

**RFP – LC000068 SCRATCH-OFF TICKET PRINTING AND RELATED  
SERVICES Q&A**

**1. RFP Reference Number**

Section 1 General Information Regarding the RFP and Proposal Submission  
Subsection 1.14 Responsive Proposal Submission Criteria

**RFP Page Number 20**

**Question:** Would the Lottery please confirm that Bidders can use font sizes that are less than 11 –points in size for graphics, tables, and preprinted supplemental materials?

*Answer: Yes. Bidders may use font sizes smaller than 11-point in graphics, tables and preprinted supplemental materials as long as they are still legible and/or immaterial to the evaluation of proposals.*

**2. RFP Reference Number**

Section 1 General Information Regarding the RFP and  
Proposal Submission  
Subsection 1.14 Responsive Proposal submission criteria

**RFP Page Number 20**

**Question:**

Will the Lottery kindly confirm that the Price Proposal volume (consisting of the Letter of Transmittal, Contractor Certification Form, and the Price Proposal) only needs to be submitted in digital format, and not as a hard copy?

*Answer: Yes. The Price Proposal volume only needs to be submitted in digital format.*

**3. RFP Reference Number**

Section 1 General Information Regarding the RFP and Proposal Submission  
Subsection 1.14 Responsive Proposal Submission Criteria

**RFP Page Number 20**

**Question:**

Will the Lottery please specify any limitations or specifications on the provision of ticket samples by Responding Contractor?

Would the Lottery please confirm the number of hard copies required if a bidder is supplying ticket samples within a ringed binder?

**Answer:** *Ticket samples should be submitted within a ringed binder. Responding Contractor need only provide one (1) binder of samples for the Evaluation Committee's use.*

**4. RFP Reference Number**

Section 1 General Information Regarding the RFP and  
Proposal Submission

Subsection 1.16 Bid Bond

**RFP Page Number 23**

**Question:**

Given the duration of the contract, would the Lottery consider revising the bid bond amount to be 5% of the annual Contract value?

**Answer:** *No. Pursuant to N.C. Gen. Stat. §18C-151(a)(3) bonds must be "...in an amount equal to not less than five percent (5%) of the proposal..."*

**5. RFP Reference Number**

Section 1 General Information Regarding the RFP and  
Proposal Submission

Subsection 1.17 Litigation Bond

**RFP Page Number 23 - 24**

**Question:**

Given the duration of the Contract, would the Lottery consider revising the litigation bond amount to be 5% of the annual contract value?

**Answer:** *No. Pursuant to N.C. Gen. Stat. §18C-151(a)(3) bonds must be "...in an amount equal to not less than five percent (5%) of the proposal..."*

**6. RFP Reference Number**

Section 1 General Information Regarding the RFP and  
Proposal Submission

Subsection 1.18 Public Records and Request for Confidentiality

**RFP Page Number 24 - 25**

**Question:**

Would the Lottery please confirm whether Responding Contractors should identify all confidential information in its proposal, including trade secrets, as "confidential

information” (with specific justification as a trade secret as required); or whether it should mark trade secrets as “trade secrets” to ensure that such information is treated as strictly confidential for so long as such information remains a trade secret under applicable law?

**Answer:** *The Lottery cannot provide legal advice. Responding Contractors should consult Chapter 132 of the North Carolina General Statutes and their respective attorneys to determine how to label confidential information and trade secrets.*

## **7. RFP Reference Number**

Section 1 General Information Regarding the RFP and  
Proposal Submission

Subsection 1.22 Response to Technical and Non-Price Requirements

### **RFP Page Number 26**

#### **Question:**

Would the Lottery please confirm that subcontractors providing at least 25% of the cost of the Responding Contractor’s Contract must provide all the information in § 18C-152(c) copied below (citing this section in relevant part), or specify otherwise?

- (1) Disclose the potential contractor's name, phone number, and address.
- (2) Disclose all the states and jurisdictions in which the potential contractor does business and the nature of the business for each state or jurisdiction.
- (3) Disclose all the states and jurisdictions in which the potential contractor has contracts to supply gaming goods or services, including lottery goods and services, and the nature of the goods or services involved for each state or jurisdiction.
- (4) Disclose all the states and jurisdictions in which the potential contractor has applied for, has sought renewal of, has received, has been denied, has pending, or has had revoked a lottery or gaming license or permit of any kind or had fines or penalties assessed on a license, permit, contract, or operation and the disposition of such in each such state or jurisdiction. If any lottery or gaming license, permit, or contract has been revoked or has not been renewed or any lottery or gaming license, permit, or application has been either denied or is pending and has remained pending for more than six months, all of the facts and circumstances underlying the failure to receive that license shall be disclosed.
- (5) Disclose the details of any finding or plea, conviction, or adjudication of guilt in a state or federal court of the potential contractor for any felony or any other criminal offense other than a minor traffic violation.

