

GAMING TECHNOLOGIES ASSOCIATION

CEO CHRIS MUIR



Unprecedented in its 31-year history, the Australasian Gaming Expo was forced to postpone in 2020 due to the rules around large gatherings during the COVID-19 pandemic.

Chris Muir, CEO of event organisers the Gaming Technologies Association (GTA), spoke with PubTIC editor Clyde Mooney on a few of the challenges this year has presented for the industry, exhibitors and the GTA.



Chris Muir, GTA CEO

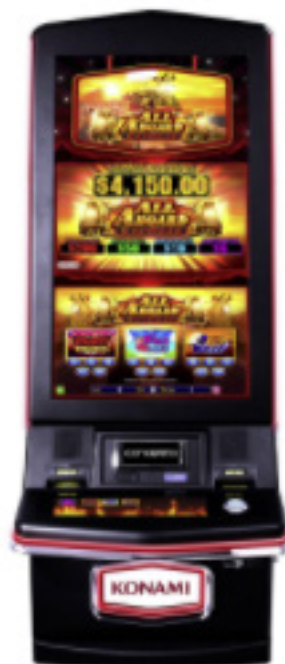


Konami Australia

Operating your venue under COVID restrictions can be a challenge.

Konami understands the market requirements on the road to recovery and has re-aligned their product roadmap to suit.

Almost two years ago the All Aboard series was launched into casinos, clubs, and hotels across Australia and New Zealand, and Konami has now released its first All Aboard Multi-game – All Aboard Express – in response to market changes during COVID.



KONAMI



A Multi-Game with three popular All Aboard titles – Dynamite Dollars, Piggy Pays, and Go West – it was released in the same week as our latest standalone All Aboard game, Prosperous Panda, and both have been shown great performance in the first month.

Konami will be expanding its multigame library with a second All Aboard Multigame due for release in 2020 that will be approved for the Concerto and Concerto Stack cabinets, followed by a Money Trails multigame.

**Should you want to discuss further options available to you,
please contact your Konami Sales Representative or call our office (02) 9666 3111.**

SG GAMING

Following the retirement of hotel gaming legend Ray Brown in March, SG Gaming welcomed David Grey to the role of Hotel Sales Executive. David has been part of the SG family for over 7 years and has an extensive career in gaming having held previous roles in compliance and gaming with the then NSW Liquor Administration Board and JDA Hotels.

The company continues to focus a significant part of its game design efforts on producing uniquely hotel-focused games to bring hoteliers an extra competitive edge. These games are an exciting mix of classic styles and big brand products designed to entertain and delight hotel players.



One of Australia's most iconic high-denomination gaming brands is back, bigger and better in Drifting Sands™ X. This new take on the old classic Drifting Sands™ game is a wonderful revamp for the DualosX cabinet. Combining contemporary game design techniques with highly recognisable classic features, Drifting Sands X celebrates the artwork and sounds of the original Egyptian theme evolving into a modern-day masterpiece. Drifting Sands X has improved feature hit rates, fresh treatment of the original popular features and attractive prizes added onto symbols, to reignite the passion of loyal fans of the past as well as attract a new audience hungry for a thrilling and highly-rewarding gameplay experience.

The Chief is the latest instalment in the Hot Hot Jackpots™ series, which has been designed specifically with hotel gamers in mind. Together with the unique Action Spins™ Wheel feature that can deliver repeating wins and multiple jackpot prizes, The Chief also awards a new style of Free Game that multiplies wins up to 8x for the opportunity to rake in really exciting wins. This fiery standalone progressive series is loaded with scorching game play to make this series the hottest games in town.

No pub gaming room is complete without Monopoly Hotel Tycoon™. Continuing to be one of SG's strongest-performing games in the hotel segment, Monopoly Hotel Tycoon brings the world's favourite board game to life. Offering a welcomed alternative to the all-too-common hold-and-spin style games flooding the market, this latest iteration of the long popular Monopoly game brand has multiple entertaining features with a frequent hit rate underpinned by the widely appealing Free Parking Repeat Win feature that has made this game an enduring success.

The MONOPOLY name and logo, the distinctive design of the game board, the four corner squares, the MR. MONOPOLY name and character as well as each of the distinctive elements of the board and the playing pieces are trademarks of Hasbro for its property trading game and game equipment. © 2020 Hasbro. All rights reserved. Used with permission.



SG Gaming
David Grey - Hotel Sales
Ph. +61 410 536 146

Drifting Sands X, DualosX, Hot Hot Jackpots, Scientific Games, SG Gaming, The Chief, are marks owned in the United States or elsewhere by, or under license to or from Scientific Games Corporation or one or more of its directly or indirectly owned subsidiaries.

