



**PUB GAMING MANAGEMENT
& DATA SERVICES**

FULL OUTSOURCING OR INTERIM SUPPORT

PREPARED BY RUSSELL WOOD

Hello!

Your time is precious and we don't want to waste it.

So, if you are able to answer "YES" to the ten questions below, then you do not need to go any further.

- 1. Are you certain you are optimising your revenue from gaming machines?**
- 2. Have you got the most appropriate equipment on every piece of carpet?**
- 3. Do you enjoy the right commercial terms to encourage income growth?**
- 4. Do you have oversight reporting of your machine income and does it balance with your site banking?**
- 5. Can you positively benchmark your gaming performance?**
- 6. Do you have clear and concise MGD reports for your accounts?**
- 7. Are your VAT payments optimal?**
- 8. Are you getting a great deal on cloud-based, secure data processing?**
- 9. Is your advice independent, impartial and supportive?**
- 10. Are you getting real value and ownership from your account management?**

If there is a "NO" or a "NOT SURE" in any of your answers please continue to read on, because we believe we can add value to your bottom line and we would be delighted to meet with you.

We offer a no obligation, complimentary, review of your gaming activity.

Thank you for your time.

Effective from 1st January 2020

A Straightforward Approach to Gaming Machine Management for Multi-Tenant Operators and Pub Groups – Full Outsourcing or Interim Support – 2020 Vision

We would like to help you to manage the profit from your gaming and amusement machines.

We are looking for pub operator clients to manage as a collective, whilst at the same time providing you with your own confidential accounts and reporting and without compromising your own competitive edge or unique selling points.

Our position in the UK gaming supply chain is independent, impartial, supportive and open-minded. Our aim is to provide clarity about your gaming income and performance.

By managing your gaming activity along with other businesses in your peer group we are able to autonomously collate information and provide trends, insights and advice about your sector to make informed decisions about the provision of your gaming offer.

We have significant management experience in both the UK retail gaming sector and in pub operations at executive level. We know all the UK suppliers and manufacturers and we are members of BACTA. Our data systems are secure, and cloud-based and we are registered with the Information Commissioners Office (ICO).

We only want to add value to your business, therefore we propose that;

- All our clients pay a fair price for our services with no hidden costs.
- We gather your data via EDI from your suppliers.
- We provide you with a monthly account statement and performance report.
- We provide a monthly key data performance breakdown for each operational area or pub category based on your needs and your operational ethos.
- We review your account with your suppliers, face to face every month, agree the actions required, and minute the action points.
- We publish a sector gaming insight for our clients every 4 months (October, February, June)
- There's no contract period (unless you would like one); you can cancel at any time.

In return, all we ask is that you give us permission to anonymously and confidentially consolidate your data so that we can collectively share the sector performance and insights to enable you to benchmark your performance.

If you are interested in any of our services and believe they could add value to your business either on an ongoing or interim basis, we would be delighted to meet with you to discuss how we can assist.

You can contact us on 01422 230979 or by emailing russellwood@waypointleisure.com
Please visit our website at <https://waypointleisure.co.uk> or our training portal at <https://waypoint.cplonline.com>

Summary of Services

Data Management Services

Initial Account Set Up

Set Up EDI feeds with suppliers.
Set up of historic data and correct pub categorisation.
Set up key trading dates.
Set up secure access to database, if required.
Set up FTP and input into any BI database, if required.

Ongoing Data Management

Review all collections via the RECCIS validation process; suspend failed transmissions and request re-submission.
Production of end period summaries and financial reports within 3 working days of period end.
Management of supplier invoices, reconciliations and payments.
Management of the pub, tenant and pub operational database, including pub categorisation and tenure changes.
Management of budget or target income figures based on pub categorisation.
Management of the AMEDIS machine model database.
Management of the correct machine terms based on the machine type and model.
Management of any royalty or administration fees incorporated in the rent.
Live access to machine review system, if required.
Service reports as required.
Float refill and hopper reports, as required.
Float management reports as required, in particular for any year end reconciliation, sale or acquisition.

Intentionally Blank

Gaming Management Services

Supplier Contracts

Work with your commercial team to negotiate operator, or any other gaming related contracts.

Budgets

Provide input and insight into your annual gaming budget.

Performance Management

Carry out monthly, face to face, formal reviews with each operator on your account, and provide the action point minutes to the operations team by reviewing;

- Income and viability
- Rent to nett ratios
- VTP and RTP
- Percentage pay-out
- Density and machine mix
- Machine changes and digital migration
- Service issues
- Collection frequencies
- Income development actions
- Specific site or operational team requests
- Game content
- Refilling and float recovery
- Fraudulent activity

Review monthly machine performance and indices and update the rent card.

Review test data and approve new machines into the estate.