(6) Disclose the details of any bankruptcy, insolvency, reorganization, or corporate or individual purchase or takeover of another corporation, including bonded indebtedness, or any pending litigation of the potential contractor.

(8) Make any additional disclosures and information the Commission determines to be appropriate for the contract involved.

(d) All documents compiled by the Director in conducting the investigation of the lottery potential contractors shall be held as confidential information under Chapter 132 of the General Statutes. (2005-344, s. 1; 2005-276, s. 31.1(q); 2009-357, s. 4.)

**Answer:** *Subcontractors providing at least 25% of the cost of the Responding Contractor's Contract must provide both the information listed above as well as the information required by § 18C-152(b) and pasted below:*

*(1) If the potential contractor is a corporation, the officers, directors, and each*

*stockholder in that corporation; however, in the case of owners of equity securities of a publicly traded corporation, only the names and addresses of those known to the corporation to own beneficially five percent (5%) or more of the securities need be disclosed.*

*(2) If the potential contractor is a trust, the trustee and all persons entitled to receive income or benefits from the trust.*

*NC General Statutes - Chapter 18C 17*

*(3) If the potential contractor is an association, the members, officers, and directors.*

*(4) If the potential contractor is a partnership or joint venture, all of the general partners, limited partners, or joint venturers.*

*(5) For any potential contractor, any person who can exercise control or authority, or both, on behalf of the potential contractor. For any potential contractor, any person who can exercise control or authority, or both, on behalf of the potential contractor.*

## **8. RFP Reference Number**

Section 1 General Information Regarding the RFP and  
Proposal Submission

Subsection 1.25 Proposal Clarification Process

**RFP Page Number 27 - 28**

**Question:**

Would the Lottery confirm that this obligation to keep information (not otherwise designated as confidential), remains in place until the procurement process under this RFP is formally concluded by the Lottery, or please specify otherwise?

*Answer: The Lottery will keep all information contained in Proposals confidential (including information not designated as such) until the procurement process under this RFP is formally concluded by the Lottery.*

**9. RFP Reference Number**

Section 1 General Information Regarding the RFP and Proposal Submission

Subsection 1.36 Demonstrability of Proposed Program and

Section 6 Proposal Evaluation

Subsection 6.4 Demonstrations, Site Visits and Interviews

**RFP Page Number 32 & 89**

**Question:**

If demonstrations and interviews are requested, would the Lottery please consider a 3-4-week notice to allow ample time for preparation and coordination?

*Answer: After the proposal deadline the Lottery will contact each Responding Contractor to coordinate or schedule demonstrations or interviews at least 2 -3 weeks prior to those dates.*

**10. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.18 Right of Use/USUFRUCT

**RFP Page Number 51**

**Question:**

Would the Lottery confirm that the right of usufruct would not apply in the event that the Lottery terminated the Contract for convenience?

*Answer: The right of usufruct would not apply if the Lottery terminates the Contract for convenience.*

**11. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.21 Cooperation with Other Parties

**RFP Page Number 52 - 53**

**Question:**

Would the Lottery please confirm that any required cooperation would be mutually agreed to in writing between the Contractor and the Lottery and that to the extent the Contractor shares any confidential information with any third party, it would be subject to a commercially reasonable confidentiality and limitation of use agreement acceptable to the Contractor?

*Answer: The Lottery expects that the Contractor and third party will reach mutually agreed upon terms that are reasonably acceptable to all parties in order to ensure the goals of the Lottery are achieved without undue delay.*

**12. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.23 Liquidated

Damages Provisions

**RFP Page Number 53 – 57**

**Question:**

Would the Lottery please confirm that the Lottery will not assess liquidated damages to the extent that the underlying event was caused by third parties or events outside of the Contractor's control and responsibility?

Will the Lottery provide the Contractor with the opportunity to provide information to the Lottery regarding the underlying event prior to finally assessing liquidated damages?

