

No. 15

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**Lotto Hamburg cooperating with Greek Intralot S.A.**  
**- Pilot project POSEIDON to renew the lottery's central system**  
**- More service with Greek software**

The state lottery company, Lotto Hamburg, will be the first German lottery company, regarding a lottery's central system, to cooperate with Intralot S.A., a Greek supplier of lottery technology. The contract for developing a German version of the lottery's central system, Lotos, developed by Intralot, including a subsequent and extensive practice test, has been signed. Lotto Hamburg acted in response to the Greek proposal of adjusting this standard software, which is used worldwide, to German requirements within a limited time frame in a pilot project at no cost for Lotto Hamburg. This was preceded by a thorough examination of the relevant facts and legal circumstances, in particular of the legal principles governing public contract awards.

According to Siegfried Spies, Managing Director of Lotto Hamburg, this is undoubtedly the right step at the right moment: „The central system and technology used in Lotto Hamburg's point of sales have been in place since the introduction of online-Lotto and are already more than ten years old - an advanced age for IT-technical products. Our objective is to become technologically innovative and flexible whilst continuously providing absolute security in the processes of the games business. On that basis we have repositioned ourselves strategically in terms of IT. As a small lottery company, it is essential for us that our business processes and infrastructure are efficient and effective. For that reason it is important for us that the software products we use are available and further developed on the market as standardised products; individual adjustments of individual solutions simply would be too costly and time-consuming for us.”

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At present, Lotto Hamburg is defining detailed technical specifications for the central system software and terminal software to be developed by Intralot. It is of particular importance that the new central system complies with German requirements imposed by the technical agreements of the German Lotto and Totoblock, by the certification regulations of ISO 27001 and of the World Lottery Association WLA, by German statutes, and by Lotto Hamburg's rules of participation. The new system is scheduled to go online in the first half of the year 2007 and prove itself under real conditions. After conclusion of the pilot project, Lotto Hamburg will commence tendering procedures for the central system estimated to take place in the second half of the year 2007. Spies comments: „No great efforts of persuasion were required when Intralot presented their proposal to us and asked us to take part at no cost in the development of the German version of Lotos. Initially, of course, we will have to wait for the results of the evaluation of the pilot phase. If the pilot project runs successfully another product which in every respect will be highly interesting providing future-orientated IT-strategy may be able to be offered to the German lottery market.”

Lotto Hamburg is the state lottery of the Free and Hanseatic City of Hamburg and has been organising officially licensed gambling, such as LOTTO 6aus49, GlücksSpirale, KENO and the legal sports betting, ODDSET and Toto, since more than 50 years. In the financial year of 2005, Hamburg's lottery generated 213.6m euros in stakes at approx. 530 point of sales and via the internet gaming offer at [www.lotto-hh.de](http://www.lotto-hh.de).

Intralot intends to gather experience with the pilot project that is free for Lotto Hamburg and to get a foothold in the German lottery market. The Greek supplier of gaming systems and organiser of lotteries and sports betting games was established in 1992. The company is listed at Athens Stock Exchange and has generated a turnover of 523m euros in the previous financial year.

Nordwest Lotto und Toto Hamburg

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