



REQUEST FOR INFORMATION: 10-2016

Banking Solutions for the New York State  
Gaming Commission

Release Date: October 13, 2016  
Written Responses Due: November 4, 2016

**Designated Contacts:** The individuals listed below are the designated contacts for this Request for Information (“RFI”). All communications concerning this RFI must be addressed in writing to either or both of these individuals, at the mailing or electronic mail addresses below.

Steven Quirk, Contract Management Specialist 1  
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Or

Stacey Relation, Contract Management Specialist 2  
[Stacey.relation@gaming.ny.gov](mailto:Stacey.relation@gaming.ny.gov)

New York State Gaming Commission  
Contracts Office, 4<sup>th</sup> Floor  
One Broadway Center  
Schenectady, NY 12305

## PART 1 - INTRODUCTION AND OVERVIEW

### 1.1 Introduction

The New York State Gaming Commission (the “Commission”) is issuing this RFI to seek creative solutions for the various banking needs of the Commission.

In light of the goals discussed in Part 2 of this RFI, the Commission seeks to receive information on the latest banking technology and solutions available in the industry.

**Note: This RFI is an information gathering tool, only. Information learned from this tool may be used in the development of a solicitation document. Any response to this RFI must not include cost. No award will result from this information gathering process. Respondents to this RFI process will not be prohibited from participating in any bid issued by the Commission.**

### 1.2 Background

The Commission operates or regulates all lawful gaming and horse racing activity in the State, including Charitable Gaming, Commercial Casino Gaming, Indian Casino Gaming, Video Lottery Gaming, Interactive Fantasy Sports, Horse Racing and the Lottery. The Commission collects, deposits and distributes funds under each of these programs. Much of the Commission’s revenue collection and distribution is performed via ACH or fed wire transfers and book transfers, but the Commission also collects racing license and fingerprint fees (cash, checks and money orders) at each of the 11 racetracks in the state (see Attachment 1) and operates 15 customer service centers that pay Lottery and Video Lottery Gaming prize claims by check (see Attachment 2).

### 1.3 Goals for the New York State Gaming Commission’s Banking Solutions

During this phase of the process, the Commission would like to gather information from interested parties who can provide banking solutions for the Commission. The Commission is hoping to learn about current industry offerings and best practices pertaining to cost effective banking solutions and technologies, that can be used to safeguard Commission funds, provide convenience to players cashing winning tickets at the Lottery’s customer service centers and provide cash and check deposit services for Commission offices located at racetracks throughout the state.

The Gaming Commission currently pays its Lottery prize winners in checks, but is interested in learning of other payment options to accommodate customers who may not have a bank account, or are utilizing check cashing services at a fee.

## PART 2 – INTERESTED VENDOR RESPONSE

### 2.1 Content of Response

Interested vendors are invited to provide information addressing the following topics, as well as any other information it may deem relevant and useful:

- Bank-specific, or unique, banking technologies and solutions.
- Security measures to safeguard accounts, data and transactions.
- Low or no-cost alternatives (such as debit cards or stored value instruments) to issuing checks to Lottery prize winners. Discuss features of instruments such as security, replacement, blocking, etc.
- Virtual banking solutions.
- Counterfeit detection technology/methodology.
- Locations of all branches within New York State.
- Remote banking capabilities, including the ability for a Commission employee(s) located at remote offices (i.e. racetracks) to make cash, money order and/or check deposits into Commission accounts.
- Solutions for cashing of Lottery prize payment checks by customers at no charge, at locations other than the drawee bank.
- Banking courier services.
- Check security features and Positive Pay functionality.
- Account management tools

Respondents should be creative when providing information related to this RFI. Respondents are invited to submit any existing material, or material prepared specifically in response to this RFI, that it believes may be of interest or use to the Commission. In the preparation of a written response, respondents should pay particular attention to the goals and content for responses outlined in this RFI.

## **PART 3 - ADMINISTRATION OF THIS RFI**

### **3.1 Issuance and Intent**

Responses to this RFI should not anticipate award of a contract; this is an information gathering process only. A response does not bind or obligate the responder or the Commission to any agreement regarding provision or procurement of products or services referenced.

### **3.2 Pertinent Dates**

The following timetable applies to this RFI:

Release of RFI: October 13, 2016  
Written Responses Due: November 4, 2016

These dates are established for informational and planning purposes. The Commission reserves the right to change any of the dates.

### **3.3 Response to the RFI**

Written responses must be submitted by interested vendors as indicated below.

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[Steven.quirk@gaming.ny.gov](mailto:Steven.quirk@gaming.ny.gov)  
New York State Gaming Commission  
Contracts Office, 4th Floor  
One Broadway Center  
Schenectady, NY 12305

Responses may be submitted by contract carrier, courier delivery, in person, by U. S. Postal Service or via email. If delivered by other than U.S. Postal Service, the respondent should contact the designated contacts under this RFI prior to delivery to assure proper receipt.

### **3.4 Costs Associated with Preparation of Response to this RFI**

Neither the Commission nor the State shall be liable for the costs incurred by an interested vendor in preparing or submitting a response to this RFI.

### **3.5 Disclosure of Responses to the RFI**

The Freedom of Information Law provides for an exemption from disclosure for trade secrets or information the disclosure of which would cause substantial injury to the competitive position of a commercial enterprise. If you believe your company's response contains any trade secrets or other confidential or proprietary information, you must submit, at the time of submission of a response, a letter designating such proprietary information, and an explanation as to why such information should be exempt from disclosure.