

THE INSIDE STRAIGHT

WINTER ISSUE 2015



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VIDEO POKER NEWS FOR THE CASINO PROFESSIONAL

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THE INSIDE STRAIGHT

WINTER 2015

INTRODUCTION

Welcome to the Winter issue of The Inside Straight. We hope everyone had a great holiday and wish everyone a very Happy New Year! We're starting off the new year with some great news in this issue regarding opportunities to freshen up your floor.

First, we're very excited to introduce a new linked progressive game based on SUPER TIMES PAY® POKER, one of our most successful and longest lasting games ever. We've had linked jackpot video poker games for many years in New Jersey and we've decided to freshen up our offering in two ways.

One is using this great, popular and proven game theme. Players love this game and now big jackpots can be offered on it for both quarter and dollar players. The other new wrinkle is that we're using our multi-state linked progressive technology and combining jackpots for this game in both Nevada and New Jersey. Read more within.



We've also put together what we believe to be a very compelling sales promotion to date. Save thousands in capital and operating costs by upgrading tired 80960 boxes to new, proven AVP® video poker cabinets. Refer to page 4 for details.

We have many tools at our disposal to communicate with you and we are always seeking input for what we can do to be better suppliers to you. If you have any suggestions of video poker topics you would like us to cover or ways you would like us to provide more information to you, please let us know. We'd love to hear from you.

All the best,

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There's never been a better time to upgrade your video poker games!

As you probably know, as of October 2015, all 80960 platforms will no longer be supported by IGT, including all parts and conversions. The good news is, we have an economically and technically compelling upgrade alternative in the form of our proven U-Slant 32-inch cabinets, G20 Uprights and G20 Bar Top games, all supported by our AVP® platform. In fact, the timing to move on from 80960 to AVP® has never been better.

The reason isn't just all the great new AVP® video poker game themes we've developed that players enjoy, but also the fact that players really love our new cabinets. We are delighted that they have taken to them like no other Video Poker cabinet in IGT's recent history.

From an economic standpoint, the proven longevity and earnings power of our video poker products make investing in video poker one of your safest long-term investments for your floor.

We've put together a great discount and trade-in package for your old machines that will save you thousands of dollars on upgrading and also provides for reduced rates on our most popular and high-earning daily fee game, All-Star Poker® II.

We know you have choices in your buying decisions and we'd like to give you some functional and valuable economic reasons to help you make the transition to IGT's newest video poker machines this winter.



INSIDE STRAIGHT



1 EXCITING NEW GAMES

All new games will only be available in AVP® native format providing a solid library of new titles and proven performers.



2 INSTALLATION HAS NEVER BEEN EASIER

A labor- and time-saving new tool named EZ Set-Up is now available and has been specially designed for the AVP® platform. EZ Set-up enables rapid game configuration by creating reusable setup parameters for every machine. This saves slot technicians dozens of hours and also eliminates accidental errors. What used to take hours can now be accomplished in just minutes with EZ Set-up, available on all new AVP® games.



3 SUPERIOR ACCOUNTING

Game Group Accounting is back and better than ever. Now you can not only view the game family play history on-screen, you can sort it from either "dollars played by denomination" or by "game themes played." Even better, you can load the information to a thumb drive and analyze in the quiet, comfort and convenience of your office.



4 IMPROVED USE OF TOP BOX MONITOR

The AVP® platform introduces unparalleled coordination between the main game screen and top box. This improves the effectiveness of attract mode messages, is critical when jackpots are triggered, and creates more energy and excitement for spectators.



5 NO MORE GLASS OR INSERTS

The AVP® platform completely eliminates cumbersome and costly parts like glass and inserts, making conversions a breeze.

6 PREPARED FOR FUTURE ENHANCEMENTS

Because many new future features are likely to be network or possibly “cloud” based, the IGT AVP® platform will allow you to easily and quickly benefit from this capability. AVP® has been engineered for unprecedented expandability and long-term usability.

7 TOURNAMENTS ARE HERE!

AVP® allows users to most effectively exploit IGT’s unique Tournament Manager product. With Tournament Manager, you can run video poker tournaments on their AVP® machines either as stand-alone or banked options. This makes it possible for you to easily offer exciting video poker tournaments, and when a tournament is not in play, your games are still making you money.

8 UNPRECEDENTED FINANCIAL INCENTIVE

For a limited time, we are offering unusually aggressive discounts on new AVP® cabinets, along with superior 80960 trade-in rebates and even locked-in discounted pricing (for one year) on IGT’s most consistently high-earning video poker game, All-Star Poker® II.



