



**Q. Am I correct in reading that ALL locations must be included in the bid?**

A. As addressed in Section II.2.1 of the RFP, "The Lottery may award this contract to a single bidder statewide, or to multiple bidders by specific areas, whichever provides the most benefit to the Lottery." Therefore, if your company only services portions of the state, you are still encouraged to respond to the RFP. Indicate the serviced zip codes in Attachment D, along with the rate for the different package weights, and indicate zip codes outside your service area with "N/A".

**Q. On average how many locations do you send to with each shipment?**

A. On the dates we release new scratch games, about twice a month, every Idaho Lottery location will receive a shipment of their initial allocation. The other dates are based on orders placed by our replenishment system or by our sales representatives in the field. Shippers should assume every Idaho Lottery location will receive a shipment, even though this may not be the case.

**Q. Do ALL locations have to be hand delivered? Is mailing with delivery signature an option for any locations?**

A. Yes, all locations must be hand delivered. No, mailing with delivery signature is not an option.

**Q. We primarily run a W2 driver model (90% employee drivers / 10% contractor drivers), but we do have some subcontractors (approximately 12 individuals) who support our company throughout Idaho – helping with multiple accounts – and there is a chance we will add more if needed. It is unlikely that these ICs will be assigned to Idaho Lottery routes (should we be awarded the work), but if so, when do these subcontractors need to be pre-approved (as part of the RFP process or if awarded / before the work begins)?**

A. The principals of the subcontracting companies would be subjected to the standard Idaho Lottery background checks at the same time as the principals for the winning company after awarding the contract. Individual driver background checks are left up to the contracted or subcontracted companies.

**Q. When subcontracting is mentioned in the RFP, do you mean subcontracting with a smaller / regional company to cover a certain part of the state (i.e. if two providers are partnering up to be able to provide full coverage)? Or do you mean any/every individual or owner/operator who supports our company as a contracted driver?**

A. Any company subcontracted with, including any owner/operator drivers, would need to be background checked by the Idaho Lottery unless the contract between the shipping company and the subcontractor has a clause stating the shipping company assumes all liability regarding lottery products handled by the subcontracting company.

**Q. On an ongoing basis, will the Lottery want to review/approve any subcontractor who supports our company on a variety of routes?**

A. The Idaho Lottery would need to be kept apprised of any changes to companies subcontracted to handle our shipments and would need to follow our background check procedures.