

MORE PROFIT THROUGH STATE OF THE ART CASH HANDLING TECHNOLOGY

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With the development of even more innovative and complex Casino gaming concepts, the demand for modern cash handling systems has grown to be the key factor for a successful Casino management.

Did you know that over 35% of the total Casino manpower is dedicated to cash handling related procedures? Therefore, the efficiency of your cash handling relates directly to your profitability!

Changing, sorting, depositing and dispensing money 24 hours a day is one of the mayor concerns of Casino management. The level of satisfaction of your clients and therefore the time players spend in your Casino depends on how fast you are able to satisfy their cash demands.

Today the leading Casinos of the world operate with software networks through which they can operate, control and service their slot machines, table games and change machines.

The use of state of the art cash handling technology allows Casino operators to:

- Improve customer satisfaction
- Reduce overheads
- Prevent fraud
- Increase profits

There are two cash handling technologies available:

- 1) Cash gambling with coins and notes
- 2) Non-cash gambling with cards or tickets



CASH GAMBLING

This is the traditional way of gambling: slot machines and table games are operated with coins and banknotes. The cash is managed by a manually operated central cash desk. Additionally change machines and ATM's are usually located on the Casino floor. The cash management and control is handled by a cash center back office, equipped with counting and sorting and wrapping machines for coins and banknotes.

To improve the level of control, for security, accounting and technical service, the slot machines, tables and change machines can be connected to a local software network.

Here are the principal advantages and disadvantages of using cash gambling in your Casino:

Advantages:

- Most common way of gambling worldwide
- Allows preventive gambling restrictions, i.e. excluding the use of banknotes or large coins inside the Casino.
- Most transparent way of gambling for the gambler, as he can see and feel in his pocket what he wins and loses.

Disadvantages:

- High degree of service and maintenance costs
- High degree of personal costs for cash management
- Risk of fraud and money laundry



NON CASH GAMBLING

Cards: slot machines and tables can only be operated with cards.

Cards are usually provided through the Casino personal or through self-service terminals. Barcode tickets are dispensed by the slot machine and have to be purchased through the deposit of banknotes. Card and barcode tickets require the use of software networks, to which all slot machines and tables must be connected. The total cash management is handled online and controlled and monitored through a back office.

Advantages:

- Best way of controlling, monitoring and securing all payment transactions.
- Minimum risk of fraud or money laundry
- No cash handling equipment necessary
- Almost no hardware maintenance or related service costs
- Card payment can also be used for restaurants, VIP services, etc.
- Ideal promotion and marketing tool
- Direct interface to accounting software

Disadvantages:

- High initial investment for software and IT equipment
- High conversion costs for slot machines and table games from cash- to non cash operation
- Gambler needs to adapt to non cash gambling (no coin thrill !)
- Transparent cash handling eases control for tax authorities

In short:

More and more worldwide are turning to cashless gambling, because of the considerable advantages involved. However different gambling laws reduces or prohibits the use of cashless gaming. North America is the leading country



in cashless gambling. Due to the considerable costs involved in integrating cashless gaming solutions, many Casinos operate cash and cashless gaming areas together.