*Answer: The assessment of liquidated damages is within the discretion of the Lottery CEO who will review all circumstances and events that led to a missed benchmark including information provided by the Contractor.*

**13. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.29 Indemnification

**RFP Page Number 63**

**Question:**

Would the Lottery please clarify the obligation of the Contractor to defend, indemnify, and hold the Lottery and the State of North Carolina harmless for all costs, expenses, and attorneys' fees incurred in establishing and litigating the

indemnification coverage applies to the extent that the Contractor’s obligation to provide indemnification coverage is ultimately confirmed?

**Answer:** *Correction—This section shall now read as follows:*

**Section 3.29 Indemnification**

<i>Significance</i>	<i>Response Type</i>
MANDATORY	ACCEPTANCE

*The Contractor must agree to defend, indemnify, and hold harmless the Lottery, the Commission, its CEO, directors and officers, the State of North Carolina and its agencies and political subdivisions, and their respective agents, officers and employees (the “Indemnified Parties”), from any and all claims of any nature, including all costs, expenses, and attorneys’ fees, which may in any manner result from or arise out of the negligent or more culpable act in the performance of its obligations under the Contract, except for claims resulting from or arising out of the Lottery’s sole negligence. The legal defense provided by the Contractor to the Lottery must be free of any conflicts of interest, even if retention of separate Legal Counsel for the Lottery and/or the State of North Carolina is necessary. This obligation shall continue after the termination of the Contract. The Contractor’s obligation to defend the Indemnified Parties is subject to the discretion of the North Carolina Attorney General who may choose to defend any action and require that the Contractor indemnify the Indemnified Parties for the cost of such defense.*

**14. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.30 Confidential Information

**RFP Page Number 63 - 65**

**Question:**

In recognition of the need of Contractor to protect its legitimate business interests, would the Lottery agree to a reciprocal confidentiality obligation and agree that it will not disclose any Contractor confidentiality without binding confidentiality and non-disclosure and limitations of use agreements acceptable to the Contractor and which incorporate requirements no less restrictive than those set forth in this section, and which contain provisions which permit the Contractor to independently enforce the requirements set forth in such agreements?

**Answer:** *The Lottery is governed by the North Carolina Public Records Act, Chapter 132 of the North Carolina General Statutes, so is limited*

*in what it can agree to regarding confidentiality. The Lottery will agree to the confidentiality provisions contained in the draft contract attached to the RFP.*

**15. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.33 Force Majeure

**RFP Page Number 65 - 66**

**Question**

Would the Lottery please revise this provision to reflect that any termination as a result of a force majeure (that is an event that is beyond the control of the Contractor and which, by the exercise of reasonable diligence, Contractor is unable to prevent delays arising as a result thereof or to predict and through advance planning avoid such delays)

is not a termination for cause as it is not due to fault of the Contractor?

*Answer: The Lottery is open to discussing revised force majeure language during Contract negotiations.*

**16. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.35 Insurance, 1st paragraph

**RFP Page Number 70**

**Question**

Will the Lottery define what is considered a material modification or agree to delete that requirement (i.e., policy limits, defined coverage, change in carrier, extension of policy term)?

*Answer: Material modifications are any changes that would put the Lottery's protection under the policies at risk such as coverage limits, exclusions of coverage, etc.*

**17. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.35 Insurance, 1st paragraph

**RFP Page Number 70**

**Question**

Consistent with industry practice, will the Lottery please accept a Certificate of Insurance in lieu of insurance policies?

**Answer:** Yes

**18. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.35 Insurance Bullet 11

**RFP Page Number 71**

**Question**

Will the Lottery please confirm that the required types of insurance are listed in this section of the RFP and that the Lottery may, upon appropriate notice, request additional insurance in the future, or please specify otherwise?

**Answer:** *Confirmed*

**19. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.35 Insurance

**RFP Page Number 71**

**Question**

The Error and Omissions section makes reference that the E&O policy must cover losses “due to system downtime, any error or omission during the period of time that Retailer Terminals are expected to be operational, machine errors.” Would the Lottery please remove these requirements, as they appear to be out of scope for this RFP, or (if not) explain why they have been included?

**Answer:** *The referenced bullet point (first bullet point on page 71 (numbered 69) of the RFP should be replaced with the following language:*

- *Errors and Omissions Insurance with limits of not less than fifteen million dollars (\$15,000,000). Such insurance shall be continued for at least two (2) years after the expiration of the Agreement.*

**20. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.38.5 Performance Bond and Payment Bond

**RFP Page Number 74**

**Question**

Will the Lottery please confirm that industry standard bond forms for the Performance and Payment bonds may be used?

