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INSIDE Straight

VIDEO POKER NEWS FOR CASINO PROFESSIONALS

THE NEW Wheel Poker® Cabinet Pg.3

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IGT Video Poker Sales Specialists

Nikol Abelman
Video Poker Sales Manager
Nevada Region
nikol.abelman@igt.com
(702) 498-6933

Shannon Bloom
Senior Sales Product Specialist
Midwest & Northwest Regions
shannon.bloom@igt.com
(702) 808-9547

Mike Drummond
Senior Sales Product Specialist
Southeast Region
michael.drummond@igt.com
(314) 606-1018

Sal Lambert
Senior Sales Product Specialist
Western Region
sal.lambert@igt.com
(951) 837-6225

Editorial Team

Darnell Johnson
Editor
Senior Manager, IGT Video Poker

Mike Fields
Lead Writer
EVP, VideoPoker.com
mike.fields@videopoker.com

Mike Inks
Art Director, MLI Design
mike@mli-design.co

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IGT
6355 South Buffalo Drive
Las Vegas, NV 89113-2133
702-669-7777
Poker Hotline: 702-896-8201
www.IGT.com


Action Gaming / VideoPoker.com
5220 Haven Street, Hangar 7
Las Vegas, NV 89119
702-737-7005
www.VideoPoker.com

Hello everyone,

Well, the holidays are over now, and we hope that each one of you have enjoyed some quality time with your loved ones and that your business finished off strong in the fourth quarter!

We ended the year with a strong presence at G2E, showing off new games and new directions which we think are crucially important for the future of video poker and our product lines.

If you attended G2E, you may have seen some of our new products, including the innovative Wheel Poker® cabinet, which is now being installed in casinos. In this issue, we describe this new platform, and showcase the new Game King® Keno bundle and Game King® Roulette game. These products were wildly popular at G2E and will no doubt be in your casino too.

Beginning with this issue of *Inside Straight*, we are introducing a new section called “Revenue Tips”. In each issue, we will share some insights on how you can increase your video poker or keno revenue.

We have also included some valuable suggestions in the Tech Tips section which you might want to try out yourselves.

Your business matters to us. If you have any suggestions for topics that would be useful for you in making the most out of your video poker or keno products, please let us know by contacting your Video Poker Product Specialists, or emailing us at IGT.Video_Poker@igt.com.

Sincerely,
IGT Video Poker Team



GAME
SPOTLIGHT

The New Wheel Poker® Cabinet

Wheel Poker® games have been some of the most successful and long-lasting games in the entire gaming industry. Many of these games have been in casinos since 2007 and are still earning well above house average for our customers. And why wouldn't they? The combination of spinning a wheel and the Triple Play Poker® game continues to prove irresistible for casual and die-hard gamblers alike.

In late 2017, we began to deploy our brand-new Wheel Platform Cabinet with the classic Wheel Poker® game. This new cabinet brings a myriad of new features to this product segment. The ability to exploit the full power of a digital top box enables us to deliver a more compelling game experience, provide a more engaging entertainment program, and convert spectators into players more effectively than before.

The first two titles are the Wheel Poker® and Wheel Poker Deluxe® games. The allure of the wheel is still exciting and fun. To add to that, the enhanced play experience offered by the gorgeous digital top screen and the choreographed lights and sounds will make this game even more exciting and enjoyable than the original one.

Early in 2018, we will begin rolling out the Ultimate X Wheel Poker™ game, which we think will be this year's run-away hit. Putting the Ultimate X Poker® game and a wheel together is as innovative and natural as adding peanut butter to chocolate. Nobody will be able to resist the temptation of trying it out, and many will play passionately, just as they do with the classic Ultimate X Poker® game—the most successful video poker theme since the original Triple Play Poker® game was introduced in 1997.

The Ultimate X Wheel Poker™ game provides wheel spins for winning hands, and the wheel slice bonuses include up to 20X multipliers and fixed credit amounts on the wheel. This provides guaranteed wins and immediate gratification for the players.

We already have a backlog and face long lead times on deploying these games, so do not miss out on these. Get on the phone now with your Video Poker Product Specialist and get your order in TODAY!



GAME
SPOTLIGHT

Introducing Game King® Keno and the Game King® Roulette Game

The Game King® Keno Game

Game King® Keno is a new game bundle that includes many of the most compelling multi-card keno games that IGT has ever created. It is an all-in-one package that is designed to provide great variety, fun volatility, and high earnings.

Two of the strongest offerings in this set include the Four Card Cleopatra Keno™ game and the Four Card Caveman Keno™ game. These are multi-card versions of two of the most popular keno games ever developed. It also includes the Triple, Five, and Ten Card Multi-Race Keno™ games—another new game suite that offers higher volatility and entertainment value.

