

**Styrene Jackpot Signs (2,000) and Spiral Number Pads (24,000) FY13  
Jackpot Signs & #s FY13 Questions/Answers**

**Amendment 1**

Inquiries/Questions must be received by: Wednesday, November 28, 2012, at 10 a.m. ET

Bid Due Date: Thursday, December 6, 2012, at 10 a.m. ET. Late bids will NOT be considered. **Not a public bid opening.**

Delivery Due Date: Week of January 21, no later than noon ET on Friday, January 25, 2013

<http://www.sceducationlottery.com/lottery/procurement.aspx>

**Question 1**

**Q:** Could a rendering (photo or drawing) of the sign be provided to confirm the orientation of the sign and the die cuts?

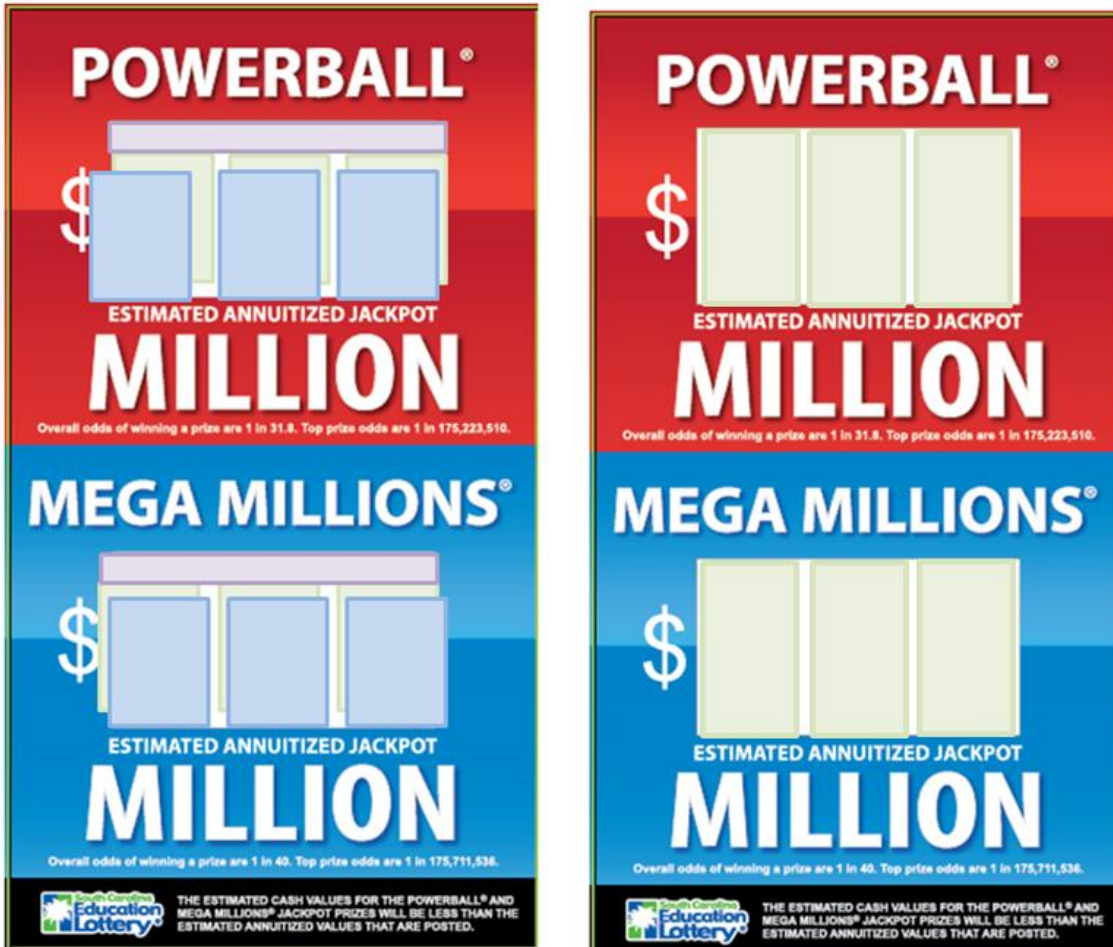
**A:** Yes, of course. See the graphic to the right. A larger PDF of the DRAFT sign art will follow at the end of the questions.

