

**REQUEST FOR INFORMATION**

Lottery Private Management Services

Responses Due: August 10, 2025, at 1:00 PM CT

## **Purpose of the Request for Information (RFI)**

**This is a request for information only.**

The Illinois Lottery is issuing this RFI to solicit information from the gaming community (including vendors and consultants) regarding industry trends, innovations, technology and best practices in the current lottery landscape. The RFI seeks to collect information and data, initiate an open and transparent dialogue with vendors, industry consultants, and other knowledgeable parties interested in sharing industry information and their professional perspective, for the Illinois Lottery to consider in preparation for initiating a formal Request for Proposal (“RFP”) for private management services.

Presently, the Illinois Lottery is mandated to operate with the assistance of a private manager while exercising control over all significant business decisions made by the private manager. The Illinois Lottery is mandated by Illinois statute (20 ILCS 1605/9.1) to select a qualified private manager through a competitive bidding process consistent with Section 20-35 of the Illinois Procurement Code. Once a private manager is selected, the Illinois Lottery must enter into a management agreement which includes at a minimum, the terms and conditions found in 20 ILCS 1605/9.1(C-5 and D).

This RFI is not a procurement and will not result in a participant receiving a contract, (44 Ill. Adm. Code 1.15). Responding to this RFI is not a prerequisite to participate in a future procurement or procurements and does not obligate the Illinois Lottery to conduct a future procurement. Further, a response to this RFI does not provide any advantages to the participant in a potential future RFP. All information received in a participant’s response will be available for public review. (44 Ill. Adm. Code 1.2050[j])

# **Submission**

# Important Information Regarding Submission

This is a **Request for Information (RFI)** only. The RFI is not a procurement method and will not result in a participant receiving a contract. (44 Ill. Adm. Code 1.15). Responding to the RFI is not a prerequisite to participate in a future procurement(s) and does not obligate the Illinois Lottery to conduct a future procurement. Further, a response to this RFI does not provide any advantages to the participant in potential future Requests for Proposals (RFP). All information received in a participant’s response will be available for public review. (44 Ill. Adm. Code 1.2050[j])

You are invited to provide non-price information in response to the RFI. You are prohibited from providing pricing, the details of customized solutions, sample procurement specifications, or any other information outside the scope of the RFI because it could disqualify your organization from participating in future related procurements. (30 ILCS 500/50-10.5[e]). However, you may provide general information about industry trends and innovations, products, services, or industry best practices that are not specifically tailored to meet the State’s needs. For additional information on prohibited vs. non-prohibited information, please see 44 Ill. Adm. Code 1.2005(v).

## Submission

Please provide your responses by: August 10, 2025 1:00pm

All responses must be submitted via BidBuy. Instructions to register via BidBuy are below.

If you have questions regarding where to locate the RFI, please email: [LOT.Procurement@illinois.gov](mailto:LOT.Procurement@illinois.gov)

## Illinois BidBuy Portal Registration

Once vendors are registered on the State of Illinois BidBuy Portal (the State’s electronic procurement and purchasing information system) they will receive official notices throughout the procurement process for this RFI and any official notices of future procurement solicitation opportunities for the State of Illinois. To register on BidBuy, access the following website for instructions:

<https://cpo-general.illinois.gov/bidbuy.html>

For more information, please email: [il.bidbuy@illinois.gov](mailto:il.bidbuy@illinois.gov)

## Response Organization and Format

Your submission should include information in-full or in-part as a response to the questions listed below. Information may include the vendor’s perspective on the topic and any other information the Illinois Lottery should consider when issuing an RFP for Private Management and other related lottery services.

# **Private Management Background: Existing Services**

The Illinois Lottery utilizes a Private Management model. Private management services are provided by the Private Manager and the sub-contractors they contract with and manage as part of the Illinois Lottery’s current Private Management Agreement (PMA). The Illinois Lottery governs the provision, administration and delivery of these services and works in conjunction with the private manager and their subs. For more information on Private Management and the types of services they provide, please see 20 ILCS 1605/9.1.

**Private Management Service Model Questions**

1. What lottery operator models are currently available in the lottery industry today? How are they structured for the provision of services to the jurisdiction in question? What services are typically provided
2. What are the industry standards and best practices regarding developing and implementing a successful governance model for a lottery operator that would best align interests of a lottery and its operator?
3. What are the industry standards and best practices regarding developing and implementing a fee structure and compensation model for a lottery operator? Which of these model(s) are more prevalent in the lottery industry and help foster a balanced and equitable partnership?
4. What are the industry standards and best practices regarding developing service level credit, liquidated damage and penalty structures for private management or similar lottery operator models? What frameworks are most prevalent in the industry and help reduce or eliminate organizational risk for financial, operational, or reputational harm for both parties?