*Answer: Confirmed*

**21. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.38.5 Performance Bond and Payment Bond

**RFP Page Number 74**

**Question**

Will the Lottery please confirm that bonds can be annually renewable?

*Answer: Confirmed*

**22. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.38.5 Performance Bond and Payment Bond

**RFP Page Number 74**

**Question**

Regarding the size of the bonds requested, typically in the Lottery industry performance bonds are in the range of 10-15% of the annual contract value. Would the Lottery please consider reducing the size of the primary and additional contractors' bond requirements to a value in that range?

*Answer: The amounts listed will remain as stated.*

**23. RFP Reference Number**

Section 3 Terms and Conditions

Subsection 3.38.5 Performance Bond and Payment Bond

**RFP Page Number 74**

**Question**

The Lottery has requested that a payment bond be provided; this is not common in the lottery industry. As such, would the Lottery consider removing the requirement?

*Answer: A payment bond is a standard requirement for major contracts with the Lottery so it will remain in place.*

#### **24. RFP Reference Number**

Section 4 Responding Contractor Corporate Information

Subsection 4.3.1 Parent Corporation Resources and Subsidiaries

#### **RFP Page Number 78**

##### **Question**

Would the Lottery please confirm that the certification in a form acceptable to the Lottery from a parent referenced in the second paragraph of this section will be required upon Contract execution, or please specify otherwise?

*Answer: The Responding Contractor must provide the financial data required in Section 4.3 regardless of whether it is a subsidiary of a parent entity or not. The certification referenced in the second paragraph of Section 4.3.1 will be required upon Contract execution and the parent company will also be required to execute the Contract as a guarantor.*

#### **25. RFP Reference Number**

Section 5 Pricing

Subsections 5.2.2 Base Price – Primary and Subsection 5.3 Base Price Secondary

#### **RFP Page Number 84 & 86**

##### **Question**

Will the Lottery please provide the number of games per year that they anticipate utilizing four color printing on tickets backs?

*Answer: The Lottery anticipates that approximately 50% of the games that it prints will include four color printing on ticket backs.*

#### **26. RFP Reference Number**

Section 5 Pricing

Subsections 5.2.3 Special Features Price Proposal – Primary and Subsection 5.3.1

Special Features Price Proposal – Secondary

#### **RFP Page Number 85 & 87**

##### **Question**

Will the Lottery kindly provide examples of pouches, multi-page books, and specialty laminates, and indicate how many pouch games, multi-page book games, and specialty laminates have been printed for the NCEL over the past 14 years?

**Answer:** *The Lottery has printed 26 games using specialty laminates in the past 5 years and 3 peel open or multi-page books in the past 5 years. See attached Portfolio for files referenced. See examples provided in Attachments Q1.5(a-e) – [Specialty Ticket Examples]. The Lottery looks forward to seeing proposals that include other examples of specialty tickets.*

**Note:** *Examples are meant to demonstrate tickets that we have done in the past that utilize or feature the print techniques specified in the question. They are not meant to be absolute, but just an example of the types of games that the Lottery includes under those categories.*

## **27. RFP Reference Number**

Section 5 Pricing

Subsection 5.3 Base price – SECONDARY

**RFP Page Number 86**

### **Question**

Will the Lottery kindly provide ticket sizes for the \$10, \$20, \$30, and \$50 pack sizes, along with the current number of tickets per pallet for each of these price points?

**Answer:** Below is a list of specifications for the \$10 - \$50 price points. We do use different size configurations for certain specialty games, but the information below reflects the default sizes.

- \$10: 8" x 4" / 60 tickets per pack
- \$20: 9" x 4" / 30 tickets per pack
- \$30: 10" x 4" / 30 tickets per pack
- \$50: 12" x 4" / 30 tickets per pack

*Pallet sizes vary by vendor that produces the tickets. The Lottery does not have a standard pallet configuration for each prize point. We ask the Responding Contractor to propose those configurations.*

## **28. RFP Reference Number**

Section A Technical Specifications

Subsection A.1.4 New and Unused Equipment

**RFP Page Number 94**

**Question**

To help ensure a level playing field and in line with common industry standards, we understand that all software, facilities, hardware including all warehouse and distribution warehouses and facility equipment must be new and unused. Is this understanding correct?

Both Section A.1.4 and Section A.3.1 specify that all equipment proposed must be new and unused, but section A.1.4 contains a discretionary carve out, and Section A.3.1 is subject to specified exceptions (if any).

