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May 19,2026

REQUEST FOR INFORMATION

RFI No: BGLC-INOGOARM-26-04-03-IDENTIFICATION OF UNAPPROVED ONLINE GAMBLING OPERATORS AND REVENUE RECOVERY MODELS FOR THE BETTING GAMING AND LOTTERIES COMMISSION (BGLC)

1. Introduction

The Betting Gaming and Lotteries Commission (“the Commission”) is issuing this Request for Information (RFI) to obtain market intelligence from qualified service providers capable of identifying operators offering online gambling services within Jamaica without the requisite approval of the Commission.

The Commission seeks to better understand the scale, mechanisms, and commercial models provided by service providers who are able to assist with addressing the issue of unauthorized online gambling providers, and to explore solutions that may assist in enforcement, regularization, and revenue protection.

This RFI is issued strictly for information gathering purposes on available solutions, capabilities, technical architecture, implementation approaches, and indicative costing structures and does not constitute a solicitation or commitment to procure services.

2. Background

The Commission regulates betting, gaming and lottery activities conducted within Jamaica. Intelligence suggests that certain operators, including offshore entities, have been offering gambling services online, to persons within Jamaica without obtaining the required licence or approval.

This activity:

- Undermines licensed operators;
- Results in loss of regulatory oversight;
- Leads to revenue leakage;
- Exposes consumers to regulatory gap risk.

The Commission is therefore seeking information on service providers who can:

- Identify and track unauthorized online gambling operators targeting Jamaican customers;
- Provide investigative, monitoring, or compliance intelligence services;
- Support enforcement and/or regularization strategies;
- Offer commercial models aligned with measurable revenue enhancement outcomes.

3. Objectives

This RFI seeks to:

1. Identify companies that specialize in detecting and monitoring unauthorized betting operators;
2. Facilitate blocking of unauthorized websites from operating in Jamaica.
3. Understand methodologies used to identify bet-selling activities within a jurisdiction;
4. Explore commercial models, including performance-based compensation structures;
5. Assess legal, technological, and regulatory implications;
6. Inform the Commission's procurement strategy and possible engagement model.

4. Scope of Services (Indicative)

Respondents are invited to provide details on solutions capable of:

- Identifying operators (local or offshore) selling bets to customers located in Jamaica without approval;
- Monitoring websites, mobile applications, social media, and digital payment channels;
- Tracking payment flows linked to unauthorized betting;
- Providing data analytics on estimated market size and revenue leakage;
- Supporting enforcement, regulatory, or compliance action;
- Assisting in strategies to bring unauthorized operators into regulatory compliance.

Respondents should clearly describe:

- Monitoring technology and tools used;
- Data sources leveraged;
- Geo-location methodologies;
- Reporting and intelligence outputs;
- Integration requirements with regulatory systems;

- Safeguards for data protection and cybersecurity.

5. Commercial /Revenue Based Model

The Commission is exploring various pricing models, including models that have no upfront cost and is pegged to revenue increases resulting from service provider intervention.

Example scenario:

- Baseline regulatory revenue in Year 1: \$100M
- Revenue in Year 2 after engagement: \$105M
- Incremental revenue: \$5M
- Service provider compensation: “x”% of incremental revenue

Under such a model:

- No compensation would be due if no revenue growth is realized.

Respondents are requested to provide:

1. Description of proposed pricing model;
2. Whether performance-based or contingency-based arrangements are offered;
3. Methodology for measuring incremental revenue.
4. Must clearly demonstrate how the incremental revenue attributable to their intervention will be measured, validated and independently verified.
5. Risk-sharing arrangements;
6. Audit and transparency mechanisms;
7. Typical contract duration;
8. Any minimum engagement requirements.

6. Experience and Qualifications

Respondents should provide:

- Company profile and years in operation;
- Experience working with regulators or governments;
- Jurisdictions where similar services are provided;
- Case studies demonstrating revenue recovery or enforcement outcomes;
- References (where permissible);

- Details of any legal or regulatory challenges encountered in similar engagements.

