



FOCUS ON

®

FEBRUARY

THE MONTHLY NEWS ROUND-UP FROM **GAME ON**®

VIKING WILDS

Coming March 27th



IRON DOG STUDIO

FEBRUARY 2019 PRESS HIGHLIGHTS



QUANTA

World's first licensed blockchain lottery operator hands out 19 prizes to players on the Isle of Man in ground-breaking draw.

The world's first licensed blockchain lottery operator, Quanta, made history on Friday when it held its inaugural Quanta Prize Draw for players on the Isle of Man. In total, 67 tickets were purchased for the draw with an incredible 19 prizes won.

[READ THE FULL STORY](#)

FIRST LOOK GAMES

First Look Games, the innovative marketing platform for game developers, has deepened its partnership with Chicago-based studio, 2BY2 Gaming.

2BY2 Gaming has become the company's first white label partner, taking advantage of a cloud-based version of the First Look Games platform and utilising it as their new Client Area.

[READ THE FULL STORY](#)

1X2 NETWORK

Viking Wilds will launch with popular online casino brand on 6th March before being made available to the wider market three weeks later.

1X2 Network will launch its latest blockbuster slot release, Viking Wilds, exclusively with LeoVegas on 6th March. The game will be available only to LeoVegas players for three weeks before it's wider market release on 27th March.

[READ THE FULL STORY](#)

CONNECTIVE GAMES

Operator will use the innovative technology provider's cutting-edge platform to take Indian poker market by storm.

Connective Games, the innovative technology provider behind some of the world's most successful poker networks, has signed a deal to provide Indian poker operator Baadshah Gaming with its powerful platform.

[READ THE FULL STORY](#)



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DIGITAL ISLE OF MAN

Isle of Man launches Software Supplier Licence (B2B).

Digital Isle of Man, the Department for Enterprise agency responsible for the Island's international e-Gaming industry, has welcomed the launch of a new licence for software suppliers looking to demonstrate their high standards for corporate governance and game fairness.

[READ THE FULL STORY](#)

1X2 NETWORK

Developer and content aggregator to provide operators with bold and bright slots from rising star game studio.

1X2 Network has put pen to paper on a deal to add exciting slots from rising star developer Kalamba Games, which are managed and licensed by ORYX Gaming, to its 3PI game aggregation platform.

[READ THE FULL STORY](#)

RIGHTLANDER

Rightlander launches affiliate compliance tool for US market.

Premium Risk Mitigation Report allows operators to identify affiliates promoting unlicensed online casino brands in individual states. Rightlander, the most powerful affiliate compliance tool in the market, has rolled out a new service for US-facing online casino operators.

[READ THE FULL STORY](#)

AUTHENTIC GAMING

Authentic Gaming pulls Rank with first tier one operator deal.

Live roulette provider integrates games into operator's Grosvenor Casino and Mecca Bingo brands. Under the deal, players at the operator's casino and bingo brands will now gain access to the supplier's flagship Authentic Roulette games, Casino Floor Roulette product as well as its Live ARENA games.

[READ THE FULL STORY](#)

FEBRUARY 2019 EDITORIAL HIGHLIGHTS



1X2 NETWORK

Kevin Reid, Chief Commercial Officer at 1X2 Network, shares his insight on how smaller slots developers are able to deliver a knockout punch to their bigger rivals (Pg 7).

READ THE FULL GI FRIDAY INTERVIEW

CONNECTIVE GAMES

Serge Mukhanov, Connective Games CEO, talks exclusively to GI Friday about ICE and whats to come from the innovative industry software developer throughout 2019 (Pg 20).

READ THE FULL GI FRIDAY INTERVIEW

BLUE RIBBON SOFTWARE

*Published in EGR Tech

Analysis

Player communication and the missing mobile link

Amir Askarov, co-founder and CEO, BlueRibbon

While mobile has presented a huge opportunity for operators and suppliers, some have deployed tired and dated mobile technologies that damage the strong communication capabilities the channel provides. This, in turn, means they are unable to engage players effectively. Some regulated markets already understand the need for operators to be able to communicate with mobile players at all times, and have clear requirements in their rules to cover this.

Others are quickly realising the need for the operator to be able to communicate with them from a responsible gambling perspective and are tweaking their frameworks accordingly.

So, where is the missing link that can damage communication with mobile players and why is the same void not experienced on desktop?

The answer lies in the way some mobile casino games are played. When playing via smartphone or tablet they are

redirected to the third-party content provider's platform. At this point, the operator loses contact with the player until they have finished playing the game.

The player may encounter a technological error or glitch while playing one of these third-party games that may breach a responsible gambling protocol set by the operator to meet regulatory requirements in that market. The other issue is that operators lose a vital opportunity to remain properly connected with their players while they are wagering on mobile.

To develop an effective and timely solution, operators and content providers must work together.

For that to happen, both sides must first understand the need for operators to be able to communicate with players when wagering on mobile, and the benefits establishing this line of communication brings for both parties.