We recognize certain ancillary items currently used in connection with warehousing and distribution may have long life expectancies, presumably beyond their current age, potentially lasting into a new contract period, such as racking, pallet jacks or roller conveyers. However, will the Lottery please confirm that to ensure an open and transparent level playing field among the bidders, the incumbent, like all other bidders, will be required to offer new and unused core (e.g., warehousing, distribution, and order fulfillment equipment), to replace its aging core existing (warehousing, distribution, and order fulfillment equipment), or please specify otherwise how the evaluation will be applied fairly between the incumbent and all other bidders?

***Answer:** To clarify sections A.1.4 and A.3.1 all equipment that would be deployed to retailers and/or the Lottery needs to be new and unused. Equipment used to run operations at the production facilities and distribution warehouse needs to meet all other requirements included in A.1.4 but does not need to be new or unused. Warehouse, operations and production equipment must be capable of meeting all other requirements associated with the request for proposal.*

**29. RFP Reference Number**

Section A Technical Specifications  
Subsection A.2.5. Product Development Services  
(Primary and Secondary)  
Item e On-Site Staffing (Primary Only)

**RFP Page Number 97**

**Question**

Consistent with standard industry practice, will the Lottery please confirm that a PDF of up to 20 packs of test packs to accompany test game files is acceptable?

**Answer:** *The Lottery requires the successful bidder to provide up to 3 test games each year that include 20 physical ticket packs at no additional cost. The Lottery reserves the right to request additional test games in the form of physical ticket packs or PDFs. For the test games that do not require physical packs, a PDF of 20 test pack barcodes that accompany test game files will suffice.*

**30. RFP Reference Number**

Section A Technical Specifications

Subsection A.2.22 Scratch-Off Ticket Distribution (Primary)

Item d Delivery of Other Lottery Materials

**RFP Page Number 106**

**Question**

Will the Lottery kindly provide the annual frequency at which the Successful Primary Contractor would be required to deliver other lottery material?

**Answer:** *Periodically the Lottery will ask the vendor to include other materials with ticket orders like retailer flyers and other informational material. Currently these materials are included with every initial allocation of new tickets and up to 5 other times throughout the year. That number is subject to change based on the business needs of the Lottery.*

**31. RFP Reference Number**

Section A Technical Specifications

Subsection A.2.23 Returned Tickets (Primary)

**RFP Page Number 107**

**Question**

Will the Lottery please provide the current scratch-off ticket return process?

**Answer:** *The Lottery's ticket return process document is attached to these answers. See attached Portfolio for files referenced. See Attachment Q1.1 – Warehouse Ticket Return Process*

**32. RFP Reference Number**

Section A Technical Specifications

Subsection A.2.25 Product Development Services (Primary and Secondary)

**RFP Page Number 108**

**Question**

Will the Lottery please provide an example of game rules?

**Answer:** *The Lottery's Scratch-Off Ticket Game Rules (Policy 2.03) are attached to these answers. See attached Portfolio for files referenced. See Attachment Q1.2 – 2.03 Scratch-off Ticket Game Rules\_v1*

**33. RFP Reference Number**

Section A Technical Specifications

Subsection A.2.25 Product Development Services (Primary and Secondary)

Item d Product Plan (Secondary Only)

**RFP Page Number 108**

**Question**

Will the Lottery please provide FY24, FY25, and FY26 marketing plans? If not able to provide full marketing plans, will the Lottery please provide marketing plans for the aforementioned years for the scratch-off category of games, or describe how the scratch-off category is supported in a typical year by number of campaigns, type of campaigns, and the frequency of such executions?

**Answer:**

Background

*The NCEL creates and distributes roughly fifty scratch-off ticket games per year ranging in price from \$1 to \$50. The NCEL's goal is to keep these games fresh and to offer a wide variety of tickets based on theme, price point, and play style. In FY14, the NCEL implemented a monthly launch strategy for instant tickets releasing games on the first Tuesday of each month and achieved instant sales of more than \$1 billion. In FY25, total sales of Instant Scratch-Offs exceeded \$2.8 billion, accounting for 42% of total sales. When launching new scratch-off games, the NCEL typically communicates individual game attributes such as top prize amounts, total prizes available, high volume of wins, and/or extra chances to win.*

