

# Future proofing your Club in the Gaming Business

This document outlines the best way forward to future proof your gaming business, without the upfront expense of having to install all systems at once.

The below outlines a simple and cost-effective way for your Club to offer a secure, safe, and easy system while increasing your staff productivity for dispensing cash in the gaming room, with great results in Class 4 throughout the New Zealand Gaming Sector.

Next Payments and COMS have 2 systems available, with system option 3 waiting for approval from the DIA. These systems will assist you to be ready for the future of gaming in New Zealand.

## The 3 systems:

1. **Note Breaker and 3C Printer**  
(Cancelled Credit Coupon).
2. **Note Breaker and CITO**  
(Cash In Ticket Out).
3. **Note Breaker and TITO**  
(Ticket In Ticket Out) *awaiting approval, future option.*

3C Starter System	CITO Intermediate System	TITO Ultimate System
<ul style="list-style-type: none"><li>• Low cost</li><li>• Prepare your players for the future (approval pending by DIA May 2021)</li></ul>	<ul style="list-style-type: none"><li>• Printers in gaming machines</li><li>• Minimal staff involvement</li><li>• System approved by DIA Sept 2017</li></ul>	<ul style="list-style-type: none"><li>• No more cash in gaming machines all in the CRT</li><li>• Waiting on DIA approval (Expected to be about 3 years away)</li></ul>

## 3C | Cancelled Credit Coupon

**This is your starting point to introduce your players to a ticket system.**

It is simple and easy to use, a great starting point and a low investment to future proof your gaming room. Reduce the cash held in your till, secure the cash in the CRT and have the payouts claimed via a simple process of a ticket redemption.

### How does it work?

- Next to install a CRT.
- COMS to install a 3C printer beside the QEC terminal (QEC and COMS is a requirement).
- Each gaming machine to be reduced for any coin pay-out (winning) to a max of \$100. Any value greater than \$100 becomes a Cancel Credit. Staff to key off the value and QEC prints a ticket. The ticket is redeemed through the CRT.
- Empty hoppers. Staff can print a Refill Ticket to obtain coins required for the refill of the EGM.

### Advantages

- Improve staff productivity. (Reduced time spent on gaming pay-outs, breaking notes, hopper refills etc).
- Easy balancing in real time on the QEC using the 19th Tile.
- Reconcile your cash using COMS Cash Management in two easy steps.
- Minimal cash in the cash draw, which provides you with a better insurance rating.
- No more note breaking and impatient players at the bar as the CRT will have the capability to split notes.
- Reduce time for refills.
- Players can redeem tickets for Pay-outs at the CRT.

**Example:** Player inserts cash in EGM. Any value above \$100 in winnings, staff key off Cancelled Credit on the Machine, QEC will print a Ticket, staff passes ticket to player, player inserts the ticket in the CRT for the pay-out of the winnings.



# CITO | Cash In Ticket Out

**This intermediate level system is fully integrated and approved by the DIA, and operational in New Zealand.**

Cash In Ticket Out is a system that requires a little more investment. CITO is a market-leading, global ticketing technology that reduces cash handling for a safer and more efficient gaming environment. Gaming machines have the hoppers removed and Printers to be placed in each EGM.

## How does it work?

- Next to install a CRT.
- COMS to install a 3C printer and JCM CITO system (QEC and COMS is a requirement)
- Hoppers removed. P-hubs and Ticket printers installed in EGMs.
- Player can insert notes and coins in EGM. All winnings are printed on a ticket out of the EGM.
- All gaming winnings are rounded to a \$2 value. Any value below the \$2 can be played off.
- Any winning ticket up to \$200 can be claimed by the player on the CRT.
- Any winning ticket above the \$200 requires a staff member to approve the ticket at the CRT.

### **The following are NOT compatible for CITO:**

- AINSWORTH; SL. (Limited stock of A560 Kits).
- ARISTOCRAT; XCEED and XCITE.
- IGT; GU4 and GU4C. (Limited stock of IGT GU4A kits).
- KONAMI; K2Vs. (Limited stock of KP3 Podium kits).
- STARGAMES; PC3s. (Limited stock of ESTAR kits).

## Advantages

- Improve staff productivity and security. (Reduced time spent on gaming pay-outs, breaking notes and all cash securely stored in the CRT).
- Eliminate human error. No more manual processes that are prone to error.
- Higher use. Less downtime on gaming machines.
- Future proof. Compatible with Ticket in Ticket Out (TITO) solutions.
- Easy balancing in real time on the QEC using the 19th Tile.
- Reconcile your cash using COMS Cash Management in two easy steps.
- Minimal cash in the cash draw, which provides you with a better insurance rating.
- No more note breaking and impatient players at the bar. The CRT has the capability to split notes.
- Save time. No more hoppers (meaning no more weighing or refilling hoppers) and greatly reduced coin-related machine faults.
- Players can redeem tickets for Pay-outs at the CRT, meaning quicker and faster pay-outs.
- Increase gaming turnover, as all tickets are set at a \$2 rounding.

