



Presented by Vicki Ocholla
Corporate Counsel
Northstar Lottery Group, LLC

Who we are

- Northstar Lottery Group, LLC is a fully integrated consortium of two best-in-class companies who are the world's leading providers of operations management, technology solutions and innovative lottery products: GTECH and Scientific Games International (SGI).
- Northstar is the first and only Private Manager of a lottery in the United States.
- Northstar started operations in Illinois after the Governor signed the Private Management Agreement (PMA) on January 18, 2011.
- As private manager, Northstar Lottery Group brings greater innovation, resources, and flexibility to the Illinois Lottery. Working with the many state Lottery professionals and our network of local retailers, our goal is to responsibly grow Lottery profits by one billion dollars over the next five years.

Diversity: where does our commitment come from?

- GTECH and Scientific Games International are fully committed to partnering with qualified minority, female and disabled-person owned business enterprises (MFDBEs).
- Northstar is committed to a spend goal of at least 20% of its purchasing with MFDBEs.
- Northstar encourages its Subcontractors to ensure that at least 20% of the value of each Subcontract is awarded to MFDBEs.
- Eligible business enterprises include those that are minority-owned, female-owned and those owned by persons with disabilities as defined in the Business Enterprises for Minorities, Females and Persons with Disabilities Act, 30 ILCS 575 *et seq.*

How does the process work?

- Northstar is a State vendor. Therefore, we have several contractual obligations. Under the PMA, Northstar is required to bid out every Subcontract whose value exceeds \$50,000.
- Northstar requires that all diverse-owned businesses (MFDBEs) be registered with the Illinois Department of Central Management Services (CMS). We offer registration assistance to businesses that have not attained CMS certification.
- Northstar encourages all female, minority and disabled-person owned enterprises to register on our website at www.northstarlottery.net. Why? This is the primary resource we use to identify qualified vendors.
- When an RFP is posted, all vendors who have registered on our website receive e-mail notification about the posting. In addition, Northstar's partners such as the Central Illinois Minority Supplier Diversity Council receive notice of business opportunities via e-mail.

Accomplishments

- To date, Northstar has issued Subcontracts in excess of 7MM to MFDBEs.
- Northstar is committed to continued partnerships with MFDBEs as business needs arise.

How we communicate with potential business partners

- The Procurements & Supplier Relations Department handles all communications with potential Bidders and partners via e-mail. The address is:
procurements@northstarlottery.net.
- This mailbox is monitored daily and responses are made to all inquiries in a timely manner.

How to register on our website

- 1. Log onto www.northstarlottery.net;
- 2. Click on the Business Opportunities tab;
- 3. Click on Supplier Pre-Qualification Form;
- 4. Complete **all** required fields;
- 5. Click submit;
- 6. You will receive an e-mail message indicating that your Pre-Qualification Form has been received by Northstar;
- 7. All business opportunities posted on www.northstarlottery.net will be sent to the e-mail address indicated on your Supplier Pre-Qualification Form.
- **If you encounter any problems while filling out or submitting this form, please send e-mail to: Procurements@northstarlottery.net**

**Thank you for your partnership with
Northstar Lottery Group, LLC**