© 2020 Scientific Games. All Rights Reserved.

IGT AUSTRALIA



IGT's new, adapted solutions for today's reality

With the very different times our industry is faced with today, IGT's performance-driven game design strategy has evolved. IGT games have been attuned to the current environment and deliver more entertainment for players while offering venues stronger performance and revenues.

At AGE 2020, visitors would have experienced two new game themes that provide players with more frequent features for a greater entertainment experience:

- **Mighty Strike™** - is an evolution of IGT's successful Fortune Gong® - with two new games: Immortal Shogun™ and Black Knight™, which feature a 3x5 line format and new math for a more volatile player experience. It also adds \$1 (all jurisdictions) and \$2 (NSW only) denoms to the normal 1c - 10c options.
- **Multistar Brilliant Diamonds™** - due in November, with six new games. Value and choice in one cabinet.



- **Fortune Palace™**, due in August, evolves IGT's strong performing Fortune Coin™ game and launches with 2 games: Fortune Palace Imperial Prince™ and Imperial Princess™. The rapid hitting jackpot kicks off at \$500 and caps at \$1,000 providing operators with reduced jackpot liability and players with a guaranteed bonus or credit prize during the jackpot feature.
- **Fortune Lines™** is due in October, and combines a twist on 'Hold N Spin' with a traditional game focused on line wins, and launches with 2 games: Egyptian Storm® and Dynasty Treasures™. It flips IGT's Hyper Hits® game by showing players prizes on reel 1 (instead of reel 5) to create more excitement and the potential for wins.

Other games that demonstrate IGT's new strategy are:

- **Fireball®** - delivering familiar 'hold n spin' gameplay but with a completely new twist, where line wins and the feature can be triggered together. Available with three classic performing games but with a new 'express' player experience, Fireball has a lower cost to cover - just 25 credits - and more frequent feature hits.



IGT has reacted swiftly to the new business environment, developing new systems solutions for its ADVANTAGE CLUB® customers:

- **IGT iSolate™** intelligently disables the machines either side as soon as a player starts a gaming session on one machine. Once the player finishes their playing session, the machines either side are re-activated and a page is sent to a nearby gaming attendant to sanitise the machine before the next player arrives.
- **IGT's Cardless Connect** is soon to be approved, and removes the need for a physical card, instead moving that functionality to the mobile phone - to drive stronger player uptake.

These form part of IGT's drive to provide our customers' customer with a 'frictionless' experience, making it easier to interact with clubs and hotels.

Sales contacts

NSW: Tony Luu - Hotel Business Manager NSW - 0488 424 996 | tony.luu@igt.com

QLD: Craig Harley - QLD State Manager - 0409 039 461 | craig.harley@igt.com

SA/NT: Bill Maglaris - State Sales Manager SA/NT - 0411 283 265 | bill.maglaris@igt.com

VIC/TAS: Theo Toklis - State Sales manager VIC/TAS - 0434 476 964 | theo.toklis@igt.com

AINSWORTH

AINSWORTH's A-STAR™ is here!

As we emerge from the shadows of COVID-19 it's time to revamp your gaming floors with the brand new captivating A-STAR™ cabinet by Ainsworth.



The A-STAR™ takes Ainsworth to the next level with a meticulously crafted cabinet that encompasses a sleek, modern, modular design, a spectacular dual screen format, dynamic LED lighting, and a state-of-the-art LCD touchscreen button deck.

The new A-STAR™ cabinet flaunts a unique and elegant design that integrates effortlessly with any décor. This cabinet takes design to a whole new level with an ultra-thin form factor, providing genuine space integration and an element of futuristic luxury, elevating their surroundings with stellar picture quality and newly added gaming features.



The A-STAR™ has launched with the exclusive new brand Pan Chang™!

Pan Chang™, a Chinese traditional decorative knot, is also the Buddhist conception of continuity and the origin of all things. The series introduces the 'Pan Chang' Feature; a collection of 'Pan Chang' symbols where credit prizes, bonus prizes and the major progressive can be won. With three games approved in the brands portfolio - Long and Happy Life, Endless Fortune and Guan Yu it is sure to bring excitement to any gaming floor.



Complementing Pan Chang™, the next exclusive A-STAR™ brand is Rise Up™. Rise Up™ encapsulates a multi-ladder feature with two jackpot progressive levels and two scalable bonus prizes. The Rise Up™ feature includes multiple awards during the ladder feature with chances to win the progressive jackpots. An additional free games feature provides an attractive feature hit rate desirable to players. Born Free and Wizards Wand are the first two games in this brand and are sure to keep players enthralled.

