



Rhode Island Department of Revenue

Lottery Division

RFI - Request for Information

RFI #: 25-04

Title: Sports Wagering Service Provider(s) for Rhode Island Lottery

Name of Buyer: Rhode Island Lottery

Location of Buyer: 1425 Pontiac Avenue Cranston, Rhode Island 02920

Name of Contact Person: Mark A. Furcolo

Title of Contact Person: Director

Submission deadline: August 22, 2025, 12:00 p.m. EDT

Potential Respondents may ask questions and seek clarification, in accordance with the directions provided in this Request for Information ("RFI"), before submitting their RFI Response. For the purposes of this document, the term "Respondent" refers to any individual, firm, corporation, or other entity submitting a response to this RFI.

Questions concerning this RFI must be sent to and received by the Rhode Island Lottery, to the attention of Terri Kiernan at tkiernan@rilot.rh.gov no later than 12:00 p.m. EDT on August 6, 2025. Questions should be submitted in a *Microsoft Word* attachment. Please reference RFI# 25-04 on all correspondence. Responses to any questions received will be emailed to the requestor no later than 12:00 p.m. EDT on August 13, 2025. Responses to all questions received will be posted on the Rhode Island State Purchasing website at: <https://purchasing.ri.gov/bidding/ExternalBidSearch.aspx> no later than 12:00 p.m. EDT on August 13, 2025; once on the purchasing website select the fields as shown below:

External Solicitation Search

Solicitation Group:

☐ Select All External Solicitation Groups

Solicitation Entities:

Solicitation Number:

☐ Select All Solicitation Statuses

Solicitation Status:



Section A. INTRODUCTION

The Rhode Island Lottery (“Lottery”) is issuing this Request for Information (RFI) to solicit feedback from qualified sports wagering service providers who may be interested in providing sports wagering in Rhode Island.

Section B. BACKGROUND

The Rhode Island Constitution, pursuant to Article VI, Section 15, requires that the State through the Lottery must operate all lotteries, which includes all casino gambling in the State. Sports wagering is a type of Class III casino gambling. Further, Article VI, Section 22 of the Rhode Island Constitution prohibits any act expanding the type or location of gambling permitted in the State or within its municipalities unless approved by the voters in both a statewide and local referendum.

In 2018, the Rhode Island General Assembly empowered the Lottery with operational and regulatory oversight and control over all aspects of sports wagering operations in the State. Retail sports wagering operations (“Retail sports wagering”) are restricted to the physical confines of the State’s two (2) Licensed Class III Gaming Retailers: Bally’s Twin River Lincoln Casino Resort located at 100 Twin River Road, Lincoln, R.I. (“Lincoln Gaming Facility”) and Bally’s Tiverton Casino and Hotel located at 777 Tiverton Casino Boulevard, Tiverton, R.I. (“Tiverton Gaming Facility”).

In 2019, the Rhode Island General Assembly further empowered the Lottery to operate and regulate online sports wagering (“Online sports wagering”) throughout the State, which is currently offered within the State through a Lottery-operated system that permits sports wagering over the internet and via mobile applications using computers and approved mobile devices. Due to a Rhode Island Constitutional requirement, it is mandatory that all servers initiating and receiving Online sports wagers be physically located within the confines of the two Licensed Class III Gaming Retailers - the Lincoln Gaming Facility and/or the Tiverton Gaming Facility (collectively, “Host Facilities”).

Rhode Island currently has one (1) sports wagering platform, offering a product known as Sportsbook Rhode Island®, which is a collaboration of the Rhode Island Lottery, International Game Technology (“IGT”), and the Rhode Island affiliates of Bally’s Corporation (“Bally’s”) – the entity responsible for the State’s two Licensed Class III Gaming Retailers/Host Facilities. Sportsbook Rhode Island provides both Retail sports wagering and Online sports wagering in the State.

In 2025, the Rhode Island Lottery hired Spectrum Gaming Group to produce a Sports Wagering Study that provided an independent opinion on the optimal number of online sports wagering service providers in the State. The study document can be found on the Rhode Island Department of Revenue’s website under Revenue Analysis – Reports, available at: <https://dor.ri.gov/revenue-analysis/reports>. In the study, Spectrum identified certain areas that sports wagering service providers may take into consideration when determining their interest in entering the Rhode Island market. The areas identified were primarily related to the Rhode Island Constitutional structure for Class III casino gambling and the legislation that enabled sports wagering. The entire legislation can be found on the Rhode Island General Assembly website at: <https://webserver.rilegislature.gov/Statutes/TITLE42/42-61.2/INDEX.htm> and certain relevant excerpts of the statutory framework for sports wagering are detailed below (in italics). Respondents are encouraged to review the entire Rhode Island Constitutional and statutory framework for sports wagering in Rhode Island.

