

RFP GROUPIES UNITE!

Washington's Lottery to Test NASPL "Best Practices" RFP Format

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The years of work leading up to Wilbur and Orville Wright's first flight wasn't dramatic, but the results changed history. You may never turn on your TV and hear, "On today's Oprah Winfrey Show, we explore the scintillating details behind the Lottery RFP format, and how innovators, not unlike pioneers like the Wright brothers or Bill Gates, are paving the way for a revolutionary procurement process!" It may not be a topic that some consider glamorous but there is no denying its significance. A trailblazing new format for Lottery Request For Proposals is being put to the test for the first time. Washington's Lottery is the first Lottery to put NASPL's "Best Practices" Request for Proposal format for procurement into action. Washington's Lottery is preparing to head into the RFP process for the agency's gaming system and took the opportunity to become a guinea pig for the "Best Practices" format.

The format was developed by NASPL's "Best Practices" Working Group, which was led by NASPL and the Open Group, a vendor-neutral consortium that is part of NASPL Standards Initiative (NSI). The NSI was created to adopt Technical Standards, Best Practices, and Certification Programs that will further the Lottery objectives of integrity, security, interoperability, and profitability. While Wilbur and Orville Wright took to the skies in a fearless move to prove man could fly, Washington's Lottery is preparing to "test its wings" with the launch of the new RFP format in the hope it will pave the way for increased efficiencies for other lotteries.

Ask the Legal Counsel for Washington's Lottery about the process of implementing the new format and she may use very diplomatic terms such as "learning opportunity" and "ease of use" but change never comes easily or without some stress, and descriptive phrases such as "gigantic job, small team" reflect the reality of being first to undertake the project. "My daughter got away with keeping her room messy for at least 3 months!" laughs Ceil Buddeke, Legal Counsel for Washington's Lottery, who, along with team members, dedicated her energy to the project for months. Make no mistake; Lottery officials already see the positive outcome of their work. As with winning the Super Bowl, it's an achievement to be celebrated. Of course, implementation of a new RFP format may not generate the mass adulation of faithful fans or the emergence of "RFP groupies"

that rival those of famous athletes, but at least there's a sense of satisfaction in the completion of a project that will improve a vital process. "The biggest benefit is the ease of use and interpretation that comes with a constant format," said Buddeke. "In trying to learn how other Lotteries chose to structure their various on-line contracts, we noticed that every RFP from every state was formatted differently. This made it difficult to compare and contrast the substantive terms of those RFPs," she said.

Washington's Lottery embarked on revamping its old RFP format after actively participating in the development of NASPL's recommended RFP standard. "We recognized the value of having a standard RFP format that would be used by all Vendors and Lotteries," said Buddeke. "RFPs would be easier to prepare, evaluate and compare. We believed we had enough time built into our process that would allow us to incorporate the extra work of being the first to adopt the NASPL's standard along with our state requirements," she said.

The process involved a small team that worked to develop the RFP format from start to finish. After weeks of input and policy meetings, team members began drafting parts of the RFP. The RFP was built in three phases. At the end of phase 3, the team knew they had a finished product that was routed to the Assistant Attorney General for review. After going through the process, Buddeke advises Lottery staff required to work with any non-Lottery agency to begin talking with those people early on. "It will not always be clear to non-Lottery procurement specialists what NASPL is, why a Lottery might prefer the NASPL format and how the NASPL format is flexible enough to incorporate any required or desired content," said Buddeke.

Would they do it again? "In the end, it was worth the effort," said Buddeke. Now, the "Best Practices" RFP format is rolling down the runway, preparing to take its first flight.

NSI Note:

The RFP documents are about to head into the informal review process. This entails posting the actual document to the NASPL Web-site, and notifying the NSI participants and all of the NASPL lotteries. Participants will include

Con't. pg 8

the NASPL Membership (Lotteries), Lottery Industry Vendors, and the Retail Council. Any individual reviewing the XML Technical Standard can do so on-line via the NSI website. Individuals have the chance to enter comments on-line during the review process.

After the informal review process ends, the Best Practices Working Group will look at the comments made and decide the best way to use the feedback. A final revision will be made and presented to the NSI Steering Committee for acceptance. They (Steering Committee.) can accept or suggest changes. If changes are required, the Working Group will do so and resend the revised document to the Steering Committee for approval. Upon the Steering Committee's acceptance it will be presented to the NASPL Executive Committee. Upon acceptance by the NASPL Executive Committee the RFP Best Practice will be released and posted to NASPL's public web site. The RFP Best Practice will then be ready to begin the certification definition process.

RFP Best Practice

Approval Status: To Be Approved Spring 2005

Certification Launch: Spring 2006



Fast Facts on Governors

Party Affiliation - Among the governors of the 50 states and five territories, there are 30 Republicans, 24 Democrats, and one member of the Popular Democratic Party. Within the 50 states, 28 governors are Republicans, and 22 governors are Democrats.

Presidents - 17 governors from nine states have become president. Two territorial governors also have gone on to become president.

Term Limits - 14 states and one territory do not have limits on the number of terms governors can serve: Connecticut, Idaho, Illinois, Iowa, Massachusetts, Minnesota, New Hampshire, New York, North Dakota, Puerto Rico, Texas, Utah, Vermont, Washington, and Wisconsin. Virginia is the only state that does not allow governors to serve consecutive terms. New Hampshire and

Vermont are the only states in which governors' terms last for two years instead of four.

Seniority - Measured by current continuous service, New York Gov. George Pataki is the most senior U.S. governor, serving since January 1995.

Age - The oldest governor is Utah Gov. Olene S. Walker, born November 15, 1930. The youngest governor is Missouri Gov. Matt Blunt, born November 20, 1970.

U.S. Congress - Eight current governors formerly served as members of the U.S. Congress (seven in the U.S. House of Representatives and one in the U.S. Senate).

State Office - 28 governors formerly served as members of state legislatures. Ten governors have served as mayors.

Law Degrees - 25 governors hold law degrees.

Military Service - Eight governors have served in the military (three in the Air Force, one in the Army, one in the Coast Guard, one in the Marines, and one in the Navy).

Female Governors - 28 women in U.S. history have served as governor. The first female U.S. governors were elected in November 1924. Ten women currently serve as governors, including: Arizona Gov. Janet Napolitano; Connecticut Gov. M. Jodi Rell; Delaware Gov. Ruth Ann Minner; Hawaii Gov. Linda Lingle; Kansas Gov. Kathleen Sebelius; Louisiana Gov. Kathleen Babineaux Blanco; Michigan Gov. Jennifer Granholm; and Washington Gov. Christine Gregoire.

Sources:

National Governors Association. Directory of Governors of the American States, Commonwealths, and Territories. Washington, D.C., 2004.

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