Review digital gaming content.

Review and benchmark income performance.

Twice per year (October and March) - Carry out a face to face performance surgery within each operational area to review and plan;

- Area income performance.
- Specific site product requests.
- Site housekeeping – refilling, service calls, access.
- Digital migration.
- Gaming training and insight.
- Agree a forthcoming activity plan.
- Manage ad hoc estate queries from admin and finance teams and operational areas.

Project Management

Initiate ad-hoc income development project proposals and implement them. Provide appropriate updates and reports.

Gaming Development

Attend gaming industry trade shows and provide any product development reports.

Liaise with trade and statutory bodies including BACTA, BBPA and UKH and attend meeting as required.

Meet with machine manufacturers and game developers as required.

Manage the migration of sites to a secure digital platform as required.

Implement cashless applications and ticket in - ticket out solutions where appropriate.

Review compliance with mandatory social responsibility requirements.

Training

Provide information manuals and ad hoc, best practice information sheets in PDF format to support gaming information and insight to tenants and managers.

- Example - "That was then, this is now" brochure.
- AWP Refilling
- AWP Collections

Optional HMRC Gaming Machine Duty Return

We can provide a quarterly information summary to the tenant to enable them to accurately complete their HMRC return for Gaming Machine Duty.

The information is provided to the site in PDF format and set out, so that the tenant or their financial representative can transpose the figures and submit an accurate return.

There is a small, additional annual charge for this service per site.

Intentionally Blank

Cost of Services

We wish to be transparent in our costings and therefore we are pleased to set out our rate card for you.

Our fees include all reasonable expenses and there are no hidden extras.

To calculate the cost to your business the formula is;

Number of collected machines x £ cost per machine week x 52 = Maximum Annual Cost

Costs are calculated on a monthly basis to account for machine movements.

Machine types include any collected AWP (Digital or Analogue), SWP, Pool, Jukebox, Game, Networked Game, Crane or Toy Vend.

The fees exclude VAT at the prevailing rate.

Our payment term is 30 days nett from date of invoice. Invoices are calculated monthly based on the number of collected machines in the month.

Should you wish us to carry out any additional project, feasibility, acquisition, interim, locum or other confidential work not set out in our Summary of Services we would be pleased to quote as required.

Complete Pub Gaming Management and Data Services

NUMBER OF MACHINES		£ COST PER MACHINE WEEK	£ COST PER 4 WEEK MIN	£ COST PER 4 WEEK MAX	£ COST PER ANNUM MIN	£ COST PER ANNUM MAX	INITIAL ACCOUNT SET UP COST £	ACCOUNT CLOSURE COST £
FROM	TO							
1	50	£0.91	£25.00	£182.00	£325.00	£2,366.00	£0.00	£0.00
51	150	£0.84	£171.36	£504.00	£2,227.68	£6,552.00	£200.00	£0.00
151	500	£0.77	£465.08	£1,540.00	£6,046.04	£20,020.00	£350.00	£0.00
501	1000	£0.70	£1,402.80	£2,800.00	£18,236.40	£36,400.00	£750.00	£750.00
1000	1500	£0.63	£2,520.00	£3,780.00	£32,760.00	£49,140.00	£1,500.00	£1,125.00
1501	UNLIMITED	£0.56	£3,362.24	£6,538.46	£43,709.12	£85,000.00	£2,500.00	£1,875.00
						MAXIMUM		

Examples (Cost per Annum)

15 machines x £0.91 x 52 weeks = £709.80

155 machines x £0.77 x 52 weeks = £6206.20

1550 machines x £0.56 x 52 weeks = £45136.00

Either Data OR Management ONLY option

NUMBER OF MACHINES		DATA & REPORTS ONLY £ COST PER MACHINE WEEK	MANAGEMENT ONLY £ COST PER MACHINE WEEK
FROM	TO		
1	50	£0.35	£0.56
51	150	£0.35	£0.49
151	500	£0.35	£0.42
501	1000	£0.35	£0.35
1000	1500	£0.28	£0.35
1501	UNLIMITED	£0.21	£0.35
		£31,875.00	£53,125.00
		MAXIMUM	MAXIMUM

Optional HMRC Gaming Machine Duty Return (Quarterly PDF)

GAMING MACHINE DUTY 4 X STATEMENTS £ COST PER ANNUM PER SITE	
UP TO 5 SITES	£30.00
6-20 SITES	£25.00
21-50 SITES	£21.00
51-150 SITES	£19.50
151 TO 500 SITES	£17.50
501 -1000 SITES	£16.50
1001-1500 SITES	£15.00
1500+ SITES	£12.50

This service is only chargeable to those sites taking the service within each client's estate. A consolidated period invoice is sent to the client, not to each site.