Title 42
State Affairs and Government
Chapter 61.2
Video Lottery Games, Table Games and Sports Wagering

§ 42-61.2-1. Definitions.

For the purpose of this chapter, the following words shall mean:

(10) *“Division” means the state lottery division of the department of revenue and/or any successor in interest thereto.*

(11) *“Hosting facility” refers to the Lincoln gaming facility and the Tiverton gaming facility.*

(27) *“Online sports wagering” means engaging in the act of sports wagering by the placing of wagers on sporting events or a combination of sporting events, or on the individual performance statistics of athletes in a sporting event or a combination of sporting events, over the internet through computers, mobile applications on mobile devices or other interactive devices approved by the Division, which wagers are accepted by a server-based gaming system located at the premises of a hosting facility authorized to accept sports wagers and administer payoffs of winning sports wagers; all such wagers shall be deemed to be placed and accepted at the premises of such hosting facility.*

(28) *“Online sports-wagering revenue” means:*

(i) *The total of cash or cash equivalents received from online sports wagering minus the total of:*

(A) *Cash or cash equivalents paid to players as a result of online sports wagering;*

(B) *Marketing expenses related to online sports wagering as agreed to by the Division, the sports-wagering vendor, and the host facilities, as approved by the Division; and*

(C) *Any federal excise taxes (if applicable).*

(ii) *The term does not include any of the following:*

(A) *Counterfeit cash.*

(B) *Coins or currency of other countries received as a result of online sports wagering, except to the extent that the coins or currency are readily convertible to cash.*

(C) *Cash taken in a fraudulent act perpetrated against a hosting facility or sports-wagering vendor for which the hosting facility or sports-wagering vendor is not reimbursed.*

(D) *Free play provided by the hosting facility or sports-wagering vendor as authorized by the Division to a player and subsequently “won back” by the hosting facility or sports-wagering vendor, for which the hosting facility or sports-wagering vendor can demonstrate that it or its affiliate has not been reimbursed in cash.*

(37) *“Server-based gaming system” means all hardware, software, and communications devices that comprise a system utilized for the purpose of offering an electronic platform used in connection with the process of placing and accepting sports wagers and/or iGaming wagers (as applicable).*

(41) *“Sports-wagering revenue” means:*

(i) *The total of cash or cash equivalents received from sports wagering minus the total of:*

(A) *Cash or cash equivalents paid to players as a result of sports wagering;*

(B) *The annual flat fee to the host communities as defined by § 42-61.2-5(c);*

(C) *Marketing expenses related to sports wagering as agreed to by the Division, the sports-wagering vendor, and the host facilities, as approved by the Division; and*

(D) *Any federal excise taxes (if applicable).*

(ii) *The term does not include any of the following:*

(A) *Counterfeit cash.*

(B) *Coins or currency of other countries received as a result of sports wagering, except to the extent that the coins or currency are readily convertible to cash.*

(C) *Cash taken in a fraudulent act perpetrated against a hosting facility or sports-wagering vendor for which the hosting facility or sports-wagering vendor is not reimbursed.*

(D) *Free play provided by the hosting facility or sports-wagering vendor as authorized by the Division to a patron and subsequently “won back” by the hosting facility or sports-wagering vendor, for which the hosting facility or sports-wagering vendor can demonstrate that it or its affiliate has not been reimbursed in cash.*

(42) *“Sports-wagering vendor” means any entity authorized by the Division to operate sports betting on the Division’s behalf in accordance with this chapter.*

§ 42-61.2-2.4. State to conduct sports wagering hosted by Twin River and the Tiverton gaming facility.

(a) *The state, through the division of lotteries, shall implement, operate, conduct, and control sports wagering at the Twin River gaming facility and the Twin River-Tiverton gaming facility, once Twin River-Tiverton is licensed as a video lottery and table-game retailer. In furtherance thereof, the state, through the division, shall have full operational control to operate the sports wagering, including, without limitation, the power and authority to:*

(2) *Collect all sports-wagering revenue indirectly through Twin River and Tiverton gaming facilities, require that the Twin River and Tiverton gaming facilities collect all sports-wagering revenue in trust for the state (through the division), deposit sports-wagering revenue into an account or accounts of the division’s choice, allocate sports-wagering revenue according to law, and otherwise maintain custody and control over all sports-wagering revenue;*

(e) Any list or other identifiable data of sports-wagering players generated or maintained by the sports-wagering vendor or the hosting facility as a result of sports wagering shall be the exclusive property of the division, provided that the hosting facilities shall be permitted to use any list or other identifiable data for marketing purposes to the extent it currently uses similar data, and, as approved by the division for other marketing purposes to directly or indirectly generate additional gaming revenue.

