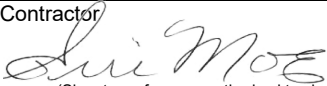



AMENDMENT OF SOLICITATION / MODIFICATION OF CONTRACT		1. Contract Number		Page of Pages		
		CFOPD-22-C-021		1	Attachment A	
2. Amendment/Modification Number	3. Effective Date	4. Requisition/Purchase Request No.	5. Solicitation Caption			
Modification 4	See 16 C below		OCFO Staff Augmentation Managed Services Provider			
6. Issued by:		Code	7. Administered by (If other than line 6)			
Office of the Chief Financial Officer Office of Contracts 1100 4 th Street, S.W. Suite E620 Washington, D.C. 20024 202-442-7012 (main)						
8. Name and Address of Contractor (No. street, city, county, state and zip code) OST, Inc. 2101 L Street, NW, Suite 800 Washington, DC 20037 T 703-462-8736 C 202-271-4952 Brian Cole, Vice President BCole@ostglobal.com		9A. Amendment of Solicitation No.				
		9B. Dated (See Item 11)				
		X	10A. Modification of Contract/Order No.		CFOPD-22-C-021	
			10B. Dated (See Item 13)		April 18, 2022	
Code	Facility					
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS						
<input type="checkbox"/> The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended. <input type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) BY separate letter or fax which includes a reference to the solicitation and amendment number. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such may be made by letter or fax, provided each letter or telegram makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.						
12. Accounting and Appropriation Data (If Required)						
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14						
X	A. This change order is issued pursuant to (Specify Authority): 27 DCMR Section 3601.2(c) and Section I.8 Changes of the Contract The changes set forth in Item 14 are made in the contract/order no. in item 10A.					
	B. The above numbered contract/order is modified to reflect the administrative changes (such as changes in paying office, appropriation data etc.) set forth in item 14, pursuant to the DC Financial Responsibility and Management Assistance Authority.					
	C. This supplemental agreement is entered into pursuant to authority of:					
	D. Other (Specify type of modification and authority)					
E. IMPORTANT: Contractor <input type="checkbox"/> is not <input checked="" type="checkbox"/> is required to sign this document or return any copies to the issuing office.						
14. Description of Amendment/Modification (Organized by UCF Section headings, including solicitation/contract subject matter where feasible.)						
1. The purpose of Modification No. 4 is to revise Attachment J.3, Position Descriptions to add the Marketing Advisor position as referenced in Attachment A, and to revise the Attachment J.4, Price Schedule to add the Marketing Advisor rates as referenced in Attachment B. 2. All other terms and conditions shall remain unchanged.						
Except as provided herein, all terms and conditions of the document is referenced in Item 9A or 10A remain unchanged and in full force and effect.						
15A. Name and Title of Signer (Type or print)		16A. Name of Contracting Officer				
Eric Moe, Sr. Contracts Manager		Drakus Wiggins, CPPB, CPPO				
15B. Name of Contractor	15C. Date Signed	16B. District of Columbia	16C. Date Signed			
 (Signature of person authorized to sign)	7 Sept 2022	 (Signature of Contracting Officer)	09/07/2022			

Attachment A

CLIN	E001, E101, E201, E301, and E401
Title	Marketing Advisor
Duties and Responsibilities	<ul style="list-style-type: none"> a) Oversee the creation, development and implementation and marketing of the DC Office of Lottery and Gaming’s (OLG’s) gaming product portfolio from conceptualization to actual deployment of new games and product enhancements. b) Develop working papers, revenue projections, and contractual obligations to vendors and coordinates and monitors vendor contracts related to OLG gaming products, including instant ticket printing, terminal-based games, e-instant games and sports wagering. c) Direct and oversee the marketing, advertising, research, and promotions and events for the OLG. d) Serve as the project manager on all annual OLG promotions and new product launches. e) Provide guidance to staff on the enhancement of current and future promotions and coordinate with other managers on the launching of new products and the available data to include projected revenue and sales data. f) Develop the annual OLG product plans. g) Direct and manage game development and performance tracking for new instant ticket games (approximately 45-50 per year). h) Analyze instant games sales, inventories, and schedules to determine order quantities, games to be ordered and/or games to be removed. i) Direct and manage game development and performance tracking for new e-instant or iLottery games (approximately 24-30 per year). j) Analyze e-instant and iLottery games sales, registrations, promotions and schedules to determine games to be launched and/or games to be removed. k) Develop and negotiate licensed property products including terms of the deal, license fee, partner deliverables and marketing components. l) Work with the Office of the Chief Financial Officer (OCFO) Office of General Counsel (OGC) and OCFO Office of Contracts to finalize licensed property and other lottery product contracts with third party licensors and vendors. m) Plan, develop, and analyze the marketing plan for DC Lottery and GambetDC. n) Direct all advertising and marketing campaigns from inception to production. o) Oversee the development of materials such as brochures, newsletters, fliers, and point-of-sale promotional and merchandising material from design and copy to production and distribution. p) With the oversight from the OLG Director of Marketing or the OLG Executive Director, develop and maintain external communications for OLG including social media and all digital communication channels. q) Manage the aspects of vendor contracting, procurement and administration including with advertising agencies, product promotions, media buys, promotional events, and related agreements. r) Responsible for leading the annual strategic planning session, communicates the Annual Product and Promotion Plan to OLG staff and key vendors. s) Provide guidance in teambuilding, promoting collaboration among staff to meet the mission and goals of the OLG Marketing Division. t) Develop and maintain a proactive product and advertising strategy, coordinates marketing objectives with community initiatives, and shows a strong ability to implement winner awareness and product promotion campaigns.

