

## LEGAL NOTICE

Date: **September 8, 2020**

### NOTICE OF REQUEST FOR PROPOSAL

#### FOR INTERNATIONAL CASINO GAMING DEVICE DISTRIBUTION AND SUPPORT SERVICES

Territory: Western Europe

Primary Market: France

Secondary Markets: Monaco, Portugal, Netherlands, and  
Spain

This is a request for proposals (**RFP**) for the services of a casino gaming distributor to sell, install, maintain, and service Electronic Gaming Machines (**EGM**), commonly known as slot machines, for Incredible Technologies, Inc. (**IT**).

Qualified parties are invited to submit an RFP to be received no later than **5:00 p.m. CST, October 16, 2020 (Submission Deadline)**. Submissions will be accepted electronically via a secure file server for each interested party. Proposals received after the Submission Deadline time will not be accepted. The RFP has been prepared for this project and includes all specifications for the services to be procured and specific evaluation criteria which will be used to evaluate the proposals.

The winning proposer will be required to execute an agreement with IT and furnish acceptable Certificates of Insurance within fifteen (30) days after the notice of award. No proposal may be withdrawn for at least sixty (60) days after the Submission Deadline.

IT retains the right to waive informalities, terminate the selection process, reject all proposals, or accept or reject any portion thereof. Any party submitting a proposal will bear all of its costs in creating and submitting said proposal. IT shall have no liability for any costs incurred by any party in preparing or submitting a proposal in response to this RFP.

Dated this 8th day of September 2020.

**Incredible Technologies, Inc.**

Advertisement Date: September 8, 2020 – October 16, 2020

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## **I. THE SOLICITATION**

### **ABOUT INCREDIBLE TECHNOLOGIES**

Incredible Technologies (**IT**) is a casino gaming manufacturer based in the Chicago suburb of Vernon Hills, Illinois. IT is a privately held corporation with 35 years of gaming experience. In that time, IT has been widely regarded as the largest US company in the coin-operated amusement industry, most popularly known for its hit Golden Tee Golf® franchise. In an effort to diversify its product offerings, IT entered the casino gaming industry in approximately 2010. In that time, IT has been the fastest emerging supplier in the Class 3 video slot sector, with machines placed at over 1,000 casinos across North America. IT develops award-winning software and hardware known for signature innovations that bridges its unique expertise in consumer/amusement entertainment and casino gaming.

Please note that this RFP focuses on IT's gaming division and will not cross with the amusement division.

### **OVERVIEW**

IT is further expanding its business to countries in Western Europe. After market research in 2020, IT's initial primary target market is France (**Primary Market**). IT is also considering expansion into Monaco, Portugal, Netherlands and Spain (**Secondary Markets**). This partnership will be the first in Europe for IT. Distributors with experience in other EU countries are encouraged to submit opportunities for further distribution where it's expected that IT style of slot products could perform well. IT is targeting Spring/Summer 2021 to begin this expansion.

IT seeks the services of a Distributor to sell, install, service, and maintain EGM in the Primary and Secondary Markets. Interested and licensed Distributors should complete and return the RFP via the submission portal by the Submission Deadline. Distributors will be evaluated based upon demonstrated experience, proximity to region, regulatory compliance/licenses, philosophy of game selection and positioning, the ability to offer alternative services, and references provided from game manufacturers and current/past clients and customers.

Proposers may be asked to conduct an interview with IT at a location and time to be determined. These interviews may also be virtual based on the status of the global COVID-19 pandemic.

## **II. BASIC REQUIREMENTS**

1. Description of the company and its experience.
2. Locations where the company has offices or facilities and the current locations where the company operates.
3. Description of the services that can be provided in the Primary Market.
4. Description of the company's regulatory compliance division and a list of jurisdictions where and for how long it has been licensed.
5. Description of the company's philosophies for game selection, placement, rotation, maintenance, and servicing.
6. Additional information the proposer may wish to share with IT to further demonstrate the proposer's qualifications.

## **III. ADDITIONAL SERVICES**

1. Description of the services that can be provided in the Secondary Markets and philosophies for game selection, placement, rotation, maintenance, and servicing for the Secondary Markets.
2. Examples of additional services include, but are not limited to the following:

- a. Assistance in obtaining any required licensure/compliance for company or products.
- b. IT Staff training for general game maintenance.
- c. Assistance in developing procedures.

#### **IV. PROPOSAL CONTENTS**

All proposals will be evaluated based on the technical and professional expertise and the experience of the proposer, the proposed method and the procedures for the distribution of the EGM and pricing of the EGM.

The following information must be included in the proposal:

**1. Cover Letter.** A cover letter should be submitted with the following information:

- Title of this RFP
- Name and mailing address of proposer (including physical location if mailing address is a PO Box)
- Contact Person, Telephone Number, and Email Address
- A statement that the submitting proposer will perform the services and adhere to the requirements described in this RFP, including any addenda
- Consent that all proposals may be subject to disclosure to regulatory bodies pursuant to IT's licensing obligations
- The Cover Letter must be signed by an officer empowered by the proposer to sign such material and thereby commit the proposer to the obligations contained in the RFP response. Further, the signing and submission of a response shall indicate the intention of the proposer to adhere to the provisions described in this RFP and a commitment to enter a binding contract.

**2. Executive Summary.** Include a one-page overview of the proposal, its highlights, major services/inclusions and the approach to successfully provide distribution services in the Primary Market. If proposer is proposing to distribute in the Secondary Markets, proposer may include information related to this in the executive summary as well.

**3. Distribution Schedule.** Include a proposed schedule for the distribution of the EGM. This should include a matrix/spreadsheet that identifies: distribution tasks and milestones, including licensing requirements, and the estimated date for completing each task.

