

**RFP Title: New York Lottery - Video Lottery Games - LOT 2 - C202017**

**Company name: Konami Gaming, Inc.**

**Due date and time: March 19, 2021 by 3:00 p.m. (EST)**

### **Volume 3 – Pricing Volume**

**(REDACTED)**

As requested, Konami has provided a separate, full copy of its proposal with its requested New York State Freedom of Information Law redactions, as indicated therein.

KGI believes that the proposed redactions are appropriate in that unredacted disclosure of this confidential and/or proprietary information and trade secrets would be reasonably likely to cause substantial injury to the competitive position of KGI and unfairly provide otherwise unavailable, sensitive information to KGI's competitors. The requested redactions fall into one or more areas of concern in this regard:

- Internal, confidential business structures, processes, long- and short-term strategies, organizations, policies and systems.
- The identity of specific KGI personnel (including personal identifying information), in what is a highly competitive industry constantly seeking to acquire talented personnel from competitors.
- Strategies, plans and product catalogs and release roadmaps relative to the products and support services being offered in connection with this Proposal.
- Testing/laboratory results related to KGI's products.
- Pricing information and strategies.
- Technical details of the products offered by KGI and the operation and performance of same.
- KGI vendor information.

**a. Use of Attached Form: As Volume 3 – Pricing Proposal, a Bidder may complete the Attachment 2: Pricing Proposal Form. Alternate forms will be considered.**

### Pricing Proposal

Lot 1 Bidders must use this form. Lot 2 and 3 may use an alternative form.

#### Base Pricing

Each vendor shall provide their pricing for slant top and upright as a percentage of net terminal income, carried to four (4) decimal places, including zeros. If a bidder does not carry out a price quote to four (4) decimal places, the Commission will add the appropriate number of zeros. For example, if a quote is stated as 0.10%, the Commission will add two (2) zeros to make the quote read 0.1000%. Pricing is inclusive of machine lease, games, software, maintenance and seats.

#### Lot 1 - Primary Suppliers

**% Net Machine Income:** \_\_\_\_\_%

Specified Option: Attach Catalog with pricing

#### Lot 2 - Qualified Standard Device Suppliers

Konami requires a minimum of 1,000 units (Standard plus Premium products) before participating in the program.

**% Net Machine Income:-Standard Product** 8.0000%

**Specified Option: Premium Product Per Catalog** \$55.00 Per Day Per Unit

#### Lot 3 - Qualified Electronic Table Games Suppliers

**% Net Machine Income:** \_\_\_\_\_%

Specified Option: Attach Catalog with pricing

<i>Please include the following information to verify the Entity for which this Proposal is being made:</i>	
Company Name:	Konami Gaming, Inc.
Signature:	
Date:	03/15/2021



**b. Catalog Attachment. Section 3.4, Product Mix and Marketability requires submission of a Catalog illustrating all products to be provided submitted by a Bidder during the contract length. That document, required for the Volume 2 - Technical Proposal, shall include pricing information.**



**KONAMI**

# NEW YORK LOTTERY GAME CATALOG FOR RFP

MARCH 2021

























































































