



GLI 2018 North American Regulators Roundtable

Wednesday, March 7, 2018

- 7:30 a.m. – 4:30 p.m. **Conference Registration and Information Desk Open**
Outside of Egyptian Ballroom
- 7:30 – 9:00 a.m. **Continental Breakfast and Networking**
Egyptian Ballroom
- 9:00 – 9:15 a.m. **Welcome and Opening Remarks - What's New and What's Not**
Egyptian Ballroom
- James Maida, President & CEO, GLI**
Paul Speirs-Hernandez, Steinbeck Communications, Event Emcee
- 9:15 – 10:15 a.m. **Keynote Address:**
Major League Sports: How the Vegas Golden Knights are Impacting Las Vegas
Egyptian Ballroom
- Kerry Bubolz, President, Vegas Golden Knights**
- Delivering the keynote address is Vegas Golden Knights President Kerry Bubolz. The Vegas Golden Knights is one of the most successful expansion franchises in sports history, and Bubolz will address major league sports and specifically how the Vegas Golden Knights impact Las Vegas.
- 10:15 – 10:30 a.m. **Refreshment Break and Networking**
Egyptian Ballroom
- 10:30 – Noon **Embracing Technology: The Future of Gaming Innovations**
Egyptian Ballroom
- James Maida, President & CEO, GLI**
Chad Kornett, Director, Technical Compliance, GLI
- If you only have to know 10 things about new technologies, these are the 10! In this attendee-favorite annual session, we will draw a circle around the crucial buzzwords of the day and present what you really need to know about them. This year's session will be a mix of concepts and products that are happening now, will happen soon, and may be coming in the near future. We will present some ideas that are on your radar, and some concepts you might not expect and might not be tracking, including big data collection on *how* people are playing, eSports, evolution of skill games, iGaming expansion, iLottery, responsible gaming, and the elephant in the room – sports wagering.
- Noon – 1:30 p.m. **Networking Buffet Lunch, Provided by GLI**
Lotus Ballroom



CONCURRENT BREAKOUT SESSIONS

1:30 – 2:30 p.m.

Workshop 1: Bulletproof Services – Top 5 Gaming Cybersecurity Issues

Galleria C

Facilitator: Perry Reagon MCITP, VCP, Senior Solutions Architect, Bulletproof

Cyber criminals have become increasingly successful at illegally obtaining financial data from well-known casino resorts. It's easy to see why gaming regulators are focused on cybersecurity risks.

Our team has completed audits and assessments throughout North America and have a wealth of knowledge on casino systems. In this session, we will share the top 5 real life examples of cybersecurity issues we are seeing on the ground in casinos, and provide some advice on how to prevent them from happening in your organization.

Workshop 2: GLI University® Training Program

Galleria D

Facilitator: Matt Toler, Senior Technical Compliance Engineer, GLI

GLI University was created to help regulators keep abreast of emerging technologies as they are being developed. The curriculum is a collection of intensive learning modules designed specifically to help regulators stay at the very top of their game, armed with critically vital and up-to-date information. This session will cover our training program and classes from which individual regulatory agencies can choose classes to meet their current training needs.

Workshop 3: Advance Game Concepts & Skill-Based Gaming

Galleria E

Facilitators: Peter Wolff, Technical Compliance Manager, GLI & Blaine Preston, Senior Client Service Representative, GLI

Over the past four decades, policy makers have created a robust framework of controls that while protecting the public interest also support innovation and opportunities for increased gaming revenue. Regulators are now confronted with the next generation of technology often described as a "new" or "hybrid" type of game and some may question whether regulatory overhauls and statutory changes are warranted.

A closer look reveals that many of these innovations share characteristics that are similar to games that have already been in operation for many years, and existing game approval processes are supportive of such changes when coupled with transparency in what makes these games tick. This breakout session will offer a deep-dive on the controls and technical standards in support of modern gaming innovations, including a detailed review of the different skill-based games evaluated within the laboratory to date.



It will also include a high-level overview of the most novel technologies being introduced to casino floors and what regulators are doing to supplement their controls in support these industry advancements.

INNOVATION ROOM

Niles Chambers B&C

Back by popular demand, this year’s Innovation Room, presented by GLI University, promises to inspire you with live demonstrations of the latest gaming technology, insightful knowledge from our subject-matter experts, and “hands-on” examples of GLI’s groundbreaking products and services. We’re proud to partner with IGT and UNLV’s Center for Gaming Innovation; as well as showcase the best-in-class capabilities of Bulletproof’s cyber-security services and Kobetron’s world-class product suite. Innovation: It’s not just a word; it’s in our DNA. Elevate your conference experience with an exciting glimpse into the future of gaming.