§ 42-61.2-5. Allocation of sports-wagering and online sports-wagering revenue.

(a) Notwithstanding the provisions of § 42-61-15, the division of lottery is authorized to enter into an agreement to allocate sports-wagering revenue derived from sports wagering and online sports wagering at the hosting facilities between the state, the state's authorized sports-wagering vendor, and the host facilities. The allocation of sports-wagering revenue and online sports-wagering revenue shall be:

(1) To the state, fifty-one percent (51%) of sports-wagering revenue and online sports-wagering revenue;

(2) To the state's authorized sports-wagering vendor, thirty-two percent (32%) of sports-wagering revenue and online sports-wagering revenue; and

(3) To the host facilities, seventeen percent (17%) of sports-wagering revenue and online sports-wagering revenue.

Section C. PURPOSE OF THIS RFI

The general intent of this RFI is to assess the level of interest from the sports wagering service provider marketplace, given the current Rhode Island Constitutional and statutory framework, via the responses / feedback received. Once the responses have been evaluated, a Request for Proposal ("RFP") may be developed and issued.

Section D. RESPONSES

1. Experience and Credentials

- a. Provide a brief description of the Respondent firm, and provide the following information:
 - i. Name of the principal(s)/officers/directors (as applicable) of the firm.
 - ii. Name, telephone number and email address of a representative of the firm authorized to discuss the RFI response.
 - iii. Addresses of all office locations of the firm.
 - iv. Number of employees employed by the firm.
 - v. Date of establishment of the firm, and whether it is a public or private enterprise.

- vi. List of both current and past jurisdictions where the firm operates/operated as a sports wagering service provider.

2. Delivery

- a. If an RFP is put forth (acknowledging no changes to the Rhode Island Constitution and/or the enabling Sports Wagering legislation), would your firm submit a Proposal?
 - i. If the response is an unqualified “yes”, no additional information is needed.
 - ii. If the response is “yes” but it is a qualified “yes” – please provide detailed information on the qualification(s)/conditions.
 - iii. If the response is “no”, please provide responses to the following question:
 - 1. Which factor and/or factors are influencing your decision to not respond to the proposed RFP?

3. Miscellaneous

- a. Please provide any additional information that your firm believes may be useful in evaluating your response and/or may assist the Lottery in developing an RFP.

Section E. RFI SCHEDULE

Action	Time	Date
Issuance of the RFI	12:00 PM EDT	July 22, 2025
Written Questions Due by	12:00 PM EDT	August 6, 2025
Responses to Questions Posted by	12:00 PM EDT	August 13, 2025
RFI Submissions Due by	12:00 PM EDT	August 22, 2025

The Lottery reserves the right to change the dates listed above. If changes are made, new dates will be posted on the Rhode Island State Purchasing Website; and all applicants known to have received the original RFI will be contacted.

Section F. COSTS ASSOCIATED WITH THE RESPONSE

- a. All costs and expenses associated with the preparation, development, or submission of a Response to this RFI, including but not limited to copying, postage and delivery fees shall be borne by the Respondent. The State and the Lottery assume no responsibility for these costs.

Section G. COMMUNICATIONS

- a. Questions concerning this RFI must be emailed to the Lottery to the attention of Terri Kiernan at tkiernan@rilot.ri.gov no later than the date and time indicated in the RFI

Schedule of this document. Questions should be submitted in a *Microsoft Word* attachment. Please reference RFI # 25-04 on all correspondence.

Section H. FORMATTING OF THE RFI RESPONSE

- a. Please type your Response to this RFI.
- b. Pages of the Response are to be sequentially numbered in the footer, starting with number 1 on the first page.
- c. The Respondent's name should appear on every page, including attachments (if applicable). Each attachment should be referenced appropriately within the Response and the attachment title should reference the section to which it applies.
- d. Responses can be sent to the Lottery at the address below or emailed to Terri Kiernan at tkiernan@rilot.ri.gov. If sending a hardcopy response to the address below, please include a thumb drive containing the file of the Response.

Hardcopy responses shall be addressed to:

Mark A. Furcolo, Director
Rhode Island Lottery
1425 Pontiac Avenue
Cranston, RI 02920

Section I. DEADLINE

- a. The Response must be received by the Lottery no later than 12:00 p.m. EDT, on August 22, 2025.