**Question 2**

**Q:** The RFQ asks for 12 pads for every sign – from that we assume three (3) of the 3.6875” wide pads will fit into each of the two (2) 11” wide die cuts. This means that 6 pads would fit into each side of a sign, or 12 pads total used per sign. If this is correct, we’re not clear on how the pads will be affixed to the sign. Again, a photo may help answer this.



**A:** The graphic below attempts to illustrate the double j-channels (*not requested, already in stock*) which holds two sets of three spiral number pads for each sign. The advantage of having two sets of numbers in each window is the jackpot amounts will be visible from outside the retail establishment as is the case with the current signs and will also be visible to customers (current players and potential players) inside.



The front side of the sign (seen from inside the store) has two double j-channels (one for each multi-state jackpot game) and the six spiral number pads for each game. The back side, visible from the outside the store, does not have j-channels or pads and only displays the art, with the jackpot amount visible through the die cut windows.

### Question 3

**Q:** The specifications ask for digital printing – we believe the screen printing will be faster, less expensive and of higher quality. Is it OK to quote screen printing instead of digital printing?

**A:** Under the SPECIFICATIONS AND BIDDING SCHEDULE, the Ink/Process requests “UV digital, 4-color process with bleed, double sided with same art on both sides.”

The Lottery has found digital printing with UV inks to work well for indoor use without the need for additional UV protection.

Yes, you can quote Screen Printing as long as you quote **UV Screen Printing**. Please provide quotes for any UV protection recommended to ensure the sign can be in use for three to four years without fading. Please also provide a life expectancy estimate for the UV Screen Printing you are quoting. How much longer would Screen Printing last in the field?

UV Screen Printing Production Price: \_\_\_\_\_

Recommended UV Protection Product and Price: \_\_\_\_\_

Estimated Life Expectancy of UV Screen Printed Sign: \_\_\_\_\_

#### Question 4

**Q: Do you anticipate the job being awarded and the P.O. and artwork being given to the winning company on or before December 11th?**

**A:** The general answer is “yes” with many caveats. While the solicitation states **bids are due on Thursday, December 6, 2012, at 10 a.m. ET**, this question and answer period is scheduled a week before the expected due date. If additional relevant questions are received after the Amendment 1 Q and A document is published on the SCEL Procurement webpage, the bid due date could be postponed in order to provide all interested vendors with the information needed to make an informed bid. If a second amendment is needed, after it is published, time must be given to allow vendors the opportunity to view the amendment and ask any additional questions. **Should it be necessary to postpone a bid due date, the new due date and time would be posted on the SCEL Procurement Webpage.**

Once the due date/time for receiving bids is reached, under the state’s Procurement Code **any bids received after the time set cannot be considered**. Once the bids are received, in-state, and US-end product preferences are applied if requested, and then the bids are tabulated. If there are no questions for vendors (such as confirming with the vendor that shipping is included in the bid price), an Order Delivery Worksheet is prepared to request a Purchase Order for the lowest bidding vendor. The Director of Marketing and Product Development must sign off on the Bid Tabulation Sheet and Order Delivery Worksheet giving his approval to move forward with the purchase. These two documents are taken to the Finance Department to have a Purchase Order prepared. If the Marketing Director or Finance Department staff is not available, the process could be halted until such time as the proper channels can be followed. Procurement staff can also be out of the office for a variety of reasons. Peculiar to the Lottery Industry, one of the happy reasons staff may be unavailable is the state’s having a jackpot winner come forward.

#### Question 5

**Q:** Is vendor required to bid both signs and Spiral Number Pads? While our company is a major supplier of screen printed graphics for the retail store marketplace, we do not manufacture Spiral Number Pads. We would be required to go to the marketplace, purchase the Spiral Number Pads and add some mark-up for processing and handling. It would appear that a greater cost savings might be realized by purchasing the graphics from best bid and the Spiral Number Pads from best bid, even if both products were manufactured by two different firms.