1:30 – 5:00 p.m.

GLI Tools & Services

Patrick Cottingham, Client Service Representative, GLI & Finan Bariagabr, Level II Test Engineer, GLI

Once again, we’ve “brought the lab to you,” so you can experience first-hand how GLI is helping transform tomorrow’s gaming landscape through innovations such as using optical sensors to automate testing of games with physical reels and scripts to automate the otherwise lengthy process of game recall. Stop by the “Ask the Experts Lounge” and meet face-to-face with GLI’s engineers to learn how GLI is leading the conversation about such hot-button topics as mobile gaming, software authentication, security, and much more. This year we will be demonstrating GLI’s achievements with Test Automation by showcasing two different types of automation:

- Automation of Games with Physical Reels: This will be demonstrated on an Aristocrat Reel Stepper game and will show how we solved tracking reels stops using optic sensors.
- Automation of Game Recall: This will be demonstrated on an Aristocrat Generation 8 Development Station and will show how we developed scripts to automate this otherwise lengthy manual process.



1:30 – 5:00 p.m.

Tools by Kobetron

David Elmore, Sales & Support Manager, Kobetron & Peyton Langford, Customer Service Representative, Kobetron

Various On-Demand Demonstrations and Q&A on Kobetron, IRIS Online and IRIS Enterprise

Kobetron experts will be on hand to answer all of your software verification questions as well as provide you with the latest trends and advancements in software authentication and security. Share your compliance and verification concerns with their team, and let them provide you with information to help you meet your goals and objectives. Learn about the industry's best tools for software compliance and how you can ensure your gaming floor stays safe and secure. On-demand demonstrations of both IRIS Online® and Kobetron's flagship IRIS Enterprise® systems will be available.

1:30 – 5:00 p.m.

IGT Innovations: Skill-Based Gaming and Persistence Gaming

Steven Morris, Lighthouse Studio Manager Software Engineering II, Cameron Filipour, Lighthouse Studio Producer II, Tom Delibassis, Engineer Software Staff Senior, Player Platforms and Applications, Todd Nash, Senior Director Content, Anthony Sarnblad, Product Compliance & Carrie Porterfield, Product Compliance

1:30 – 5:00 p.m.

Bulletproof Services: Security Aware

Melissa Aarskaug, Vice President of Business Development, Bulletproof & Joelle Sopariwala, Account Executive, Bulletproof

Meet with Bulletproof experts to learn about targeted phishing and user awareness education services that are easy to understand. Help strengthen your security posture by improving the awareness and security of your most valuable assets: your people.

1:30 – 5:00 p.m.

UNLV's International Gaming Institute - Center for Gaming Innovation

Harold Moret, Casino Dominoes, Rachel Wurmbrand, Sling Slot, Troy Pettie, Guru Games, Cameron Coaley, UNLV Center for Gaming Innovation, Brittney Martino, UNLV Center for Gaming Innovation, John Lukasik, UNLV Center for Gaming Innovation, Daniel Sahl, UNLV Center for Gaming Innovation

2:30 – 2:45 p.m.

Refreshment Break and Networking

Egyptian Ballroom



CONCURRENT BREAKOUT SESSIONS

2:45 – 3:45 p.m.

Workshop 1: Bulletproof Services – Stop Risking Your Business: Disaster Recovery is Now Within Reach for Everyone *(One Time Only)*

Galleria C

Facilitator: Perry Reagon MCITP, VCP, Senior Solutions Architect, Bulletproof

Many organizations realize how important disaster recovery is to their business but have assumed it's out of reach financially or just simply too complex of a project to tackle on their own. Do you have a solid plan in place to help your business recover in the event of a natural or man-made disaster?

When your business is down, there is a real cost. This can range from several thousand dollars a day to millions depending on your business. Disaster Recovery has often been viewed as unaffordable, complex and not feasible to put a capability in place, let alone do the planning and testing for a Disaster Scenario. You may be thinking that a strong, sound disaster recovery (DR) plan is going to cost you far too much in time, energy and money, but recovery technology is now more than ever within your reach and can be more affordable than you think with today's technology.

In this session, we will walk you through what's important in a DR planning exercise with the ultimate goal of minimizing the impact of an outage and to get your business back up on its feet as quickly as possible. In addition, we will discuss some of the technology available today that can bring DR within reach for your company.

2:45 – 3:45 p.m.

Workshop 2: Forensic Investigations *(One Time Only)*

Galleria D

Facilitator: Matt Toler, Senior Technical Compliance Engineer, GLI

This session will help attendees gain a greater understanding of how forensic testing is used to determine if a particular event was an abnormal occurrence for outside the normal operating and compliance parameters. This module covers steps to determine if the event warrants a forensic examination and the steps to protect the hardware, software and other pertinent information.