Ainsworth continues to develop its product portfolio with advanced technology and software that delivers aesthetically pleasing art and engaging content. The launch of A-STAR™ and two strong brands, Pan Chang™ and Rise Up™ aims to support current customer gaming floors and diversify business models.

MAX GAMING

A new way of doing business with MAX Performance Solutions

As Australia's leading gaming services provider, MAX provides the most comprehensive suite of end-to-end products and solutions aimed at driving growth for pubs. From all aspects of gaming floor support and gaming systems, to monitoring and maintenance, we have the scale, experience and tools to help set you up for success.

MAX's Performance Solutions business is all about helping to unlock the full potential of gaming venues and supporting them to operate as effectively as possible. Our focus is on providing you with the information and tools you need to make important decisions that are right for you and your business.



Adam Floyd, Head of MAX Performance Solutions, explains how MAX works with hotels.

"We've worked with the hotel industry and our customers to provide venues with more choice and greater flexibility when it comes to operating their gaming floor. We provide a choice of capital investment options, a range of core inclusions to better manage your gaming machine product, and a selection of optional value-added extras.

"We understand that on the back of COVID-19 and as we navigate through different stages of reopening, venues may look to us for support. Our streamlined approach has been built to be more cost-effective than ever and focuses purely on increasing the performance of your gaming floor."

The MAX Performance Solutions offer for Queensland and New South Wales hotels has been designed to:

- Provide greater efficiencies for your pub
- Meet the specific operational and financial requirements of your business

- Deliver capital savings and improve cash flow
- Support your management team by providing the right advice and insight
- Minimise your risk

"Essentially, the Performance Solutions offer consists of three key elements," added Floyd.

1. A choice of capital investment options:
 - a) Customers can choose between no upfront purchase of your existing gaming floor or buy back at the end or term. OR
 - b) Upfront capital through the purchase of your gaming floor with a guaranteed buy back value at the end of term
2. A range of core inclusions – including market-leading product recommendations and unrivalled data and insights capability
3. A selection of optional value-added extras – including comprehensive marketing support and venue design

"So whatever your business needs – whether you're looking for capital to reinvest into your pub, need independent product recommendation, or would like to know how your venue measures up against the competition, we can certainly help you build a solution to meet your individual requirements."



To learn more about MAX Performance Solutions and how we can help take your venue to the next level visit www.max.com.au.

ATM PLUS



ATMPlus – Banktech is the bridge between cash and digital payments

Banktech prides itself on delivering more and has re-designed the ATM to bring it and your venue into the digital age.

Your customers' payment needs continue to change and while dispensing cash will always be a core ATM service, your patrons will continue searching for different payment options.

"We are transitioning the ATM into the digital age", says Henry Kiwarkis, GM Sales at Banktech.

"We have taken a traditional ATM and added new hardware and software to offer a much wider range of transactions to eventually include depositing funds into mobile wallets, paying bills, withdrawal of cash from cryptocurrency accounts – even converting foreign exchange. The possibilities are endless."

We understand what's important to pubs and clubs and strive to provide quality products to suit the industry's growing needs.

ATMPlus innovative technology provides a higher quality of service to your patrons while increasing your foot traffic, earns your venue additional revenue, and attracts new patrons seeking digital services.

ATMPlus plus features currently include:

- Pay with points: Allow your patrons to pay ATM fees using their loyalty points.
- Make cardless withdrawals
- Top up digital wallets

Since offering the use of cash to top up digital wallets Banktech has also begun working with a number of sports betting and other digital wallet companies to allow your customers to top up their digital accounts with cash or withdraw funds from their account. Additionally, the withdrawal of cryptocurrencies is not far away either!

ATMPlus improves your customers' experience by providing unique services that help streamline your operation with fast and reliable service and equipment, allowing you to focus your attention on the day to day operation of your business.

We have a number of Clubs where members have the option to pay their ATM fees using loyalty points.

"This is proving to be very successful for us and we have a number of other venues ready to come on board," says Kiwarkis.

Banktech's ATMPlus has a variety of extras available including a barcode scanner, note acceptor and RFID reader to help bring your venue to the future of payments.

Banktech's reputation for reliability with a 99 per cent uptime, exceptional service and support is backed up with nationwide field service 365 days a year as well as experienced in-house 24/7 helpdesk support.

In these ever-changing times, now is the time to bring your venue into the digital age. For more information [click here](#) or call 1800 08 09 10.

GLOBAL GAMING - UTOPIA

Global Gaming – Utopia: gaming systems that deliver

Utopia's Global Gaming System simplifies the management of your venue by seamlessly integrating front and back of house operations with a scalable solution that meets your business needs.

