# REQUEST FOR PROPOSALS FOR

### **ADVERTISING AGENCY SERVICES**

RFP #14-S-0002

DATE ISSUED: APRIL 22, 2014

#### PART 1. OVERVIEW

#### 1.1 GENERAL AND PROGRAM OVERVIEW

General: Northstar New Jersey Lottery Group, LLC (Northstar) acts on behalf of the New Jersey Lottery (Lottery) under a Lottery Growth Management Services Agreement (Services Agreement) awarded to Northstar by the State of New Jersey in June 2013. Through this Request for Proposals (RFP), Northstar is soliciting competitive Proposals for Advertising Agency Services, including (1) Creative and Coordinating Advertising Services, and (2) Media Planning and Buying Services. Northstar's goal is to award a subcontract covering each of those two types of services to a successful Bidder or Bidders to provide Advertising Agency Services to Northstar for the benefit of the New Jersey Lottery.

Two Phase Competition: Northstar intends to conduct the competition in two phases.

- In Phase 1, any interested firm may submit a completed Agency Fact Sheet describing its
  qualifications in the form attached to this RFP as Exhibit A. Northstar will evaluate and
  assign a score to each Agency Fact Sheet according to the evaluation criteria specified in
  Part 3 of this RFP. The Bidders receiving the highest scores (not more than 5 in each of
  the two service areas for which Proposals are sought) will be selected as finalists and
  invited to submit detailed Proposals for further evaluation.
- In Phase 2, finalists will submit detailed Proposals and will be invited to make formal inperson presentations of their Proposals at Northstar's offices. For a finalist competing only for one of the two available subcontracts, Northstar will schedule a presentation session of up to 90 minutes. For a finalist competing for both of the available subcontracts, Northstar

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**RJ Shavelson** 

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#### Request For Proposal Newspaper Advertising Services Book Review: Unveiling the Power of Words

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#### **Table of Contents Request For Proposal Newspaper Advertising Services**

- 1. Understanding the eBook Request For Proposal Newspaper Advertising Services
  - The Rise of Digital Reading Request For Proposal Newspaper Advertising Services
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Request For Proposal Newspaper Advertising Services
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Reguest For Proposal Newspaper Advertising Services
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Request For Proposal Newspaper Advertising Services
  - Personalized Recommendations
  - Request For Proposal Newspaper Advertising Services User Reviews and Ratings
  - Request For Proposal Newspaper Advertising Services and Bestseller Lists

- 5. Accessing Request For Proposal Newspaper Advertising Services Free and Paid eBooks
  - Request For Proposal Newspaper Advertising Services Public Domain eBooks
  - Request For Proposal Newspaper Advertising Services eBook Subscription Services
  - Request For Proposal Newspaper Advertising Services Budget-Friendly Options
- 6. Navigating Request For Proposal Newspaper Advertising Services eBook Formats
  - ∘ ePub, PDF, MOBI, and More
  - Request For Proposal Newspaper Advertising Services Compatibility with Devices
  - Request For Proposal Newspaper Advertising Services Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Request For Proposal Newspaper Advertising Services
  - Highlighting and Note-Taking Request For Proposal Newspaper Advertising Services
  - Interactive Elements Request For Proposal Newspaper Advertising Services
- 8. Staying Engaged with Request For Proposal Newspaper Advertising Services
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Request For Proposal Newspaper Advertising Services
- 9. Balancing eBooks and Physical Books Request For Proposal Newspaper Advertising Services
  - Benefits of a Digital Library
  - o Creating a Diverse Reading Collection Request For Proposal Newspaper Advertising Services
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Request For Proposal Newspaper Advertising Services
  - Setting Reading Goals Request For Proposal Newspaper Advertising Services
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Request For Proposal Newspaper Advertising Services
  - Fact-Checking eBook Content of Request For Proposal Newspaper Advertising Services
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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