Workshop 3: Advance Game Concepts & Skill-Based Gaming *(Repeat)*

Galleria E

Facilitators: Peter Wolff, Technical Compliance Manager, GLI & Blaine Preston, Senior Client Service Representative, GLI



3:50 – 4:50 p.m.

Workshop 1: Bulletproof Services – Making the Most of Your IT Investment
(One Time Only) Galleria C

Facilitator: Perry Reagon MCITP, VCP, Senior Solutions Architect, Bulletproof

You don't have time to focus on every aspect of getting the most from your IT investment. With a business to run and revenue generating activity to support, sometimes IT is like the engine under the car hood that never gets lifted up. We get it, versions of software get old, equipment too. But at some point, you are putting your revenue generating operations at too much risk. If you are worried about looming end-of-support deadlines for Office 2010, Windows 7 and your aging Cisco Unified Communications solution, you're not alone.

Many organizations have put off key upgrades, delaying costs in favor of steady state operations. But is it only cost you are deferring, or are they really key features and enhancements that can change the way you operate today for the better? We know your casino isn't going to the cloud anytime soon, but that doesn't mean that there's not a lot to be gained by modernizing your IT operating environment. Your team doesn't have enough time and you don't have enough trust built up with IT Service Providers to give you the confidence needed to let them help. That's where we come in. Bulletproof, a GLI Company, has been trusted in the gaming industry for decades to provide quality and service to our client base. We have the key resources and experience to help your organization get to modern platforms without having to figure it all out yourself.

In this session, learn more about the features and benefits of the latest Microsoft operating systems and productivity software, email and collaboration tools. Learn how a modern platform enhances the security and stability of your organization even without saying "Cloud" once in the sentence. We'll walk you through a recent case study with Swinomish Casino and Resort that saw the organization modernize their VM Ware virtualization platform, servers and storage as well as Microsoft Exchange—all without downtime.

3:50 – 4:50 p.m.

Workshop 2: GLI University® Training Program *(Repeat)*

Galleria D

Facilitator: Matt Toler, Senior Technical Compliance Engineer, GLI

3:50 – 4:50 p.m.

Workshop 3: Advance Game Concepts & Skill-Based Gaming *(Repeat)*

Galleria E

Facilitators: Peter Wolff, Technical Compliance Manager, GLI & Blaine Preston, Senior Client Service Representative, GLI

6:00 – 9:00 p.m.

Networking Cocktail Reception: Foundation Room
Mandalay Bay Resort and Casino



Thursday, March 8, 2018

8:00 a.m. – 3:00 p.m. **Conference Registration and Information Desk Open**
Outside of Egyptian Ballroom

8:00 – 9:00 a.m. **Continental Breakfast and Networking**
Egyptian Ballroom

GENERAL SESSIONS

9:00 – 9:15 a.m. **Welcome and Remarks**
Egyptian Ballroom

James Maida, President & CEO, GLI
Paul Speirs-Hernandez, Steinbeck Communications, Event Emcee

9:15 – 10:15 a.m. **Shaping Technical Standards in the Present & Preparing for the Future**
Egyptian Ballroom

Today, States, Tribes, ITLs and other organizations like GSA each create technical standards. However, because technology changes every single day, how can these various groups shape technical standards to keep up? How could new technical standards affect compacts? And how can we get the best regulations without having hundreds of variances that could slow time-to-market and/or make pass-through costs too expensive? This session will meet these questions and more head-on as we get to the heart of the issue of what standards mean and what purpose they serve.

Moderator: Michael Capen, Director Client Services, GLI
Panelists:

- Major Craig Durbin, Assistant Director Security - Oregon Lottery
- Edward Sequoyah Simermeyer, National Indian Gaming Commission, Associate Commissioner
- Jamie Hummingbird, Director, Cherokee Nation Gaming Commission
- Kathryn Isom-Clause, Vice Chair of the National Indian Gaming Commission
- Deb McDaniel, Director of Gaming, ND Office of Attorney General

10:15 – 10:30 a.m. **Refreshment Break and Networking**
Egyptian Ballroom



10:30 – 11:30 a.m.

Gaming Legislation 2018: Will It Be the Most Active in Years?

Egyptian Ballroom

Pennsylvania's far-reaching gaming legislation in 2017 could set the stage for one of the most active wave of policy changes in years. Louisiana and Massachusetts completed extensive gaming policy studies, and a variety of states will continue to deal with sports-related betting, Internet gaming and consideration of new gaming technologies and delivery channels. This panel of regulators, experienced legislative experts and industry analysts will explore the wide variety of policy changes to be considered in 2018 and bring you the latest news, inside information and practical knowledge that will be needed to navigate the myriad of policy changes ahead.

