source disclosures ask where the services being provided by the vendor will be performed. So if a company is located in Florida and that is where the staff will be doing the consulting work, Florida is the location where the work is performed.
17.	There are no special conditions mentioned in the solicitation. Does the bidder need to supply a separate non-conflict of interest form? (Conflict of interest is restricted to state-officials).	No.
18.	The Terms and Conditions require an insurance policy to be issued by contractor. The nature of our services is not related to the policy objectives. We issue a traveling insurance for our personnel when on on-site assignments. We would like to keep the same procedure for this assignment.	All vendors must show \$1 million in general liability, auto, if they will be using autos in performance of the services, and workers compensation if they have employees in New Jersey.
19.	Does the agency require a Performance Security?	No, the Division did not indicate that we wanted a performance bond or any other additional insurance.
20.	Is our firm required to pre-qualify to submit a bid?	No.
21.	If we have not yet submitted a bid by April 12, 2013, how could we receive a copy of the questions and answers? Will they be posted on the Treasury website?	All questions and all answers will be sent via e-mail in one document to all interested bidders. You will be included.
22.	Could NJDGE please provide instructions on format for RFQ responses to be delivered (e.g.: physical hard copy or electronically), including number of copies and format?	Proposal must be submitted via e-mail to <a href="mailto:joan.sampson@njdge.org">joan.sampson@njdge.org</a>

23.	Could NJDGE please confirm whether the pricing proposal is to be included within the technical proposal (i.e.: in one complete document), or whether pricing is to be provided separately in a sealed envelope?	Please provide a separate all inclusive quote which projects your total cost to perform the service.
24.	Does the NJDGE desire for the responses to be broken down into the four phases (preliminary, testing, implementation, and maintenance) to allow ease of procurement of individual contract requirements?	We prefer the responses separately address each of the four phases, the vendor's qualifications and deliverables. See answer for question 2.
25.	Do all responders need to be licensed or found suitable in any gaming jurisdiction? In New Jersey?	The responders are not required to be licensed. The selected vendor will be required to submit to and pass a background investigation.
26.	Is it preferred for the proposer to be licensed in New Jersey?	The qualification of the vendor will determine preferences not existing licensing status.
27.	Will the work require physical presence in Atlantic City with DGE at its offices? If so, how often is on site work anticipated?	The work will require physical presence in Atlantic City. The vendor's schedule must be flexible to accommodate the needs of the Division. We anticipate a minimum of two weeks during each of the first three phases of implementation and one week during the maintenance phase.
28.	Will a successful vendor be prohibited from engaging in direct work with Internet gaming operators or Internet platform providers in other jurisdictions?	The vendor will not be permitted to work with a casino or gaming related casino service industry enterprise licensed under the Casino Control Act until two years after the contract has expired. In addition, the winning bidder will be required to be free of actual conflicts or the appearance of conflicts during the period of the consultancy.

29.	Will a successful vendor be prohibited from engaging in a direct work with Internet gaming operators or Internet platform providers in New Jersey after the roll-out?	The vendor will not be permitted to work with a casino or gaming related casino service industry enterprise licensed under the Casino Control Act until two years after the contract has expired. In addition, the winning bidder will be required to be free of actual conflicts or the appearance of conflicts during the period of the consultancy.
30.	Will there be an opportunity to discuss a proposal after the proposals are submitted, but before an award?	The Division will determine if any follow up is necessary. Therefore each proposal must stand on its own merit upon submission.
31.	What is the process for making an award?	The Division will evaluate and score proposals and make a determination as to the best proposal, price and other factors considered.
32.	When does NJDGE anticipate announcing the award and engaging the selected vendor?	The Division will review the bidder's submission and select the most qualified bidder based upon the submission.
33.	Could NJDGE please advise if the November 26, 2013 is the NJDGE intended "go-live" date for Internet gaming in NJ, or are the intended "go-live" dates earlier and the November 26, 2013 is the statutory operative legislated deadline?	The go-live date will be established by the Director in accordance with state law. That date has not yet been determined.
34.	Could NJDGE please advise whether the testing phase solely focus on the Internet gaming supplier submission or be inclusive of the casino/licensee's submission as well?	The testing phase will include all aspects of Internet gaming including an assessment of each permit holder's security controls.
35.	Could NJDGE please advise where all testing activities will take place (e.g.: in NJDGE Atlantic City offices or other location)?	The only location the vendor will be required to travel to will be Division offices in Atlantic City and casino sites within the territorial limits of Atlantic City.