Servicing pubs for over thirty years, this gaming system has proved an invaluable gaming management tool for over 900 venues. Its popularity is now extending into registered clubs in NSW who have been looking for a genuine option for a comprehensive gaming system.

The Global CCU (Central Control Unit) is the core of the system, with a number of add-on modules, including Global Eye, Globaly Loyalty and Omin VISION.

The CCU allows you to monitor all EGMs in real-time and facilitates credit transfers and payouts. Venue managers can also track active player information, hot machines and produce shift and daily reports.

TITO enabled, Global CCU also connects to cash redemption terminals, smart safes and automated payouts.

Importantly, Global CCU provides the ability to lock machines at the end of trade and automate backup and archiving of data.

The Global CCU automates hand pay dockets, greatly reducing human error in processing. It simplifies the total management of your venue, from payout management to a total venue marketing solution.

The Global Loyalty module, known as Maxetag, provides an easy-to-use loyalty program. Tiering, value-added promotions and better customer engagements are features of Maxetag. You can also control your promotional budget by selecting your own rewards and customise venue-wide promotions. Maxetag also links to an interactive foyer terminal that your customers will also find easy to use.



Venue managers are also able to better track their customers' behaviour and trends, providing a better insight into ROI on promotional and marketing spend.

Another popular feature of Maxetag is that it provides the ability to advertise on EGM PIMs and on the foyer terminal.

The Global Eye analytical tool provides live analytics reports. See daily trading in real time with data broken down by Hot Machines, Room Configuration, EGMs in play both indoor and outdoor.

Want more from your reporting? Omni VISION is a remote reporting tool. A secure cloud-based portal, you can monitor all Banktech and Utopia devices as well as EGMs in one place and across a group of venues. Omni VISION monitors cash levels and tracks alerts on all Banktech and Utopia devices. It also generates reports and business insights for all EGMs connected to Utopia's Global gaming system.

Utopia's Global Gaming is a respected gaming system; users count us as one of their critical business tools.

For more information call the Utopia team on 1800 200 201 or visit www.utopiagaming.com.au

CHOICE PAPER

Choice Paper is a Australian family-owned and operated business – the preferred supplier to the gaming, hospitality and retail industry, and Australia's largest supplier of Thermal TITO Tickets.

We provide quality thermal rolls, plain and pre-printed, bond and multi-ply rolls, ribbons, office printers/toners, gaming cards, voucher books, TAB & Keno Rolls and custom printing requirements.

Choice Paper has been servicing the industry for over 17 years. Some of our clients include The Star Casino, Crown Casino, Leagues and RSL Clubs, Tabcorp, MAX Gaming and many large hotel groups, such as Laundry, Merivale, Nelson Meers, Redcape and Australian Venue Co.

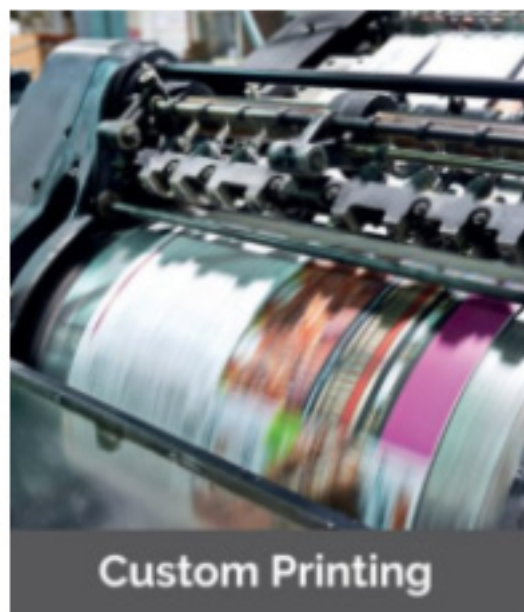
Contact us today and let Choice Paper be the one stop shop for your paper consumables.

Melanie Attard

1300 278 000

www.choicepaper.com.au

melanie@choicepaper.com.au



Post-COVID Valuations

Hosted by PubTIC editor Clyde Mooney, this seminar features expert panelists:

- PAUL WATERSON,

MD, AUSTRALIAN VENUE CO.

Paul Waterson is the Managing Director of Australian Venue Co (AVC). Paul has driven AVC's rapid growth from small Victorian pub group to one of the country's largest hospitality groups. Paul's experience from outside the hospitality industry has brought strong corporate management to AVC, which has been instrumental in the company's successful rapid growth.