**Example:** Player inserts cash in EGM. Any value of winnings (Max value of \$998) the EGM will print a ticket (Values greater than \$998 3C to print a ticket). Player to insert the ticket in the CRT for the pay-out of the winnings (value of over \$200 require an approval from the staff, via a pin code on screen).

# TITO | Ticket In Ticket Out

## **This is our ultimate system, currently being reviewed and considered by the DIA.**

As you would have read and been advised, the Department is considering options to reduce cash in the Class 4 Section. The TITO system is the answer and all comments are pointing to a TITO. It is predicted that this would be available in about 3 to 4 years.

Both the CRT and COMS/QEC are already geared for TITO, therefore the investment you make today will assist you in the future.

Once TITO is approved, it is expected that there will be a minimal cost related to banknote firmware and a possible software upgrade to the EGM's, plus a small service fee. This fee will be dependent on the final outcome of the DIA regulations.

## About Next Payments

Next Payments provide Premium Cash Redemption Terminals for your business, improve a venue's bottom line, streamline reconciliation and improve customer experience.

What makes Next Payments successful in delivering premium solutions is the investment in state-of-the-art technology, supported by industry-leading customer service.

### **SERVICE SOLUTION**

Not only are the hardware and software components of the CRT superior but so too, is the support service.

Next is committed to ensuring your expectations are superseded, as they understand that your CRT is fundamental to the success of your gaming business. Moreover, free upgrades and maintenance means your Next CRT will never be obsolete.

To guarantee your CRT performs to the best it can, significant investment has been made into the development of the product. Metro sites will have a technician on site within two (2) hours of lodging a call with Next. Regional sites will wait a maximum of four (4) hours. In terms of support and after sales service, your venue will enjoy the below and much more.

### **THE NEXT DIFFERENCE**



**Best up time**  
- Over 99%



**Leading Customer Service**



**Quality Hardware & Software**



**Experienced Team**



## STANDARD NEXT INCLUSIONS

 <b>Platinum SLAs</b> Means your Next CRT will always provide outstanding customer service	 <b>24/7 Help Desk</b> Means your staff can get in touch with a fully trained technician at any time of day or night
 <b>Industry Best Uptime</b> Means your customers will experience great service at every touchpoint	 <b>Clear solutions to faults</b> Means your ART, Smart software allows for a pro-active approach 24/7, remotely
 <b>Meaningful Reporting</b> Means you'll always have the most valuable data and insights available	 <b>Dedicated Account Manager</b> Means you will be provided with a direct support contact

## Points of difference

### Marketing

- Take advantage of the beautiful 24 LCD touch screen to promote your venue while the CRT is idle.
- The CRT also runs banner advertisements at the top of the screen when the unit is in use and patrons are engaged.

### Next CRT benefits

- Easy to use for patrons and staff
- Secure and full-service solution
- Ticket and Bank Note Breaking
- Small foot print
- ART software for ease of reconciles
- Integrated and interfaced with QEC and COMS
- 4 cassettes (2000 notes per cassette)f
- 4 coin hoppers (400 coins per hopper)
- Only available on Next CRTs
- Free Helpdesk support



## CRT Overview

### CRT Hardware

- New market leading, innovative technology. Transactions are processed quickly and effortlessly.
- Aesthetically pleasing.
- Simple user interface. Featuring hot keys for quick transactions.
- By using common gaming components, replacement parts are always readily available.

Product Type Name	Cash holding	\$2 Coin holding	Safe ratings
Gold CRT	\$120,000	1600 coins	UL291

### CRT Remote Management Software

- Exclusive to Next Payments
- Used in leading gaming venues internationally.
- Fault notifications sent directly to 24/7 help desk for proactive resolution.
- Unit displays fault location and maintenance instructions onscreen for staff and technicians.
- Identifies fraudulent notes, monitors cash levels, reconciles charitable donations.
- Linux Operating system with Cat 6 or WAN communications.
- Maintains a full audit trail.

### Engineered and Manufactured

- Designed by the leading international CRT manufacturer with premium components and software.
- The unit has been customised for the New Zealand Gaming market – with premium software and hardware.

# QEC

This industry-leading product provides the ultimate all-in-one solution for monitoring and report on all gaming-related activity within a venue at any given time.

- Real-time notifications of gaming machine events and metres.
- Real-time float management with 'early empty' capability.
- Hopper and banknote monitoring.
- Room sweep reminders with harm minimisation pop-ups.
- Immediate identification of machine service issues.
- Gaming-specific point of sale system.
- Automatic software upgrades upon release.
- Information at a glance via a simple colour-coded dashboard display.
- Customisable and based on your integration requirements.

## Real Time Float Management

This all-in-one gaming operation system offers easy accountability for all cash involved in the entire gaming operation. Plus, you can quickly produce a float report at the click of a button.

## Integrations

- EFTPOS for easy point of sale connection.
- The Guardian Facial Recognition System for real-time identification of excluded or barred persons.
- CONCERN (national database of excluded persons).
- CITO (cash in ticket out) and CRT (cash redemption terminal) for reduced cash han

*QEC is the only product in New Zealand to integrate with the Ticket 2 Go CITO system.*

## System options

### Full point of sale system (POS)

- High Spec POS Terminal
- Kiosk Control – No Windows Access
- Thermal Printer
- Cash Drawer with Kick
- TP Link Router
- QEC Sniffer



### Intel NUC (Next Unit of Computing) & touch screen

Same functionality as the full system, but with 23 or 15" touch screen and NUC mini PC instead of POS PC.