Overview

*The NCEL typically launches 3 to 5 scratch-off games per month. Unique creative campaigns are developed for retail locations including digital display shows (videos on monitors) and point-of-purchase collateral pieces (POS).*

*Additional unique creative developed to support these monthly launches includes thirty and fifteen commercials (TV spots), :30 radio spots, digital ad units, and social units (Meta) to support social promotions.*

*Each month a five-day First Tuesday media campaign teases the upcoming scratch-off launch. The First Tuesday flight is live Thursday through Monday. When the new scratch-offs launch (first Tuesday of the month) a three-week flight begins to support these new scratch-offs. At a minimum media includes:*

- *TV/Cable/OTT*
- *Terrestrial and non-terrestrial radio*
- *Digital communications campaigns*
- *Paid social media strategy for Facebook, Instagram, and X*

*Instant scratch-offs campaigns occur for each scratch-off launch – all 12 months.*

#### **34. RFP Reference Number**

Section A Technical Specifications

Subsection A.2.26 Implementation Plan [Primary]

Item a Inventory Acquisition/Transition

##### **RFP Page Number 109**

##### **Question**

Would the Lottery please confirm how much inventory by price point (tickets or packs) was in the warehouse at the end of March 2026, and how much inventory by price point (tickets or packs) in the warehouse at the end of March 2026 was loaded into the Lottery's system before March 31, 2025?

Will the NCEL agree that the Successful Contractor does not have to purchase any inventory that is older than one year at the time of Go Live? Given that the current vendor recommended the quantities to the NCEL, the new vendor should not have to pay the existing vendor for its poor judgement. The existing vendor has had 10 years to properly manage and size games.

Will the Lottery please confirm what the transfer price was for the inventory during the previous vendor change, and on what the transfer price was based?

**Answer:** *The Lottery and the current primary print vendor work closely to determine game ticket quantities for each game based on projections and goals for each game. The Lottery requires a seamless transition at the*

*beginning of the new contract while maintaining current game and inventory availability for continuity of the scratch-off program. We require that all inventory be purchased from the incumbent vendor regardless of game age or amount of remaining inventory. The transfer price is negotiated between the outgoing and incoming vendors. The Lottery will not be a part of those negotiations and was not part of the previous negotiations when inventory was transferred under the current contract.*

*The inventory information requested is considered confidential and will be provided to the Apparent Successful Contractor at the appropriate time.*

**35. RFP Reference Number**

C Lottery Annual Report,  
Lottery Sales and Game Plan

**RFP Page Number 116**

**Question**

Will the Lottery please provide its current FY26 and FY27 instant game schedules and the FY26 and FY27 planogram evolution?

***Answer:** The Lottery's instant game schedules are attached to these answers. The FY27 schedule is subject to change. See attached Portfolio for files referenced.*

- *Attachment Q1.3a – FY26 Instant Game Schedule 4.2.26*
- *Attachment Q1.3b – FY27 Instant Game Schedule 4.20.26*
- *Attachment Q1.3c – FY26 NCEL POG Evolution final*

**36. RFP Reference Number**

C Lottery Annual Report,  
Lottery Sales and Game Plan

**RFP Page Number 116**

**Question**

Will the Lottery please confirm the frequency of launches for the \$3 price point? It appears in prior fiscal years, multiple \$3 games were launched; however, there is only one game currently listed on nclottery.com.

***Answer:** The Lottery only has plans to launch one game at the \$3 price point next fiscal year, a \$3 holiday game. The price point has been phased out slowly over the past two years and will be used sparingly moving forward.*

**37. RFP Reference Number**

General

**RFP Page Number N/A**

**Question**

Will the Lottery please provide the days in office for its Primary Contact, for hard copy delivery purposes?

*Answer: The Lottery has individuals capable of receiving hard copy submittals everyday Monday – Friday. If the Primary Contact is not in the office on the day that the hard copies are received, he will be notified and process the receipt of those submittals the following business day. Submittals will be considered received as of the date and time they arrive at the Lottery Central Office regardless of whether the Primary Contact is in the office or not.*

**38. RFP Reference Number**

General

**RFP Page Number N/A**

**Question**

Would the Lottery kindly indicate the number of games printed on foil stock, the number of games printed on holographic stock, and the number of games printed on other specialty substrates in the last 14 years?

*Answer: The Lottery has provided a file attached to these answers with counts of the number of games printed on specialty substrates for the past 5 fiscal years. See attached Portfolio for files referenced. See Attachment Q1.4 – Scratch-off Specialty Substrate Count`*