

**Consulting and Technical Services+ (CATS+)  
Task Order Request for Proposals (TORFP)**

**LICENSING AND DUNNING SYSTEMS ADDITIONS, ENHANCEMENTS  
AND MAINTENANCE (#2015-08)**

**PRE-PROPOSAL CONFERENCE SUMMARY**

At approximately 10:00 a.m. on May 8, 2015, Mr. Robert Howells, Director of Procurement for the Maryland State Lottery and Gaming Control Agency (“Lottery”), welcomed everyone to the Pre-Proposal Conference for the Licensing and Dunning Systems Additions, Enhancements and Maintenance TORFP #2015-08. He introduced Lottery representatives that were in attendance: John Gallagher, Director Contract Management Division; John Mooney, Assistant Director for Enforcement.

Mr. Howells asked that if anyone did not sign-in to please do so before leaving and reminded the attendees to sign-in or clip their business card to the Sign-in Sheet. If there were any Minority Business Enterprises (“MBE”) present, they were requested to indicate this on the Sign-in Sheet and he explained that prime vendors and potential MBE subcontractors could take advantage of this opportunity to network, even though there is no specific MBE goal for this Small Business Reserve designated TORFP.

Mr. Howells said that a Summary of the Pre-Proposal Conference, final answers to any questions asked at the Pre-Proposal Conference, the Sign-In Sheet, and any Amendments to the TORFP, if necessary, would be sent by e-mail to the attendees and to any other entities who were sent the TORFP or who are known to have obtained a copy of the TORFP.

Mr. Howells explained that since this is a Task Order under the Cats Master Contract with which all the Master Contractors are familiar, the emphasis today will be on a demonstration of the existing Licensing System. If there are any questions during the demonstration, please feel free to ask at any time. Although we will attempt to answer these questions today, the responses given verbally today by State representatives are not binding upon the State, are for informational purposes only, and are subject to later written clarification. Should substantive issues be raised which cause changes to be made to the TORFP, a written Amendment to the TORFP will be issued. No changes to the TORFP are effective unless contained in a written Amendment issued to all parties.

Mr. Howells then asked members of the Lottery’s Licensing staff to proceed with the System demonstration.

Below is a list of questions that were asked and the Lottery’s responses to those questions (Q&A #1). The statements and interpretations of Contract requirements, which are stated in the following responses are not binding on the State, unless the State expressly amends the RFP. Nothing in the State’s responses to these questions

is to be construed as agreement to or acceptance by the State of any statement or interpretation on the part of the entity asking the question as to what the Contract does or does not require. Some questions have been edited for brevity and clarity, and duplicate questions may have been combined or eliminated.

1. **QUESTION:** Who is the incumbent contractor and how long was their contract ?

**ANSWER:** TCC Software Solutions was the contractor that developed the system. Their contract was awarded in October 2009 and is now expired.

2. **QUESTION:** Would the Lottery consider a new COTS solution or must it be enhancement of the existing system?

**ANSWER:** The subject TORFP requires a TO contractor to provide additions, enhancements and maintenance for the existing system only.

3. **QUESTION:** If a vendor is presently licensed by the Lottery's Gaming Division in regard to other projects, would that situation present a conflict of interest that would preclude the vendor from being awarded the Task Order under this TORFP and working on the licensing system?

**ANSWER:** No, presently being licensed would not in itself disqualify the vendor/licensee from award of this Task Order. However, if in the future any situation arises as a result whereby the Lottery, at its sole discretion, deems it necessary to take additional measures to insure the integrity of the licensing process for this licensee (such as upon license renewal), then the TO Contractor/Licensee would be responsible for the reimbursement of any additional licensing expense incurred by the Lottery.

4. **QUESTION:** Is it possible or acceptable for an offeror to partner with other entities in order to meet the minimum requirements?

**ANSWER:** Yes, the Lottery will consider the qualifications of the offeror's team as a whole in determining whether or not the Minimum Qualifications are met.

5. **QUESTION:** Is system documentation from TCC available and what level of documentation?

**ANSWER:** Yes. The TO Contractor will have full access to all available System documentation.

6. **QUESTION:** Will the Lottery require the work under this Task Order to be accomplished on-site, or may the Contractor work off-site.

**ANSWER:** It is anticipated that the Contractor will be working both on-site and off-site, which will be established at the time of TO award.

7. **QUESTION:** Will the TO Contractor be required to provide Help Desk services?

**ANSWER:** The Lottery will provide Tier I Help Desk. The Contractor and Lottery working in coordination shall provide Tier II & III Help Desk services.

8. **QUESTION:** Will the TO Contractor be required to provide classroom training in a formal setting?

**ANSWER:** It is anticipated that the Lottery will issue a Work Order for on-site training of casino staff only upon the opening of a new casino, which presently would be for the MGM Prince George's County facility scheduled to open in mid-2016. Training for Lottery staff would occur at Lottery headquarters for small groups either on-the-job or in the Lottery's training room.





In conclusion, Mr. Howells thanked everyone for attending today and stated that a Summary of the Pre-Proposal Conference, Questions & Answers, and the Sign-in Sheet will be sent to all parties as soon as possible. He also reminded the attendees that the Lottery will accept additional questions after the Conference up until May 15, and that Proposals are due by 2:00 pm on May 26, 2015.