- MORGAN KELLY,

PARTNER, KPMG

Morgan Kelly is a partner at KPMG restructuring services, with a specialty in hospitality.

- MARK WILKINS,

DIRECTOR, CAPITAL CLAIMS

Mark Wilkins is founding director of Capital Claims Tax Depreciation - quantity surveyors and depreciation schedule specialists with over 20 years' experience assessing and reporting on commercial and investment properties for depreciation purposes.



Post-COVID Foodservice

REGISTER TO

- View the seminar live (Thursday 13 August)
- Ask the panellists questions
- Connect with panellists and other viewers



Impact Data

Impact Data helps boost your revenue by connecting you to your customers to drive additional visits.

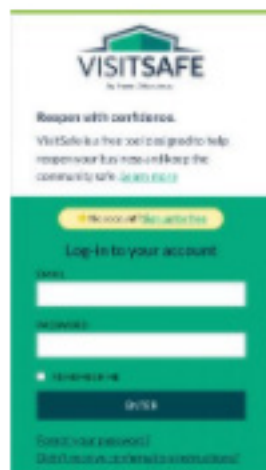
We use the data in your business systems such as gaming loyalty, POS, booking platforms or Guest WiFi to send targeted and personal communications that get results. Create and send email or SMS that your customers will want to read that will get them visiting your venue more often.

Welcome new members, generate more revenue from current ones and recover lost customers.

We do the hard work for you, so you can focus on your business. Our series of clever automation communications work to:

- Increase your gaming turnover - Identify and reward your best members
- Boost your F&B sales - Learn how you can turn quiet days into your busiest
- Re-engage lost members - Get them back to regular visitation patterns
- Book more functions - Boost revenue with lucrative event bookings
- Improve your online reviews - Direct positive feedback to review sites automatically

... plus many more!



Send vouchers from TalkBox to motivate your customers to return. Our voucher partnerships with leading point of sale providers makes sending and redeeming vouchers easy, and helps measure your return on investment.

You can also use TalkBox to promote special events and to send important customer information such as new menus and opening hours.

To discover how you can connect with your members and keep business moving talk to the team at Impact Data today.
hello@impactdata.com.au

VisitSafe by Impact Data

Businesses of all sizes across Australia are using VisitSafe to safely record customer visits for COVID-19 contact tracing. It is designed to assist businesses and help customers enjoy their experience, confident they are being kept safe. VisitSafe is a completely free tool that takes less than 1 minute to set up.

VisitSafe is a contactless solution allowing customers to use their own devices to add the details about their visit when entering a venue. Guest details are securely stored and can be retrieved by that business at any time. Businesses simply log on to VisitSafe.at, register and then share the URL or QR code with their customers.

To find out more or register your business for free go to www.visitsafe.at

Next Payments

Next Payments is an award-winning payments and technology company that specialises in cash management solutions for the hospitality and gaming sector, servicing some of Australia and New Zealand's largest casinos and gaming venues.

Next Payments has offices and warehouses in New South Wales, Queensland, Victoria, South Australia, Western Australia, the Northern Territory and New Zealand. Macquarie Group is a significant investor in Next Payments and provides security and corporate governance.



The gaming sector has recently become increasingly interested in new technologies that focus on driving efficiencies and automating labour-intensive tasks, specifically cash-handling and Customer Relationship Management. This allows venues to focus on customer service, which is vital in generating a loyal customer base in a highly competitive environment.



As a leading hospitality and gaming solutions provider in Australia and New Zealand, Next Payments has a suite of products designed specifically for the gaming industry, including Australia's leading Cash Recycler, Cash Redemption Terminals, loyalty cards, the newly-launched reconciliation software Concilio, and business intelligence software EAGLEI360.

Next Payment's reconciliation software, Concilio, presents all your operational and financial data on a management dashboard – say goodbye to excel spreadsheets and manual data entry. Concilio streamlines data from your venue's ATM, Cash Recycler, CRT, POS, gaming machines and more. It will change the way your venue reconciles and is conveniently cloud-based. View the video for a demonstration.

Plus, our prepaid loyalty and membership card, GSL, will transform your venue's membership engagement and rewards program. GSL partners with your venue, providing valuable membership data, and a solution for members to earn points from purchases in and outside your venue.

These products are employed in leading clubs, pubs and casinos across Australia and New Zealand, where they are delivering tangible benefits, efficiencies, and savings. Next Payments' product portfolio includes: ATMs, Eftpos Cash Out System, Loyalty Cards, Cash Recyclers, Cash Redemption Terminals, Concilio reconciliation software, EAGLEI360 data mining & analytics software.



