

Why should I enter the competition?

If you've got game, let's see how we can work together! BCLC is always looking for new concepts and ideas in order to offer new games and entertainment experiences for our customers.

If your content has entertainment value, BCLC is willing to invest our research expertise into validating and understanding market potential for your game and help you navigate the complex regulatory process to put it into market.

How does the online competition work?

The full online competition process from registration period to final evaluation takes approximately 2.5 to three months to complete. There are several steps in this competition:

1. **Registration:** The online competition begins with a registration period to prequalify game developers for the competition.
2. **Round 1 - Submissions:** The challenge is provided to the prequalified competitors, who are required to submit a three minute video describing their game to BCLC
3. **Round 1 - Judging:** BCLC evaluates submissions and determine which games make it to the next round.
4. **Final Round – Submissions:** Competitors submit a 30 minute presentation with a proposition blueprint.
5. **Final Round – Judging:** BCLC evaluates presentations and successful competitors enter into negotiations with BCLC.

BCLC is not obligated to select a minimum or any successful competition proponents if the concepts are not suitable for market.

What's in it for me or my company?

As leaders in the gambling industry with a vast network of vendors and partners, BCLC has the experience and resources that can inject entertainment appeal into your content and help take your game to the next level.

BCLC has offered world class regulated gambling for more than 31 years across lottery, casino and online gaming platforms and can help successful participants through the complex regulatory processes if your content is suitable for our market.

We are also willing to invest our research expertise into validating and understanding market potential for your games that could put you on the radar for other gambling jurisdictions across Canada.

How is this competition different than submitting a partnership proposal through your Partners Page?

We want to work with you and our online competition is just another way to explore ideas and build new business partnerships.

The full online competition process from registration period to final evaluation takes approximately 2.5 to three months to complete and a defined challenge is provided to competitors.

If you are successful competitor, we will collaborate with you on a real project and test your game for a regulated gambling market.

If you have a great idea but it doesn't quite fit the online competition, we still want to hear from you! Check out [Partner with Us](#).

If I'm successful, who is responsible for the work after the competition is over?

We want to get to work as quickly as you do! An effective post competition partnership will be dependent upon leveraging the strength that each partner brings to the table. Here are the roles and expectations:

BCLC	Participant
Research Plan Development	Game Development Plan
Regulatory Plan Development	Game Development
Gambling Mechanics Development	Game Quality Assurance Plan
Licensing Agreement Development	Business Plan Development

What is the timeline for the event?

Milestone	Date
BCLC posts Competition, including on www.bcbid.gov.bc.ca	May 24, 2017
Entry Deadline	June 13, 2017
Invitations sent to selected Eligible Entrants	June 14, 2017
Round 1 - Eligible Entrants Submit Round 1 Responses	June 14, 2017 to June 27, 2017
BCLC completes evaluation of each Round 1 Entry	June 28, 2017 to July 10, 2017
BCLC Notification of Round 1 Short-Listed Eligible Entrants	July 11, 2017
Round 2 - Short Listed Eligible Entrants Submit Round 2 Responses	July 12, 2017 to July 25, 2017
Eligible Entrant Presentations/ Live Demo during Round 2	July 26, 2017 to August 9, 2017
BCLC Selection of Winners and Notification	August 15, 2017

Are these dates set in stone?

We want to keep the ball rolling therefore these dates have been set to help ensure efficiency through out the online competition. However, if we receive a lot of submissions during Round 1, we reserve the right to update the schedule as needed. In the event of an update, we will ensure that all competitors are notified in a timely manner.

What's the deal with these prequalification/registration questions?

As a regulated Crown Corporation, there are rules we must follow when engaging with a new vendor. What these questions allow us to do is give us an indication up front if we can work with a particular vendor.

In the end, this step saves time for both BCLC and the vendor as it provides an early indicator if a company has a likelihood of being set up as an established vendor down the road.

If I do not win, does this prohibit me from ever doing business with BCLC?

No at all. We are always on the lookout for exciting content and while you may not have been successful with respect to this competition, be on the lookout for future competitions.

We also have a [Partner with Us](#) page that allows you to submit ideas any time that is not limited by a challenge in an online competition.

Why isn't there any prize money or tech prizes?

Rewards come in all shapes and sizes! If your game demonstrates entertainment value, BCLC is willing to invest our research expertise into validating and understanding your game's potential for a regulated gambling market.

This could mean a game launch in B.C. with possibilities to showcase it to other gambling jurisdictions across Canada.

In this case, there is greater value for both the successful competition proponent and BCLC to review each game on a case-by-case basis to determine the type investment required to potentially take your game to the next level.

What if I have questions or need clarification pre, during or post competition?

Questions related to the Online Competition must be submitted to ebid@bclc.com no later than May 30th, 2017 at 14:00 pm PST. Questions will be answered via Addendum and will be posted on this website as well as on BC Bid.

What are you looking for during the evaluation stages?

The evaluation process is broken down into two stages.

Stage 1: Prequalified competitors will have two weeks to submit a 3-minute video description of the game, accompanied by a document detailing the information showcased in the video. At this stage, games will be judged on the following criteria:

1. Is it gambling? To be considered gambling, a game must contain the following three elements; Stake, Chance, Reward. Describe how your game is or could be gambling
2. Is it innovative? Innovation is how novel, unique and/or disruptive a game or experience is. Describe how your game is innovative
3. How well does the game connect to Fun with Friends Archetype
4. Business Value. Does the game create value? Will it attract new customers, create opportunity and socially connect customers?
5. Maturity of Game. What stage in development is your game? How close to market is the idea, game or experience?

Stage 2: The top games from Stage 1 will be invited to Stage 2 where they will be required to:

1. Complete and submit a Content Innovation Proposition Blueprint
2. 30-minute presentation of the blueprint and a live demo of the game submission.

Do I need to surrender my intellectual property?

We aren't necessarily looking to purchase your intellectual property. Rather, we would like favourable licencing terms in British Columbia in exchange for the investment we put into validating your game for a regulated gambling market and assisting with the regulatory processes in order to offer your game to our customers.

What if I already work with BCLC, can I still enter?

Yes! This online competition is open to a variety of companies including the ones that already work with us and know our business!

We encourage companies with all levels of experience to bring forward their great ideas and games that could entertain our players.