# Maryland State Lottery and Gaming Control Agency

## LICENSING AND DUNNING SYSTEMS ADDITIONS, ENHANCEMENTS AND MAINTENANCE (#2015-08)

May 8, 2015 @10:00 A.M.

### PRE-PROPOSAL CONFERENCE SIGN-IN SHEET

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<p>Name <b>Minna Li</b></p> <p>Company <b>TechGlobal, Inc</b></p> <p>Address  <b>TECHGLOBAL</b></p> <p>City/State <b>Minna Li, PMP</b> <i>President</i> 15850 Crabbs Branch Way Suite #160 Rockville, MD 20855</p> <p>Voice Office: (301) 755-9914 Direct: (301) 658-2060 Fax: (301) 741-4020</p> <p>E-mail Certified SBA 8(a), MDOT MBE, VA SWaM, DC LSDBE, WSSC SLBE www.techglobalinc.com mli@techglobalinc.com</p> <p><b>Certified MBE</b></p>	<p>Name <b>Arthur C. Robinson</b> <b>Full Circle Solutions, Inc</b></p> <p>Company <b>information technology and gaming</b></p> <p>Address  <b>FULL CIRCLE SOLUTIONS, INC.</b> <b>ARTHUR C. ROBINSON</b> <i>Chief Executive Officer</i></p> <p>E-mail email: arobin@full-circle-solutions.com mobile: 443.463.5787 office: 410.659.9983 fax: 410.837.0525 address: 10 North Calvert Street, Suite 142 Baltimore, Md 21202 website: www.full-circle-solutions.com</p> <p><b>Certified MBE</b> Yes No <b>Small Business</b> Yes No</p>
<p>Name <b>John Jacome</b></p> <p>Company <b>GITECH</b></p> <p>Address  <b>GANTECH</b> LISTEN   INNOVATE   DELIVER</p> <p>Voice <b>John Jacome, PMP</b> <i>Sr. Project Manager</i></p> <p>E-mail GANTECH Inc. 9175 Guilford Rd. Suite 101 Columbia, MD 21046 443.917.4079 443.276.4777 202.683.7519 jjacome@gantech.net</p>	<p>Name <b>Arthur C. Robinson</b></p> <p>Company <b>Full Circle Solutions, Inc</b></p> <p>Address <b>Please forward all non-electronic mail to</b> <b>Full Circle Solutions, Inc</b> <b>Arthur C. Robinson</b> <b>P.O. Box 2393</b> <b>Baltimore Md 21203</b></p> <p><b>Certified MBE</b> Yes No <b>Small Business</b> Yes No</p>







**YOU MAY ATTACH A BUSINESS CARD IN LIEU OF WRITING-IN THE ABOVE INFORMATION**

Maryland State Lottery and Gaming Control Agency

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May 8, 2015 @10:00 A.M.

PRE-PROPOSAL CONFERENCE SIGN-IN SHEET

<p>Name: Ryan Facer</p> <p>Company:  United Solutions Dare to Be Better™</p> <p>Address: Ryan Facer PRINCIPAL / GEN. COUNSEL ID</p> <p>City/State: [Blank]</p> <p>Voice: <a href="http://www.unitedsolutions.biz">http://www.unitedsolutions.biz</a> email: ryan_facer@unitedsolutions.biz mobile: 703.625.1734 fax: 240.238.9579</p> <p>E-mail: [Blank]</p>  <p>“Do or do not, there is no try.” —Yoda</p>	 <p>Jay Parekh, P.E. Co-Founder &amp; President</p> <p>T +1 410 997 9080 F +1 410 997 9085 C +1 410 608 1943 jays@klouddata.com</p>  <p>The Kloud Is The Platform</p>
<p>Certified MBE <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Certified Small Business <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Name: NARAYAN ATHREYA</p> <p>Company: Narayan V Athreya Principal</p> <p>Address:  iCUBE SYSTEMS Inc</p> <p>City/State: Information Integration &amp; Innovative Solutions</p> <p>Voice: Office 703.222.3636 Mobile 703.362.4595 Fax 703.995.0660</p> <p>E-mail: nvathreya@icubesys.com www.icubesys.com</p> <p>ICUBE Systems, Inc. 8280 Willow Oaks Corporate Drive Suite 600 Fairfax, VA 22031</p>	<p>Certified MBE <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>Certified Small Business <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>Name: [Blank]</p> <p>Company:  DK CONSULTING www.dkconsult.net</p> <p>Heath Goisovich Recruiter/Account Coordinator</p> <p>DK Consulting, LLC</p> <p>10380 Old Columbia Rd Suite 100 Columbia, MD 21046</p> <p>443-552-5851 ext. 104 (office) 443-534-3516 (cell) 443-283-4010 (fax)</p> <p>hgoisovich@dkconsult.net www.dkconsult.net</p>
<p>Certified MBE <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Certified Small Business <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Name: Sub. Hadreed</p> <p>Company: Submedon Trd</p> <p>Address: [Blank]</p> <p>City/State/Zip: [Blank]</p> <p>Voice: [Blank] Fax: [Blank]</p> <p>E-mail: jhadreed@outsources.com</p>	<p>Certified MBE <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Certified Small Business <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Name: [Blank]</p> <p>Company: [Blank]</p> <p>Address: [Blank]</p> <p>City/State/Zip: [Blank]</p> <p>Voice: [Blank] Fax: [Blank]</p> <p>E-mail: [Blank]</p>

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