CAROUSEL GROUP

*Published in EGR Tech

Analysis

Buy-it versus build-it

Phillip Wilson, COO, Carousel Group

Founding or joining a start-up is a nerve-wracking experience. The most common question I've been asked is how do we plan to make strides in such a crowded marketplace? While it is not the answer they are looking for, I answer with one of the major reasons I said 'yes'. We have our own platform.

At Carousel Group, we have checked-off the obvious things. The licence application is in, the brand names have been acquired, the people are slowly arriving, and our product team is busy retrofitting what we hope will be a 'newcomer' award winning experience. But what next? The usual paradigm is the user experience, the marketing strategy (on repeat daily until 2am), but fundamentally and critically, what is different?

This is where the buy-it versus build-it question started for us. We will spend the next few years managing risk, and so it makes sense that our first major business decision is an equation. Some years ago, I was introduced to the Tuckman theory, which is a strategic blueprint normally applied to groups

of people and their behaviour through four stages of growth.

The first stage of growth is 'forming' where a great deal of independence is required. Following we have 'storming' where rapid growth can be achieved and a huge amount of flexibility and collaboration is required. The next stage is 'norming' where we should achieve some degree of harmony, and finally we have 'performing' where we move into being a mature and stable operation.

We believe we can break through each barrier because we have acquired an existing stable platform. We know there is a great deal of product development in our future, but we will use the flexibility of being able to determine our own roadmap to bust through and storm the market, and have the competitive advantage of not paying a revenue share to achieve normalisation and ultimately operational excellence to perform. Some may call it compromise, we prefer to think of it as idealistic realism, and we are 'betting' on our risk balanced equation offering the best of both worlds.

DIGITAL ISLE OF MAN

Isle of Man set to become a blockchain and iGaming hub.

Becky Liggero speaks to Tony Ure, Head of e-Gaming at Isle of Man Digital Executive Agency, about their blockchain and iGaming plans.



WATCH THE FULL INTERVIEW ON CALVIN AYRE

GREEN JADE GAMES

How to integrate storytelling & learning in slots games.

Benedict McDonagh of Green Jade Games talk with Becky Liggero about a new slot concept with an element of storytelling and learning in slots games.



WATCH THE FULL INTERVIEW ON CALVIN AYRE



NIK ROBINSON AND HOLY DIVER MELT ICE



February has been another killer month for Big Time Gaming and its visionary leader Nik Robinson.

Both company and founder picked up trophies at the Gaming Intelligence Awards at ICE, with Big Time Gaming named One To Watch Supplier of the Year and Robinson making the magazine's icon Hot 50 list.

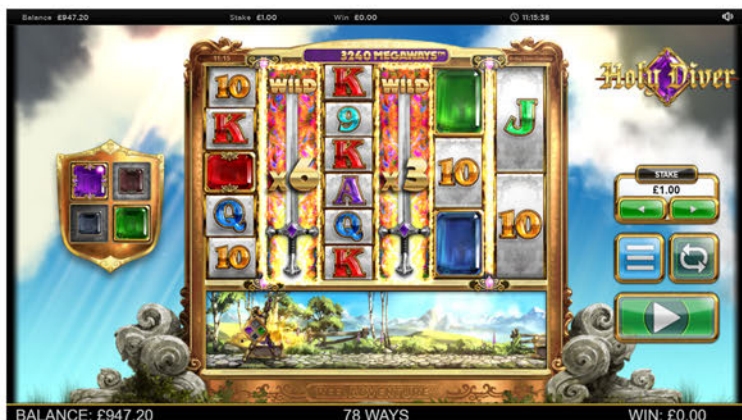
ICE itself was a massive success for Big Time Gaming which has firmly established itself as the most exciting slot developer in the world.

During the three day expo, huge audiences gathered around the BTG stand to take a closer look at its latest release, Holy Diver. The game is themed around the popular 80s rock song from American rock band, Dio, and features an entirely new Reel Adventure™ mechanic.



[READ MORE ABOUT THE GI AWARDS 2019](#)

**GAMING INTELLIGENCE AWARDS
ONE TO WATCH SUPPLIER
WINNER 2019**



Big Time Gaming (BTG) continues to rock the online casino sector to its core with its latest ground-breaking slot release, Holy Diver.

The game has been more than two years in the making and is themed around the popular 80's rock song of the same name performed by American heavy metal band, Dio.

Holy Diver features BTG's MegaWays™ mechanic, giving players up to 117,000 ways to win in the base game and up to 586,971 ways to win in the bonus game.

It is also the first game to feature BTG's Reel Adventure™ mechanic, which allows the developer to introduce complex narratives and interactive characters to its slots.

BTG has used this in Holy Diver to create three worlds with three tiers of volatility that the player controls by choosing to play the bonus round or to level up and play the base game with a multiplier.

This is unlocked by an animated knight as he moves along a path below the reels. When he comes across a treasure chest he opens it to reveal one of four reel modifiers.

FOR MORE INFORMATION ON ALL BTG TITLES VISIT www.BIGTIMEGAMING.com