AN OPPORTUNITY YOU CAN'T LET GET AWAY ...

IGT is offering an aggressive upgrade package to help you move on to our newer platform and get access to our biggest video poker libraries.

Save thousands in capital and operating costs by upgrading your soon-to-be, obsolete 80960 TRIPLE PLAY™ FIVE PLAY® TEN PLAY™ Video Poker games to our top-performing game, All-Star Poker® II – a game suite that includes all of your players’ favorite traditional TRIPLE PLAY™ FIVE PLAY® TEN PLAY™ Video Poker games, plus consistent high earners, SUPER TIME PAY® POKER and ULTIMATE X POKER®.

Also receive up to a **20% discount** off of our new cabinets with an additional \$1,000 for your 80960 trade-in cabinet. G-20 Uprights, Bar Tops and Universal Slant video poker machines are all eligible for this special offer.

ARE YOU READY TO SAVE THOUSANDS?

Visit www.igt.com/AVPPokerDeal to learn details.

This limited time offer is available through March 15th, 2015. Hopefully, this should provide you with enough time to plan for and take advantage of this great opportunity.

For detailed terms of this offer, visit www.igt.com/AVPPokerDeal

With “Super” and “Mega” in its name, you know this will be HUGE!



Many may not know this, but IGT has had 3 hugely successful wide area POKER progressive (WAP) products in New Jersey for more than a decade. Talk about legs! IGT knows that poker games have longevity, yet even these games put others to shame.

IGT first launched Triple Play Draw Poker in Quarters and Dollars back in January, 1999. Yes, 15 years ago! In 2001, our Spin Poker® video poker link debuted. Since their release, these three links have paid out over \$121,000,000 in Jackpots, awarding checks to multiple, different players weekly.

The operators in Atlantic City have supported these three poker links for so many years because they work. They like the benefit of a frequently hitting jackpot that they aren't on the line for. In addition, these games are busy, always busy... and help to create excitement in the casinos. Add that to games that IGT maintains and supports and you get a win-win.

So now you are wondering why I am blathering on about 15 year old Wide Area Progressive links in New Jersey? Because this proven formula is about to get even better. IGT knows this model works and is hugely successful, yet what would happen if we linked multiple states together (Nevada to New Jersey) on a new link? In January 2015 we did. I'd like to introduce you to the Super Times Pay Mega Progressive™!

Super Times Pay Mega Progressive™ is the industry's most successful multi-hand video poker game. When combined with a large jackpot that both Nevada and New Jersey players can win, the potential for a life-changing event is greater than before.

New Jersey Video Poker Jackpots paid by IGT to date:



TRIPLE PLAY DRAW POKER®
QUARTERS
Hit floors:
January 13, 1999

\$62.5
MILLION
(AND GROWING)



TRIPLE PLAY DRAW POKER®
DOLLARS
Hit floors:
January 14, 1999

\$15.5
MILLION
(AND GROWING)



SPIN POKER
Hit floors:
March 27, 2001

\$43.5
MILLION
(AND GROWING)

Nevada and New Jersey, both known for being two popular video poker markets, will be the first two states to get their hand on this new game, but don't fear, California may be next if the link proves to be popular.

The Super Times Pay Mega Progressive™ will be available in both 25¢ and \$1 denom with expected jackpot resets at \$50,000 and \$200,000, respectively. Theoretical jackpot hits between \$200,000 and \$250,000 for 25¢ and between \$800,000 and \$1million for dollar denom.

In summary, we've taken a proven concept in WAP video poker progressives, paired them with a proven multi-hand favorite in Super

Times Pay® Poker, then linked the games across state lines (Nevada games now link with Atlantic City) to feed the frequently hitting jackpot. We think it's a no-brainer your players will love!

So, if you are reading this and are not located in either Nevada or New Jersey, yet are interested in the game, please let your Poker Product Specialist or Account Manager know, and we will work on adding additional jurisdictions to future launches. If you are located in Nevada or New Jersey and would like more information, please email @ Shannon.Bloom@igt.com (New Jersey) and Nikol.Abelman@igt.com (Nevada).



The #1 Video Poker Community Is Everywhere!



On PCs or Macs



On Smartphones



On Tablets

100's
of Real Casino Games
Not Available Anywhere Else

To explore partnership opportunities, contact Greg Brown at:

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