

Product Services Team

Expert advice at cost price



RSL
Victoria

Agenda

- Gaming Services Transition Project
- Product Services Team
- Services Provided
- Pricing & Execution
- Contract/Commitment
- What's Next

Gaming Services Transition Project

- Established to review the options available to the Sub-Branch network post August 2022.
- Project commenced in late 2017 and working party appointed
- In 2018, David Ridley conducted a Sub-Branch roadshow to establish financial position.
- RFI and RFP process commenced and all information gathered and collated for Sub-Branch review.

Gaming Services Transition Project cont.

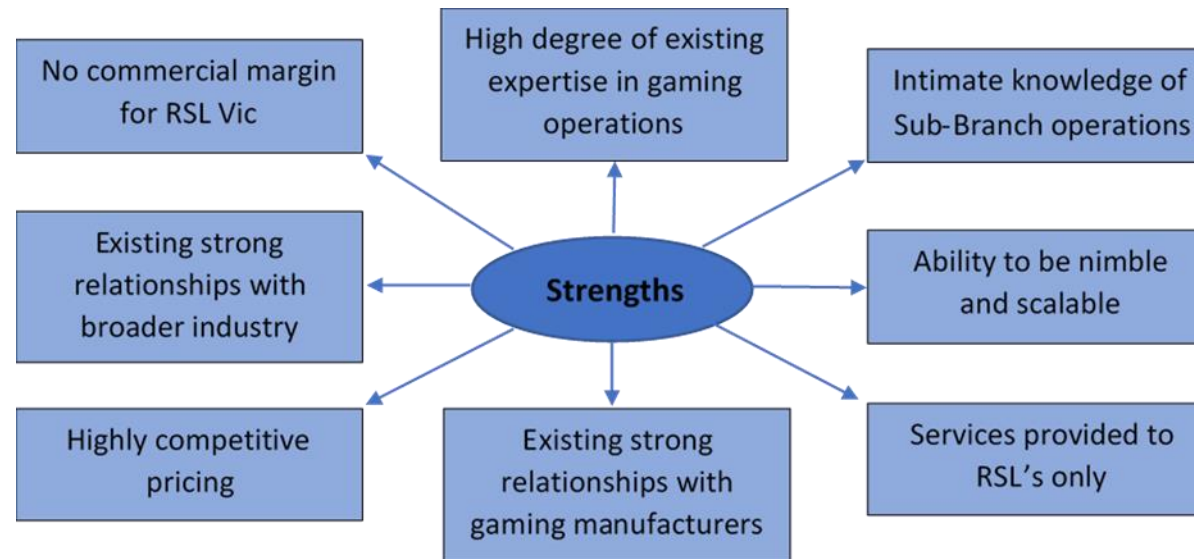
- BDMs met with each Sub-Branch in 2019/20 to present the RFP information
- TABCORP presented their final offer to the network in November 2019
- Currently, Sub-Branch to inform MAX of decision by 31st of March 2021 (Soft Date) or 16th of August 2021 (Hard Date)

Product Services Team

- The CBSC directed RSL Victoria to explore a Gaming advice offer to the Sub-Branch network for consideration with other external offers already received as part of the RFI/RFP process
- After consultation with the broader RSL network it was clear that there was enough interest to support an offer for consideration from RSL Victoria
- The broad offer was presented to the Sub-Branch network as part of the Sub-Branch meetings held in 2019/20.
- The State Executive endorsed the Product Services Team proposal at its February meeting.

Product Services Team

- Why would an RSL Sub-Branch consider RSL Victoria Product Services Team?



Product Services Team

- The main reason for establishment is to reduce gaming costs to enhance and fulfill the Sub-Branch charitable objects
- The Product Services Team offer is done with no commercial margin (at cost). Cost no higher than \$1.72 per machine per day.
- A minimum of 600 EGM's is required to make the proposal viable.
- Employment to commence from January 2022 to facilitate the Sub-Branch transition.

Services Provided

- Facilitate Transition
- Performance Analysis
- Purchasing Advice
- Product Planning/Deployments
- Deployment administration
- Break Fix
- Fit Out & Design

Pricing & Execution

EGM's	PS Mgr	PS BIM	Analyst	Admin	Total FTE	PMPD
600	1.0	1.0	0.0	0.0	2.0	\$ 1.72
700	1.0	1.0	0.4	0.0	2.4	\$ 1.72
800	1.0	1.0	0.8	0.0	2.8	\$ 1.72
900	1.0	1.0	1.0	0.5	3.5	\$ 1.72
1000	1.0	1.0	1.0	1.1	4.1	\$ 1.72
1250	1.0	1.0	1.0	1.2	4.2	\$ 1.42
1500	1.0	1.0	1.0	1.9	4.9	\$ 1.32
1750	1.0	1.0	1.0	2.4	5.4	\$ 1.22
2000	1.0	1.0	1.0	2.4	5.4	\$ 1.07

The Product Services Team will be compromised of the following positions:

- Product Services Manager
- Product Services Business Improvement Manager
- Product Analyst*
- Product Analyst/Administrator*

* *Dependant on the amount of EGM's contracted and the minimum hurdle of 600 EGM's is achieved.*

Pricing & Execution cont.

	2022							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Recruitment of Product Services Manager	■							
Commencement of Product Services Mgr		■						
Recruitment of Product Services BIM		■						
Commencement of Product Services BIM			■					
Recruitment of Product Analyst *				■				
Commencement of Product Analyst *					■			
Recruitment of Product Administrator *						■		
Commencement of Product Administrator *							■	
Transition								■

* *Dependant on the amount of EGM's contracted and the minimum hurdle of 600 EGM's is achieved.*

Contract/Commitment

- The contract term would be 3 years from 16th of August 2022.
- Pricing will be fixed for the first year of the contract term. CPI will be applied for years two and three of the contract.
- New contract terms will be determined six months out from the contract term ending.

What's next

- Proposal, presentation and agreement to be sent to Sub-Branch following meeting
- Sub-Branch to inform RSL Victoria by mutually agreed time.

Questions