- Intel NUC
- 23" or 15" touch screen
- Kiosk Control (no Windows access)
- TP link router
- Sniffer

#### Optional extras

- Printer
- Till draw and kick

Can be wall mounted.



### Tablet

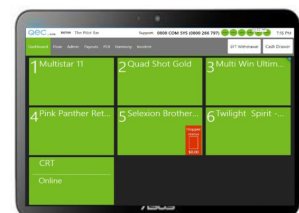
Same functionality as the full system, but with 'all in one' tablet rather than POS PC.

- Tablet PC
- Kiosk Control (no Windows access)
- TP link router
- Sniffer

#### Optional extras

- Printer
- Till draw and kick

Can be wall mounted.





# COMS Cash Management

Quickly, accurately and reliably reconcile an entire gaming operation while maximising venue security. A complete end-to-end cash management and compliance verification solution for balancing gaming floats.

Built for NZ Class 4 gaming, it works seamlessly with our Core Gaming Solution and QEC (front of house gaming system) synchronising data in real time to balance cash, EFTPOS and CITO (cash in ticket out) transactions.

## One of a kind

The only online solution available in the New Zealand market.

## Customisable for any industry

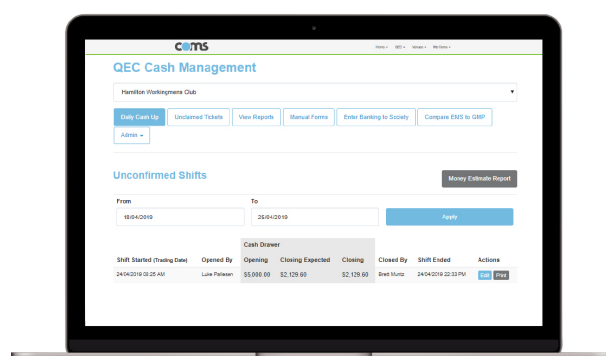
While designed for gaming, like many of our products, it's fully customisable and can be tailored to a range of industries.

## Benefits to multi-venue operators

- Can run on any device and web browser (meaning venues can be quickly and easily set up on current office computers).
- Produces all required DIA (Government) forms using DIA (Government) templates, ensuring full compliance with the NZ Class 4 Game Rules.
- Automatically checks venues' daily balancing results against EMS expected results and notifies support staff of any differences.
- Gives society full visibility on the state of venues' gaming machines and floats while providing tools that will allow staff to quickly identify any float or balancing issues.
- Automatically produces and files Venues Balancing and Government Requirement Reports with no office staff interaction required.
- Allows all venues to use the same cash management system, regardless of the number of machines or level of turnover.
- Notifies support staff if a venue has failed to bank within the expected timeframe.
- Provides the efficiency gains of a 'single source of truth' that is the COMS information management core system

## Benefits to Venues

- Provides accurate and real-time float management and tracking.
- Delivers cash management in 2 easy steps.
- Provides high quality data quickly and reliably.
- Is a flexible solution that caters to a variety of float balancing systems in use by venues.
- Manages day to day activities of all gaming machines and ensures compliance of DIA reporting.
- Tracks venues' weekly banking requirements and reminds venues to bank GMP in time.
- Allows venue owners and managers to manage all aspects of their gaming operation remotely.



# Commercial Outline – Clubs NZ Pricing

Below illustrates the best scenario re investing in the future re your gaming support and increase your safety and security around cash held on premises.

3C Starter System	CITO Intermediate System	TITO Ultimate System
<ul style="list-style-type: none"> <li>Your starter pack</li> <li>Maximum cost \$35K (does not include COMS and QEC)</li> <li>Electrical work is required, Cost additional</li> </ul>	<ul style="list-style-type: none"> <li>Your upgrade system</li> <li>Maximum cost \$55K (Excluding EGM upgrades)</li> <li>Electrical work is required, Cost additional</li> </ul>	<ul style="list-style-type: none"> <li>Your final system</li> <li>Minimal cost, small upgrades, mostly software updates</li> <li>EGM Software upgrades not included</li> </ul>

Outlined below are the individual items by price for Clubs NZ price list.

Product Type Name	Pricing Out right (Next Payments)
Gold CRT	\$28,000.00
Freight and Training	\$1,000.00
Monthly service fee after month 12	\$255.00
Annual Licensing fee 3C	\$500.00

Product Type Name	Pricing Out right (COMS)
3C Printer	\$5,000.00
QEC Full System	\$7,800.00
Monthly Cash Management and support fee	\$160.00
Ticket2Go full system (CITO)	\$2,800.00 per EGM**
Installation (CITO)	\$5,000.00**
Annual Licensing and maintenance fee	\$3,250.00

\* All prices are excluding GST.

\*\* Price may vary. Above prices are an indicative value. Full estimate to be presented upon confirmation of proceeding further.