



## **PRINT SERVICES RFP**

### **Vendor Q&A**

**2025**

1. How many vendors have been asked to participate in the RFP process?

All current incumbent printers, as well as Indiana certified MBE/WBEs. This is publicly posted as well on Hoosier Lottery's website and through public notices via the Indy Star and the Indianapolis Recorder. All able and willing vendors are encouraged to participate.

2. Is the incumbent participating on this RFP?

Yes, there are multiple incumbent printers participating.

3. How many vendors will be included in the final pool of candidates?

That is TBD. We will sign multiple contracts. No work is guaranteed, even if a contract is signed. All work will be bid out prior to any printing.

4. What is the total annual print spend for the Hoosier Lottery?

This varies, and further, no one is guaranteed any specific amount as multiple vendors will be used.

5. What is the criteria needed to be guaranteed a specified volume as mentioned on page 2, A?

There will be no volume guaranteed to any vendor. All work will be quoted prior to printing.

6. Can you provide some clarification on the kitting - "quote kitting all items together for this retailer"

Is there one item in each kit ? or?

- a. Example: Casey's two items in each sent to 145 locations? 190 items all sent to one location?

Kitting is to be completed by the print vendor for items listed for each Key Account promotion, and all kits will be delivered to Hoosier Lottery Warehouse for distribution. For instance, Casey's would include 145 envelope kits (2 pieces in each kit), that ship to one Hoosier Lottery Warehouse.

7. Is there variable information on items for each store? Or each store all static info?

Each Key Account promotion would include a spreadsheet showing the total number kits required, and the distribution of assets for that promotion within each kit. Each kit would require a label with a list of contents.

8. How do you use the variable barcoding? Please clarify ?

We utilize variable matrix and sequential numbering print jobs on a small number of assets each year.

9. Can you clarify U Gloss Cover?

Yes, this actually should be UV Gloss cover.

10. Clarify type or size of die cut for each of the following:

- a. ITVM Topper
- b. Big Red ESMM Frame
- c. Big Red Half Moon Snipe
- d. Speedway Tower Topper
- e. Hucks Triangle Door Snipe

See attached pdfs for die cut examples. The ITVM topper varies from campaign to campaign.

11. For the kitting, could you please tell me the number of retail locations per retailer as well as the number of each item that goes into the kit? For instance, for Big Red, how many locations will we be shipping to and how many of each item (Frame, Side Piece, Snipe, Topper) do we put in each shipment.

It varies from each Key Account and each one has different number of stores and is an evolving process when the account adds or removes stores.

See sample spreadsheet provided.