Moderator: **Kevin P. Mullally, Vice-President of Government Relations & General Counsel, GLI**

Panelists:

- Charles LaBoy, Executive Director, Pokagon Band Gaming Commission
- Keith Pickard, Assemblyman – Nevada Assembly District 22
- Victor Rocha, President, Victor Strategies & Pechanga.net
- Chris Grove, Managing Director, Eilers & Krejcik Gaming
- LaVonne Withey, Regulatory Advisor, American Gaming Association

11:30 a.m. – 1:00 p.m.

Networking Buffet Lunch, Provided by GLI

Lotus Ballroom

1:00 – 2:00 p.m.

Blockchain Technology & Cryptocurrency “The Mindset Shift”

Egyptian Ballroom

There are certain industries with which Blockchain technology and Cryptocurrencies have been able to connect on a deeper level, gambling being one, especially online. Some of the most interesting tech and gaming innovators are finding opportunities adjacent to regulatory shifts. As concerns over security, anonymity, and financial transparency prevail, these companies may not get the attention they deserve due to lack of knowledge among the gaming community as well, as fears of potential regulatory barriers. This educational panel features business, technology and legal experts with an understanding of the breakthroughs, benefits and challenges of Blockchain technology and Cryptocurrencies seeking to change the fabric of gaming.

Moderator: **Salim L. Adatia, Vice President iGaming & Canadian Services, GLI**

Panelists:

- Ron Segev, Founding Partner, Segev LLP
- Darius Eghdami, CEO, FansUnite Media Inc.
- Rahul Sood, Co-founder & CEO, Unikrn



INNOVATION ROOM

Niles Chambers B&C

1:15 – 3:15 p.m.

GLI Tools & Services

Tools by Kobetron

IGT Innovations: Skill-Based Gaming and Persistence Gaming

Bulletproof Services: Security Aware

UNLV's International Gaming Institute - Center for Gaming Innovation

2:00 – 2:15 p.m.

Refreshment Break and Networking

Egyptian Ballroom

GENERAL SESSION

2:15 – 3:15 p.m.

Sports Betting and Wagering: "The Fast Track"

Egyptian Ballroom

A major sports betting and wagering case is under review at the Supreme Court, and the ruling could have major implications for jurisdictions across the U.S. So when a state is "next" to have sports betting, what does that really mean? How do modern sports books really work? And what are the security risks and concerns in the migration from standard sports books to online books? This session brings the industry's leading experts together to discuss potential pitfalls, best practices, and crucial areas of risk protection including technical and internal controls, protecting the player data, and reputation management.

Moderator: Mackenzie Haugh, Director of Engineering, GLI

Panelists:

- Charles Cohen, Vice President, Mobile, PlaySpot and North American Sports Betting, IGT
- Adam Steinberg, Executive Vice President, Spectrum Gaming Group
- Andy Cunningham, Director Integrity Services, Sportsradar
- Lindsay Slader, Operations Manager, GeoComply

3:15 p.m.

Closing Remarks

Paul Magno, Executive Vice President & Co-Founder, GLI

**** The Agenda is Subject to Change.***



Hotel Information

Conference Location: Luxor Las Vegas, 3900 S. Las Vegas Blvd., Las Vegas, NV 89119

Conference Registration/Check-In and Information

- Registration is available at www.gaminglabs.com/roundtable2018
- Attendees need to register only one time
- Early check-in: Tuesday, March 6th, 5:00 – 8:00 p.m.
- Check-in: Wednesday, March 7th, 7:30 a.m. – 4:30 p.m.
- Check-in: Thursday, March 8th, 8:00 a.m. – 3:00 p.m.

Networking Opportunities

Refreshment Break and Networking:

- Wednesday, March 7th, 10:15 – 10:30 a.m. / 2:30 – 2:45 p.m.
- Thursday, March 8th, 10:15 – 10:30 a.m. / 2:00 – 2:15 p.m.

Buffet Lunch:

- Wednesday, March 7th, Noon – 1:30 p.m.
- Thursday, March 8th, 11:30 a.m. – 1:00 p.m.

Networking Cocktail Event*

Join us on Wednesday, March 7th from 6:00 – 9:00 p.m. at the Foundation Room at the top of Mandalay Bay Resort and Casino for drinks and food with fellow Roundtable attendees, speakers and industry suppliers. All registered Roundtable attendees and guests will enter through the VIP entrance.

**Attendees must be 21 or older.*