ADDENDUM NO. 3 TO ALL OFFERORS:

Reference: Request for Proposal: **RFP# 13179MG**

Commodity: **iLottery System, Services, and Support**

Dated: **September 11, 2026**

All offerors are required to acknowledge all RFP addenda in their proposals.

Questions and Answers

1. Q: Addendum 2, Q21, 22, and 47 - Would the Virginia Lottery please confirm that, based on the responses to Addendum No. 2, Questions #47, #21, and #22, both the Proposal Bond and the Protest Bond should be in an amount no less than five percent (5%) of the Offeror's FY28 (Year 1) Total Proposed Price as submitted in the pricing model in Section IV.B.8, Pricing?

   A: Yes, that is correct.

2. Q: Addendum 2, Q38 - The response to Addendum No. 2, Question #38, states that the Performance Bond requirement referenced in Attachment Three has been removed. However, the Section A.5 reference to the Performance Bond remains in the revised Attachment Three, which provides that the Lottery may obtain payment of assessed liquidated damages through "one (1) or more claims upon the Performance Bond or insurance requirements listed herein." Would the Virginia Lottery please confirm that no Performance Bond is required under this solicitation?

   A: There is no requirement for a Performance Bond under this solicitation. Any reference to providing a Performance Bond can be disregarded.

3. Q: Addendum 2, Q46 - The response to Addendum No. 2, Question #46, states that the Promotions Rate of 10% of GGR is the estimated total annual promotional budget and that additional promotional costs may occur based on the Rewards program. The NGR figures in the revised Pricing Schedule reflect a deduction of exactly 10% of GGR – for example, FY28 gross eInstant sales of $5.00B at an 89% payout rate produce GGR of $550.0M, less 10% promotions, equal to the $495.0M shown. Would the Virginia Lottery please clarify whether Rewards program costs, and promotional costs in excess of 10% of GGR, are deducted from GGR in arriving at the NGR against which the Offeror's eInstant fee is assessed?

   A: Reward program prize costs relating to free coupon prizes would be assessed against GGR. Other Rewards program prize costs such as drawing prize costs and retail coupons are not assessed against GGR. Costs to administer the Rewards program should be included within the eInstant fee; only player bonuses are removed from the GGR. While monthly promotional costs may exceed 10% of GGR, the annual promotional budget excluding Rewards coupons will not exceed 10% of GGR. In the unlikely event that it does exceed 10% of GGR on an annual basis, the promotional costs would still be removed from GGR in its totality. The Offeror's eInstant fee should be based on NGR rates as noted in Addendum #2. The figures provided are just estimates and do not constitute official forecasts or guarantees.

4. Q: Addendum 1, Q36 - Can the Lottery please clarify whether the Price Proposal is included within the 500-page proposal limit?

   A: Yes, it is included within the 500 page limit.