Tyson Lester General Manager – Sales and Marketing

Book a consultation with a Next Payments sales professional today on 1300 659 918.

info@nextpayments.com.au | nextpayments.com.au

POSCOM – SwiftPOS

POSCOM – SwiftPOS powered by HP

Australia's number one SwiftPOS reseller and integrator, delivering professionally-executed installations with attention to detail and process.

POSCOM focuses on using the flexibility and integration strengths of SwiftPOS, combined with HP Engage hardware to meet your processes, transaction and integration needs.

At POSCOM we provide solutions for your venue, with design, usability and aesthetics in mind.

Our specialty is in Point of Sale for Clubs, Hotels, Venues and Golf Clubs (Mi-Club Partners). We're experts at integrating SwiftPOS to third party applications and gaming solutions.

Sales and support offices in Wollongong, Gold Coast and Rockhampton.

1300 791 416 | www.poscom.com.au | info@poscom.com.au

NSW: Lee Edwards - director sales and solutions. Ph: 0423 220 606

QLD: Justin Murray. Ph: 0400 735 955





INTRUST SUPER

Help your staff recover from the financial damage of COVID-19

Over two million Australians could be behind on their retirement balances by tens of thousands of dollars, as a result of the COVID-19 crisis. According to the Australian Prudential Regulation Authority, more than 2.5 million Australians have applied to withdraw from their super(1). The early release of super allows individuals to withdraw a maximum of \$20,000 from their super account across two financial years (\$10,000 in 2019/20 and 2020/21). The Australian Securities and Investments Commission calculates \$20,000 withdrawn by a 25-year-old could have grown to more than \$47,000 in today's dollars by the time they retire(2). Alarming, this could cost them more than \$3,200 each year in retirement income(3).



Share market volatility compounded this situation. Australian shares fell 36%, with the ASX-200 dropping from 7,036 to 4,546 between 19 February and 23 March 2020(4). Over the same period, the US Dow Jones dropped 36% (from 29,348 to 18,592), while global shares fell 34% (from 2,700 to 1,790)(4). This impacted super portfolios across the board.

(1) Source: APRA, COVID-19 early release scheme issue 10.

(2) Assumptions: Based on an income of \$50,000. Estimates in today's dollars and adjusted for inflation and rising community living standards. Calculations based on ASIC's MoneySmart Super withdrawal estimator and Superannuation calculator, with an assumed investment return of 7.5% pa before fees and taxes and a retirement age of 67. Investment fees are assumed to be 0.05% p.a. and assumed tax on earnings is 7.0%.

(3) Source: ASIC's MoneySmart retirement planner, based on a retirement age of 67 and the average Australian life expectancy of 85.

(4) Source: Trading Economics 2020

(5) Source: ABS, Measuring the Impacts of COVID-19

The information contained in this document and the services referred to are of a general nature only and do not take into account your individual financial situation, objectives and needs. You should consider the appropriateness of the general information having regard to your own situation before making any investment decision. For personal advice, please contact the Intrust360[®] financial advice team on 1300 001 360. A Product Disclosure Statement is available at www.intrust.com.au or call us on 132 467.

Issued by IS Industry Fund Pty Ltd | MySuper Unique Identifier: 65704511371601 | ABN: 45 010 014 623 | APSL No: 238051 | RSE Licence No: L0001298 | Intrust Super ABN 65 704 511 371 | SPINUS: HPP0100AU | RSE Registration No: N100439

The impact on our industry has been sobering. The Australian Bureau of Statistics(5) reported that restrictions placed on the hospitality industry since March has forced a staggering 70% of the sector to temporarily reduce their hours of business. The same data highlights that 43% of businesses had placed staff on unpaid leave or stood down part of their workforce. As super contributions are based on individual incomes, this reduction of hours has also drastically damaged the retirement savings of hospitality workers.

The long and short of it is that, in these difficult times, many of your staff are experiencing some extremely difficult financial circumstances and potential next steps. To prevent the financial hardship they're experiencing today from impacting them long-term, they will need support and guidance. We would like to help.

We are offering a free Super Health Check to any interested PubTIC readers and their staff – regardless of their current super fund.

The Super Health Check compares fees, investments and insurances, helping staff with their current financial situation. Small changes made today could make a big difference now and in the future. You can also use us to review your business' superannuation pain points to help make super easier to manage at a business level.

Contact Stephanie Langdon at service@intrust.com.au to organise your free Super Health Check today. Ph. 0448 528 647



STEPHANIE LANGDON

Hospitality Services

LEIGH BARRETT & ASSOCIATES



Covid-19 May Be Beatable – Compliance Is Not

There is currently a worldwide search for an effective vaccine for Covid-19. It is costing millions of dollars. Hopefully, the effort will see the virus conquered.