6.1. Estimated Cost Structure

This RFI is not requesting firm pricing but indicative costing for:

- Licensing fees
- Hardware (if applicable)
- Installation
- Integration
- Training
- Ongoing support and maintenance
- Optional modules or services

7. Legal and Regulatory Considerations

Respondents should outline:

- Legal authority typically required to conduct monitoring activities;
- Compliance with data protection and telecommunications laws;
- Risks associated with enforcement or regularization strategies;
- International precedents for similar regulatory models.

8. Implementation Requirements

Respondents should outline:

- Estimated implementation timeline;
- Resource requirements from the Commission;
- Level of cooperation required from financial institutions, telecom providers, or other agencies;
- Key success factors and dependencies.

9. Response Format

Vendors are asked to structure their RFI response as follows:

1. Executive Summary
2. Company Overview
3. Detailed Description of solution
4. Experience and Qualifications
5. Implementation Approach
6. Support & Maintenance (If Applicable)
7. Any recommendations for strengthening regulatory enforcement in Jamaica

8. Indicative Pricing

10. Confidentiality

All information provided will be treated in accordance with applicable public procurement and confidentiality regulations.

11. Proprietary Information

Please state whether your proposed solution contains any proprietary information, patented technology, trademarks, copyrights, trade secrets of other intellectual property that is unique to your company.

If applicable, kindly provide brief details outlining the nature of the proprietary components and any associated restrictions relating to use , licensing , modification, or distribution.

12. RFI Timeline

- Issue Date: May 19, 2026
- Clarification Deadline: June 1, 2026
- Submission Deadline: June 8, 2026

Submissions should be sent electronically to: procurement@bglc.gov.jm. Responses should be submitted in **PDF format**.

In addition to the aforementioned, the attached Request for Information Form at Annex 'A' **must** be completed and submitted no later than **Monday, June 8, 2026 by 3:00 P.M.** by way of email in PDF format to Trudy Banhan at procurement@bglc.gov.jm quoting the reference number:

RFI No: BGLC-INOGOARM- 26-04-03 – IDENTIFICATION OF UNAPPROVED ONLINE GAMBLING OPERATORS AND REVENUE RECOVERY MODELS FOR THE BETTING GAMING AND LOTTERIES COMMISSION (BGLC)

For any further information or clarification, kindly contact the undersigned by way of email to the email address stated above not later than **Monday, June 1, 2026 at 3:00 P.M.**

This RFI is **not a solicitation for proposals** and does not commit BGLC to award a contract or proceed with any procurement action. It is issued solely for information gathering purposes. The information received will be used to refine requirements and may inform a subsequent Request for Proposal (RFP).

The Betting Gaming and Lotteries Commission extends its regards and thanks you for

your kind facilitation.

Best regards,

Trudy Banhan
Procurement Officer
BETTING GAMING & LOTTERIES COMMISSION

**ANNEX 'A' TO BGLC
DATED: May 19, 2026**

Company Profile	
Company Name:	
Company Address:	
Company Web Page:	
Main products/services:	
Number of years in the market:	
Company Location(s)	
Authorized Contact Person(s):	
Telephone:	
Email:	
Costs Considerations	
What is the estimated price point to supply system outlined and system maintenance?	
What would be the timeline to supply the proposed solution?	
Kindly provide any other information you consider relevant to this research exercise.	

**ANNEX 'B' TO BGLC
DATED: May 19, 2026**

REGISTRATION ON THE GOVERNMENT OF JAMAICA ELECTRONIC PORTAL

Please note that information gathered from this Request for Information (RFI) will be used to inform a subsequent Request for Proposal (RFP). The procurement opportunity will be published on the Government of Jamaica Electronic Procurement (GoJEP) Portal, as the BGLC, being a government entity, is required to advertise all procurement opportunities via this platform.

If your company is not currently registered on the platform, you are encouraged to do so.

Please use the link below to begin the registration process:

<https://www.gojep.gov.jm/epps/prepareRegisterEOOrg.do?registerEO=true&selectedItem=prepareRegisterEOOrg.do%3FregisterEO%3Dtrue>

For any assistance relating to the operation of the GoJEP system, please contact the Office of Public Procurement Policy (OPPP) within the Ministry of Finance and the Public Service (MOFPS) at:

- (876) 932-5704 (direct line)
- (876) 806-5149
- (876) 806-5587
- (876) 806-4581
- (876) 818-0454
- Email: opppcustomercare@mof.gov.jm