	<ul style="list-style-type: none"> u) Create, implement and update OLG’s strategic marketing plan and integrate all elements of the annual product plan across the entire portfolio of gaming products. v) Report on market factors, influences, and the efficacy of programmatic attempts to penetrate identified vertical markets, attract a wider customer base, and influence the sale of OLG products at agent locations and online through digital ecommerce channels. w) Oversee the development of the instant ticket game including game schedule, play action, prize structure, artwork, completion and analysis of working papers, and press approval for each instant game. x) Plan, organize and lead OLG promotions. y) Work with staff to develop promotional request forms to ensure new promotions are fully tested and functional on the gaming system. z) Meet regularly with all stakeholders to ensure successful roll-out of new OLG products and promotions. aa) Develop policies and procedures for OLG product promotions and sponsorships and ensure promotional and product activities are in compliance with OLG rules, policies and procedures. bb) Monitor and evaluate promotional campaigns and sponsored events, maintain records, and prepare reports. cc) Liaison with internal staff and OLG advertising vendors on all aspects of product promotions. dd) Provide comprehensive product and promotional marketing direction to the Sales Team as well as other key stakeholders. ee) Work with the Director of Sales and the Sales Team with analyzing the effectiveness and success of products and promotions and to ensure the successful roll-out of all new products and promotions and in-store creative assets and also in the development of innovative retail strategies to ensure more effective positioning and distribution of lottery products and promotions. ff) Review and analyze marketing data, market opportunities, and revenue activities and trends, and use data to identify new opportunities for sales. gg) Develop and implement the direction of terminal-based games including promotions, new concepts and player research. hh) Conduct ongoing competitive analysis program to monitor industry trends as it relates to successful product and promotion development.
<p>Education:</p>	<p>Bachelor’s degree from an accredited college/university.</p>
<p>Qualifications:</p>	<p>Minimum of 7-years’ experience in marketing/advertising consumer products. Experience relevant to the duties and responsibilities.</p>

Attachment B

ATTACHMENT J.4, PRICE SCHEDULE - NTE HOURLY RATES

B.5.1 PRICE SCHEDULE – NTE Hourly Rates – REQUIREMENTS

B.5.1.1 BASE PERIOD

CLIN	Labor Category	Est. # of Resources	Est. # of Hours	NTE Hourly Rate
<i>Office of Lottery and Gaming (OLG)</i>				
E001	Marketing Advisor	1	160	\$178.04

B.5.1.2 OPTION PERIOD ONE

CLIN	Labor Category	Est. # of Resources	Est. # of Hours	NTE Hourly Rate
<i>Office of Lottery and Gaming (OLG)</i>				
E101	Marketing Advisor	1	2080	\$181.60

B.5.1.3 OPTION PERIOD TWO

CLIN	Labor Category	Est. # of Resources	Est. # of Hours	NTE Hourly Rate
<i>Office of Lottery and Gaming (OLG)</i>				
E201	Marketing Advisor	1	2080	\$185.23

B.5.1.4 OPTION PERIOD THREE

CLIN	Labor Category	Est. # of Resources	Est. # of Hours	NTE Hourly Rate
<i>Office of Lottery and Gaming (OLG)</i>				
E301	Marketing Advisor	1	2080	\$188.93

B.5.1.5 OPTION PERIOD FOUR

CLIN	Labor Category	Est. # of Resources	Est. # of Hours	NTE Hourly Rate
<i>Office of Lottery and Gaming (OLG)</i>				
E401	Marketing Advisor	1	2080	\$192.71