But one element of a hotel's operation that will never be eliminated is regulatory compliance. For example, clubs and hotels with electronic gaming machines are legally required to have a comprehensive Anti- Money Laundering and Counter Terrorism Financing (AML/CTF) Program in place to help fight the war on financial crime that is costing Australians more than \$47 billion per year.

Further, the banks (to limit their risk) are now requiring hotels and clubs to supply them with their AML/CT Program and Independent Review, or demanding that they take their business elsewhere!

Leigh Barrett and Associates / GamSafe* provides end-to-end regulatory compliance advice, support and training services for hotels and clubs across Australia, including comprehensive services in AML/CTF, Workplace Health and Safety, Food Safety, Liquor Compliance and Governance.

With an experienced team of specialists and strong relationships with regulators, we are uniquely placed to take the headache out of your compliance obligations.

We have both a range of affordable service levels as well as individual modules to ensure that the services we provide match your venue's specific needs.

For more information visit our website www.gamsafe.com.au or email info@gamsafe.com.au



*GamSafe: Leigh Barrett and Associates P/L is now operating in NSW, Queensland and Tasmania under the registered trade name GamSafe.

Hospitality Services

INNQUEST AUSTRALIA P/L

InnQuest's *Eventory* is event management software to help streamline your events and functions business.

No more managing clients and obligations across separate systems, Eventory provides a single point to manage your entire event business.

arrivals (financial summary)

ABN. 123456789

date range: 07-12-2018 - 07-12-2018

Apix guest	quoted	deposits	balance
80	6,180.00	0.00	6,180.00
80	5,440.00	0.00	5,440.00
110	7,836.00	-10,100.00	-2,264.00
270	19,456.00	-10,100.00	9,356.00



Advanced forecast, current and historic reporting: all of your data at your fingertips. Produce detailed forecasts, drill down on current business on books and analyse historic data.

LETIZZA PIZZA BASES



Established in 1992, Letizza Pizza Bases manufactures pizza bases for the food service and retail industry.

Letizza is a 100% Australian family-owned business, produced in Sydney Australia.

Come and see our extensive range of pizza bases.

We offer: gluten-free and vegan pizza bases, circle bases, rectangle bases, canape-size pizza bases and flatbreads.

Letizza's pizza bases are hand-stretched and full of authentic flavour – making them perfect for any chef to top and cook in any oven, and perfect for any gaming room as a fast and cost-effective snack.

To find out more and to taste the product contact us today.



Letizza
1800 107 520
Tait Street Smithfield NSW
www.letizza.com.au
Belinda Gilvary
Ph. 0410 257 309
belinda@letizza.com.au



← →
LETIZZA Zinch Gourmet

NIGHTLIFE

Nightlife is Australia's premier all-in-one solution for hospitality, delivering custom music schedules and driving screens with the best music videos, sports and lifestyle content, as well as built-in digital signage.



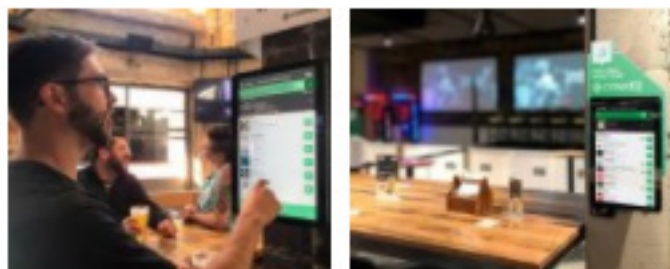
Nightlife's crowdDJ® app takes customer engagement to new levels, and although we've been in business for more than 30 years, servicing more than 5,000 venues (pre COVID-19), we have never worked harder to support our clients than during this pandemic!

Our priority is to help venues to stay open and stay safe by making the most of features that are complementary with their Nightlife service. The Nightlife system can be used to educate patrons on the ways that they are COVIDsafe, and create an appropriate environment for patrons to socialise, without breaching social distancing guidelines.

Here's how:

2020 has taught us that we don't need a packed dance-floor to offer a great night out

Our new app features include the ability to push play on curated **DJ SETS**. DJ SETS play for a specific period-of-time without the pressure of a live performance, which may give the impression that dancing is required. Instead, venue staff can use the app to play a tune that's a toe-tapping favourite (picking songs from safe lists) or engage customers by playing their song requests with crowdDJ, all whilst keeping them distanced and seated.



Got screens? It's time to turn them on and put them to work!