36.	Could NJDGE please advise if the four week implementation phase applies to each of the casinos/locations or all casinos/locations combined?	During the implementation phase the selected vendor will advise the Division on issues as they arise. The issues will likely be site specific but general policy issues may also arise.
37.	Could NJDGE please advise the length of their envisaged maintenance phase (e.g.: in hours/weeks/months/years)?	The maintenance phase is anticipated not to exceed a one-year time period following the end of the implementation phase. During that time the vendor will be available on an ad-hoc basis to answer questions as they arise. During that time period the vendor's presence in Atlantic City may be required.
38.	The RFP asked for an "all inclusive" quote yet the scope of work to be performed is unclear. For instance, in one area the RFP states a specific example of work that needs to be done but then adds "There are literally hundreds of areas similar to this which must be addressed." There is also the need for ongoing, as-needed, consulting during the maintenance phase which appears to be open-ended. This makes it challenging to provide a fixed fee which is what we assume is meant by the words "all inclusive." As such, is it sufficient to provide an hourly rate with an estimate as to the total cost?	Provide an all inclusive quote which projects your total cost to perform the service.
39.	Is there a sample of the contract that the State will want to sign that will allow us to more clearly understand issues such as intellectual property ownership, confidentiality, non-compete (or conflict of interest) and other typical contractual issues?	There is no sample contract. The vendor's proposal, including pricing, and acceptance of the State's standard terms and conditions for waived service constitute the contract pending receipt and approval of all other required Treasury forms.

40.	Are the majority of the service expected to be provided on-site in New Jersey or via email/telephone calls?	The bidder must explain how it will fulfill the requirements, but it is anticipated that both physical presence as well as e-mail, phone consultations or video conferences will be included.
41.	Is there a template for the response so that we can be sure to follow it and cover all the points needed?	We do not have a template. It is recommended that responses separately address each of the four phases, the vendor's qualifications and deliverables.
42.	Is there any advantage to registering in NJ as a Minority-Owned Business?	This contract is not designated as a set aside contract therefore we cannot say if that designation would be an advantage or not.
43.	Besides the response to the RPF, are there any other forms required for a complete response?	Department of Treasury website: <a href="http://www.state.nj.us/treasury/purchase/pdf/DGE_VENDOR_CHECKLIST.pdf">http://www.state.nj.us/treasury/purchase/pdf/DGE_VENDOR_CHECKLIST.pdf</a>
44.	The RPF states that the testing phase will begin when the first Internet gaming submission is received. What specifically constitutes a "submission" and is it possible that this occurs during the initial phase while public commenting is open?	Submissions to the DGE lab will not be designated as complete until after final regulations have been adopted.
45.	Where is the "Bidder Checklist" located that is required after vendor selection?	Department of Treasury website: <a href="http://www.state.nj.us/treasury/purchase/pdf/DGE_VENDOR_CHECKLIST.pdf">http://www.state.nj.us/treasury/purchase/pdf/DGE_VENDOR_CHECKLIST.pdf</a>
46.	Are there interviews and/or questions after responses are filed on April 17 <sup>th</sup> and before the vendor is selected on April 30 <sup>th</sup> ? What is the general process?	The Division will determine if any follow up is necessary. Therefore each proposal must stand on its own merit upon submission.
47.	Where can I find the draft regulations for Internet gaming?	The regulations are not yet approved for publication and cannot be shared.