**4. Qualifications and Personnel.** A complete description of your company's qualifications as follows:

- The Basic Requirements outlined above in Section II.
- Provide an outline of the proposer's background, qualifications, and ability to perform the distribution services as required. Identify any proposed subcontractors and their qualification/experience with similar projects.
- Provide a list and organizational chart to identify the person(s) who will be primarily responsible for contact with IT.
- Identify all personnel, their relevant qualifications and experience, and their level of effort toward completing all needed tasks. Include a description of specific services similar to this request and the specific tasks performed by the personnel.
- State years in business under same company name offering same services.

- Provide a brief outline of the proposer’s current clients/locations receiving similar services from proposer with a description of services provided and number of games per location.
  - Provide references and contact information from game manufacturers for whom games are currently being distributed.
  - Provide a general market assessment of proposer’s market share against the competition and state the overall strategy moving forward.
  - Include statement of financial stability, status of any current liens or lawsuits, and having the financial strength to provide the necessary distribution services.
  - Provide additional information the proposer may wish to share with IT to further demonstrate the proposer’s qualifications.
5. **Experience and References:** Provide references and contact information for a minimum of three (3) and maximum of five (5) current or past clients/locations. Provide references and contact information from game distributors from which games are currently being purchased or leased. Additionally, please identify the names and responsibilities of the individuals involved who also are team members for the past client/locations and game distributors identified. IT may contact the game distributors as references.
6. **Commercial Estimate:** The proposal must include a commercial model for purchasing the EGM. The commercial model must also include shipping proposals with the appropriate Incoterms (e.g. EXW). Upon a proposer’s request and execution of IT’s mutual Non-Disclosure Agreement (**NDA**), IT may, at its sole discretion, provide the list prices of IT’s EGM to such proposer.
7. **Optional:** The following information may be included in the proposal:

The Additional Services outlined above, including information related to the distribution of EGM to the Secondary Markets.

## V. EVALUATION CRITERIA

IT intends to engage only the most qualified Distributor available. Accordingly, IT will use the following evaluation criteria to select Distributor:

- Proposer’s experience with distributing EGM and other gaming devices
- Record of the proposer, and project manager and assigned team in reaching distribution goals and milestones
- Ability to communicate effectively
- Ability of proposer to utilize its experience, staff, offices, warehouse and service centers to meet the requirements and needs of IT
- Relevant qualifications of personnel
- Proposer’s commercial model
- Potential market share, yearly growth opportunity
- Overall responsiveness to the RFP

**A materially incomplete or non-responsive proposal will be rejected.**

**VI. SELECTION PROCEDURE** The most qualified Distributor(s) **may** be invited to participate in an interview with IT to review qualifications prior to selection.

## VII. IT’S PROCESS

1. General Conditions: IT reserves the right to make final Vendor selection based solely upon evaluation of the written proposals, **without** short-listing firms or conducting oral interviews, should it find it to be in its best interest to do so. IT reserves the right to cancel or reject all, or a

portion or portions, of the request for proposals without notice. Further, IT makes no representations that any agreement will be awarded to any organization submitting a proposal. IT reserves the right to reject any and all proposals submitted in response to this request or any addenda thereto. IT also reserves the right to reject any sub-consultant or individual with a mutually acceptable replacement. Any changes to the proposal requirements will be made by written addendum.

2. **Liability of Costs and Responsibility:** IT shall not be liable for any costs incurred in response to this request for proposals. All costs shall be borne by the person or organization responding to the request. The person or organization responding to the request shall hold IT harmless for any and all liability, claim or expense whatsoever incurred by or on behalf of that person or organization. All submitted material becomes the property of IT. The selected Vendor shall be required to assume responsibility for all services offered in the proposal whether or not they possess them within their organization. The selected Vendor will be the sole point of contact with regard to contractual matters, including payment of any and all charges resulting from the contract.
3. **Oral and Written Explanations:** IT will not be bound by oral explanations or instructions given at any time during the review process or after the award. Oral explanations given during the review process and after award become binding when confirmed in writing by an authorized City official.

## VIII. PROPOSAL SUBMITTALS

One (1) electronic copy of the proposal is required and will be accepted electronically via a secure file server for each interested party. Proposals shall be filled out in ink or typewritten. Initial all corrections. **Proposers should e-mail [gamingrfps@itsgames.com](mailto:gamingrfps@itsgames.com) for access to a secure file server.**

Failure to include all of the Proposal Contents may be cause for rejection. Additional information may be provided, but should be succinct and relevant to the goals of this RFP. Excessive information will not be considered favorably.

Proposals received after the Deadline SHALL NOT BE CONSIDERED.

### Tentative Schedule

The following represents the *tentative* schedule for this project, which may be adjusted by IT without notice:

RFP released:	September 8, 2020
Deadline for questions*:	September 18, 2020 @ 5:00 P.M., CST
IT Responds to all questions with addendum:	September 25, 2020
<b>Proposals Due/Submission Deadline:</b>	<b>October 16, 2020 @ 5:00 P.M. CST</b>
Proposal review, Interviews (if applicable):	November 2, 2020
Notice of Award and Contractual Phase:	November 16, 2020
<b>Date of contract execution:</b>	November 30, 2020

*\*All questions must be submitted with an executed NDA*

## **Addenda and Supplements**

In the event that it becomes necessary to revise any part of this RFP or if additional information is necessary to enable Distributors to make adequate interpretation of the provisions of the RFP, an addendum to the RFP will be published.

**To ensure a fair and objective analysis of all proposals, all Vendors are required to submit all inquiries to: [gamingfps@itsgames.com](mailto:gamingfps@itsgames.com)**