**A:** Yes, the vendor must bid on both the signs and the Spiral Number Pads. The Lottery normally puts out to bid the needed “pieces parts” of the jackpot sign sets in order to have the set pieces packaged together. At this time, *double j-channels and suction cups are in stock*, so **the two pieces needed are the signs and the spiral number pads**. This practice facilitates getting the signs in the field.

#### Question 6

**Q:** Can a “die line” or “cut line” be provided to ensure that we know exactly where the (2) 11” x 6” die cuts are placed?

**A:** Yes. Please see the DRAFT PDF on the last page of these Questions and Answers.

#### Question 7

**Q:** Is art available, or can it be made available a couple of days before the RFQ deadline?

**A:** Yes. Please see the DRAFT PDF on the last page of these Questions and Answers.

#### Question 8

**Q:** Did you do these before? If yes, how long, how many and what price did you pay?

**A:** Yes, SCEL has used styrene jackpot signs specifically in lottery retail locations where the windows have bars making it very difficult to affix a “cling-type” sign. Only small quantities of signs have been ordered in the past. The last order was in May 2012, for 200 signs sets at a cost of \$6,140.00 with shipping. Each set included one (1) sign (total of 200); two (2) suction cups per sign (total of 400); two (2) sturdy double j-channels per sign (total of 400); and twelve (12) spiral number pads per sign (total of 2,400). Each j-channel holds two sets of three spiral number pads (total of 6 per j-channel), which are flipped twice a week. **Please NOTE: suction cups and double j-channels are NOT requested in this solicitation as they are in stock, ONLY signs and spiral number pads are being procured.**

#### Question 9

**Q:** Do you have a picture of what you desire in the bid?

**A:** Yes. Please see the DRAFT PDF on the last page of these Questions and Answers.

**Question 10**

**Q: Your Ink/Process:** for the sign designates UV Digital 4 color process. Can we print UV High Res. Screen Print 4 color Process instead of Digital print as indicated? This will be much less costly and hold up longer. The graphics will be the same quality.

**A:** Yes, UV Screen Print 4-color process is allowed. Please quote any UV protection product necessary to ensure the signs will last three to four years without fading. Please see Question 3. Please also provide an estimate of how long the signs can be in use without fading for the UV Screen Printing you are quoting.

UV Screen Printing Production Price: \_\_\_\_\_

Recommended UV Protection Product and Price: \_\_\_\_\_

Estimated Life Expectancy of UV Screen Printed Sign: \_\_\_\_\_

**Question 11**

**Q: There is no mention of the hanging strips for the pad sets on these signs. Are they not being used? If they are, what is the length and quantity?**

**A:** No hanging strips are necessary for the styrene jackpot signs in this solicitation. The spiral number sets hang from sturdy double j-channels already in stock, which have heavy duty adhesive. The sign hangs from suction cups also already in stock. The only two items being procured at this time are the styrene signs and spiral number pads.

**Question 12**

**Q: For the pre-production proofs will you be providing sample artwork to print on the window signs and pad sets? Thank you.**

**A:** A PDF of the DRAFT artwork for the styrene jackpot signs follows the last page of these Questions and Answers. The vendor awarded the procurement will be sent the FINAL sign artwork as a PDF, an Illustrator, an InDesign, or a Photoshop file.

There is no artwork for the Spiral Number Pads. The specifications for the 24,000 wire bound Spiral Number Pads are: wire bound (not plastic) with white plastic covering, three/eighth inch ( $\frac{3}{8}$ " ) spiral; Pad size is seven inches high by three and eleven/sixteenths ( $7" \times 3\frac{11}{16}"$ ) inches wide, black numbers on white background. The Material for the Spiral Number Pads is 15 mil styrene product bound with wire (not plastic) with white plastic coating; six (6) sheets/pad, with black numbers in a heavy sans serif font on white sheets; the numbers: \$/blank, 1/2, 3/4, 5/6, 7/8, 9/0.