Our library of **COVID compliant digital signage** has been specifically designed to look good in a hospitality environment. These can be found in the Nightlife web app and are proving very effective when played in between other visuals such as SPORTS TV (which now includes weekly AFL and NRL highlights) along with our viral video collection.



Tip! There has never been a more important time for a venue's messages to patrons to be seen. Nightlife clients can permanently dedicate one screen to display digital signage and visuals, ensuring that critical health messages are not missed. Got multiple screens? Use the others to show other sources, such as pay TV and FTA, without interruption to your core messaging. Head office sites can also push play on this signage, which can be easily rolled out across a group.



For anyone missing the interactivity of the AGE, **live chat** is available on our **support website**. Our team are standing by to help venues make the most of these tips. For those not yet familiar with Nightlife or our 24/7 support service, please reach out to us at **Support HERE**.

BIG SCREEN VIDEO

Here at BSV, we would argue that there is no more versatile way to bring your space to life than with LED. Given its flexibility, there are so many options when it comes to LED. Not only does the end result look fantastic, but it provides the ultimate entertainment for your hospitality patrons.

Traditional video screens and multiple split-screen video walls make an incredible impact, as shown in the examples below. In a time where we are all seeking a greater human connection, LED can work to create unforgettable memories and moments – in more ways than you may have thought!

The Mingara Recreation Club on NSW's Central Coast is paving the way for hospitality venues across the country with their cutting-edge vision for technology, and is the perfect example of the multitude of ways that LED can bring your space to life. BSV has recently completed an LED upgrade at the Tumbi Umbi venue, which sees the addition of indoor foyer signage, outdoor signage and a live sports ticker to the entrance of their gaming room. Thinking beyond traditional video screens, Mingara Recreation Club has proven LED has endless capabilities for those who choose to imagine it. Upon entering the gaming area via their escalators, Mingara patrons are surrounded by live sports scoring technology; providing not only a useful tool (no need to check the phone!) but an atmosphere enhancing element to their interior.

BSV Sports Tickers use live scoring technology to provide additional, real time entertainment for those at your venue. Mingara have chosen to use their ticker to add another layer of intrigue to their gaming area. Atmospheric, all senses engaged experiences akin to those in American sports bars are sought after more and more in a changing Australian market. The digital ticker is a great way to tap into this and can be utilised anywhere in your venue, particularly a sports bar.

With both roadside LED signage and indoor foyer signage, Mingara understands how to maximise ROI in their venue. This intelligent combination allows the club to use their signage in conjunction with one another as well as separately.

We have seen the success of indoor signage across multiple venues around Australia. Maximising advertising opportunities while also doubling as an impressive canvas for content is a win-win for any business. Unlike traditional forms of marketing, digital signage is an investment that you can see a real, measurable return on.



1 2 3 4 5 6

Taking Point Tavern

Like most of you, we will miss being able to attend one of our favourite events of the year. If you would like to organise a meeting, face-to-face, over the phone or via zoom, we invite you to get in touch with a member of our team.

NSW & ACT: Ryan Biancardi Ph. +61 431 720 137, ryan@bigscreenvideo.com.au

QLD: Andrew Lee Ph. +61 414 407 718, andrew@bigscreenvideo.com.au

SA, NT & WA: Tracy Adams Ph. +61 402 339 004, tadams@bigscreenvideo.com.au

VIC & TAS: Craig Thomson Ph. +61 418 531 802, craig@bigscreenvideo.com.au

Venue

RHINOPLAY

Rhinoplay is an Australian-owned and made playground company that specialises in the design, supply, installation and maintenance of unique playgrounds in Australia.

We transform businesses by creating and delivering innovative and safe playground structures that children and families LOVE.

From digital screens to compact wall units to full-scale structures, Rhinoplay can tailor a play solution for any budget.



Will Tinetti

Rhinoplay

Ph. (02) 9517 3587

Unit 17, 32 Ralph St Alexandria, NSW 2015

www.rhinoplay.com.au

Will Tinetti | National Sales Manager

will.tinetti@rhinoplay.com.au

Ph. +61 402 847 325



Venue

MINT FF&E



Mint Furniture Fittings & Equipment specialises in the custom manufacture of commercial furniture and accessories. We believe in offering a quality product of unique design, at a competitive price.

As well as striving for design excellence in our ever-expanding core collection, our in-house designers aim to continuously introduce exciting products to our collection, keeping it contemporary and in line with market needs.

These pieces are generally easily accessible with many stocked in our Sydney-based warehouse and showroom.

Our team is talented and committed, with a passion for furniture and an ability to interpret and satisfy your needs.

Mint FF&E

www.mintffe.com.au

Ally Jago Ph. +61-409-310-890

ally@mintffe.com.au

