



GLI®

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Worldwide Locations

World Headquarters
Lakewood, New Jersey

U.S. Regional Offices
Colorado
Nevada

International Offices
GLI Africa
GLI Asia
GLI Australia Pty Ltd
GLI Austria GmbH
GLI Europe BV
GLI Italy
GLI South America

January 26, 2023

Ms. Christina Garcia, Procurement Specialist
Indiana Department of Administration
Procurement Division
402 West Washington Street, Room W468
Indianapolis, IN 46204

**RE: Indiana Department of Administration's RFP 23-72828
Gaming Laboratory Certification Testing Services
(Part One Submission)**

Dear Ms. Garcia:

Gaming Laboratories International, LLC (GLI) appreciates the opportunity to respond to the Indiana Department of Administration's (IDOA) Request for Proposal (RFP) 23-72828 for Gaming Laboratory Certification Testing Services.

Executive Summary

GLI understands that the IDOA seeks the services of independent laboratories to test electronic gaming-related equipment, technology, and devices for the Indiana Gaming Commission (IGC).

GLI possesses the ability to meet all of the requirements of RFP 23-72828. We have **over 33 years of experience** providing testing and certification services, and our mission is to deliver these services with the highest level of independence and integrity.

The requested testing and certification services directly align with GLI's core competencies. We enact a multi-faceted approach which includes a clear understanding of each request and the skill, and quantity of GLI staff while leveraging over 33 years of experience in gaming.

We stand ready with all of the resources—skilled and experienced personnel, ISO-certified laboratories, cutting edge, custom testing tools—to fulfill the requirements of this RFP.

What to Look for in a Vendor	What We Offer	Benefit to You
Direct Experience with the IGC	<ul style="list-style-type: none"> ✓ Over 32 years of experience testing submissions in Indiana. ✓ IGC-specific subject matter experts as project leaders. ✓ Same leaders since the start of gaming in Indiana. 	<ul style="list-style-type: none"> ✓ No training needed saves the IGC's personnel time
Vast Experience in the gaming laboratory testing industry	<ul style="list-style-type: none"> ✓ First independent test laboratory in the U.S. over 33 years ago. ✓ Test laboratory for over 480 jurisdictions (electronic gaming, casino gaming testing, compliance testing, UAT, interoperability testing and more). ✓ Internationally recognized market leader. 	<ul style="list-style-type: none"> ✓ High quality testing results
Sufficient, skilled resources	<ul style="list-style-type: none"> ✓ Over 200 skilled test engineering resources within the U.S. ✓ Distinct separation of responsibilities for independent verification. ✓ Industry recognized subject matter experts on wide range of topics. 	<ul style="list-style-type: none"> ✓ Able to accommodate massive, short timeline requests
ISO-certified, fully equipped laboratories	<ul style="list-style-type: none"> ✓ 3 fully-accredited ISO/IEC 17025 U.S. testing laboratories (17 worldwide). ✓ Fully equipped to test for Indiana. 	<ul style="list-style-type: none"> ✓ Vast lab space ✓ Fully equipped
Financial Stability	<ul style="list-style-type: none"> ✓ GLI is a financially sound company with a culture of prudent fiscal management. 	<ul style="list-style-type: none"> ✓ Vendor stability and longevity

Gaming Laboratories International, LLC is registered to do business in Indiana. A Certificate of Existence issued by the Indiana Secretary of State is provided in **Appendix D** (Part Two Submission).

Per the RFP instructions and Attachment G Question & Answers, this Executive Summary along with Attestation J have been provided through the online Submission Form. The remaining items of GLI's submission will be delivered to IDOA on a Flash Drive (Part Two Submission).

The forthcoming Flash Drive submittal consists of the following:

- Minority & Women's Business Enterprises RFP Subcontractor Commitment Form (Attachment A), IDOA M/WBE Certification, and Subcontractor Commitment Letter
- Indiana Veteran Owned Small Business Subcontractor Participation Form (Attachment A1), IDOA IVOSB Certification, and Subcontractor Commitment Letter
- Indiana Economic Impact (Attachment C)

- Cost Proposal (Attachment D), Cost Narrative, and Cost Conditions, Assumptions, Constraints
- Business Proposal (Attachment E) and Appendices
- Technical Proposal (Attachment F) and Appendices
- Redacted versions of documents containing Confidential Information

I, James R. Maida, President of Gaming Laboratories International, LLC can enter into and execute contracts and other business instruments in the name of the limited liability company. This is evidenced by GLI's "Special Meeting of the Members" provided in Appendix E (Part Two Submission), in compliance with RFP §2.3.8.

The principal contact for this proposal is Anne Stone, Senior Manager of Procurement. Her contact information is as follows:

Gaming Laboratories International, LLC

Anne Stone, Senior Manager of Procurement

600 Airport Road

Lakewood, New Jersey 08701

732-942-3999 ext. 1131 telephone / 732-942-0043 fax

procurement@gaminglabs.com

GLI's company information is provided in the table below:

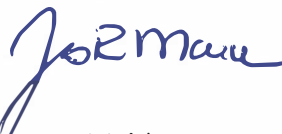
Bidder ID:	0000016314
FEIN:	26-1938391
Type of Business:	Limited Liability Company
North American Industry Classification System (NAICS) Code:	541380 - Testing Laboratories

GLI acknowledges that Respondents will be notified via email, and it is our obligation to notify you of any address changes.

GLI's proposal pricing will remain valid for a period of 180 days from the proposal due date.

Thank you for the opportunity. GLI looks forward to continuing its successful relationship with the State of Indiana.

Very truly yours,



James R. Maida
President