For players seeking traditional IGT® keno and video poker games, we have included Single Card Keno, Four Card Keno™, and many of the most popular single-hand video poker game families in the bundle.



The Game King® Roulette Game

Roulette is a proven fan favorite, and a game that operators have been asking for, as they seek entertaining electronic game options for existing and new players.

The Game King® Roulette game will soon be included in the Game King® bundle, which will be a big draw to the Game King® set.

This new game plays just like a traditional roulette game. So, fans will have no problem in embracing and enjoying the game. With this fun new game option, operators should quickly see a boost in Game King® play.

Both Game King® Keno and the Game King® Roulette game will be available soon. Reach out to your Video Poker Product Specialist for more information.



KENO
REVENUE TALK

An Easy Way to Increase Your Keno Income

Here's a suggestion that will cost you nothing, but should improve your win per unit and player loyalty.

We have noticed that a few gaming operators make a simple, yet very effective, adjustment to their Four Card Keno™ game set-ups. We would like to share this observation with you and give you the chance to try it out yourself.

Most casinos set up the Four Card Keno™ game with a max bet of 4 credits per card for a total wager of 16 credits. Recently, operators have adjusted the traditional 4 credits per card max bet up to 5 credits per card for a total of 20 credits as the max bet.

Many players seem to like this since the increased wager at \$5 for a quarter player is a

nice round wager, just like some of the jackpot amounts. For instance, with 4 credits per card, 6 out of 7 pays 1,600 credits. But, when wagering 5 credits per card, it pays 2,000 credits. Obviously, this is a higher amount, and it also “feels” more substantial. And the new credit amounts make a proven game feel fresh.

This adjustment is easy to make, and it will work on any Game King® or Super Star™ version which you have installed. Upon speaking with the players, they seem to enjoy this since the wager feels more “normal”, just as the case with video poker play.

You can very easily test this revenue tip. It costs you nothing, and we hope you will give it a try!



#1

TECH TIPS

What is an FI Program and Why Do You Need It?

Just to keep you all on your toes, our naming nomenclature has evolved over the years to include P programs, M's, G's, C's, GE's, GI's, FI's, along with the latest and greatest—the PI. This article will focus on the FI, or the Feature (FEAT) programs.

The FI programs are released in conjunction with the GI programs. These are earlier-generation native AVP programs that come with a variety of thumb drives, consisting of the main (GI) and the features (FI). In some cases, the FIs were released after the release of the main GI program and, perhaps, could be missing from your mix.

Feature programs could include the following:

- Digital Glass FI
- Main Menu FI
- EZsetup FI
- Game Group Accounting FI

We recommend that you audit your current games to see what programs you currently have installed, and what programs you might be missing. To do this, please perform the following steps:

- In the Operator Menu, go to Version
- Select Packages
- Review Game Packages and take note of the listed FEAT programs
- Review System Packages and take note of the listed FEAT programs

Once you have determined what programs you have, please reach out to your Video Poker Product Specialist or cross reference against the following online document to research your needs: <https://www.videopoker.com/FEAT>

Having all the necessary FEAT programs will ensure that poker standards are met and allow you to get the most out of your machine.



#2

TECH TIPS

The Meteoric Rise in Volatility

By now, you all must be aware that the No. 1 must-have game family in video poker is Double Double Bonus Poker® (DDBP). Even in a market like New Jersey, where Joker Poker® had been the king for years, DDBP has become the most coveted game family. From the 2,000 credits pay on aces and a kicker to the various quad payouts, DDBP has held the top spot for many years now.

Over the last three years or so—on the heels of DDBP—we started to notice a rise in play on Triple Double Bonus Poker® (TDBP). TDBP equals more volatility—with aces and kicker paying the same as the royal at 4,000 credits, and players opting for

a shorter, but, at times, more exciting ride. However, did you know that in our latest Game King® release, Game King® 8.3, we kicked it up even further and introduced the Triple Triple Bonus Poker™ (TTBP) game? To further the player's quest for volatility, we have surpassed DDBP and TDBP to create the most volatile single-hand game of all time.

With Triple Triple Bonus Poker™, players can now go for 3 top awards of 4,000 credits! These three categories are royal flush, aces with a kicker, and four 2s, 3s, and 4s, with an ace.

If you have Game King® 8.3 on your floor and do not have TTBP enabled, we recom-

mend that you do so immediately. Never have we seen a new game introduced into a Game King® suite do so well at such a short time as the TTBP. When walking on various floors across the country, we often ask to review the meters on the games, and it is not surprising to see the TTBP in either spot 2 or spot 3 in the rankings. Considering the loyalty of video poker players to game families, this statistic is quite staggering.

Volatility is defined as *the tendency to change quickly and unpredictably*. However, one thing is for certain, the Triple Triple Bonus Poker™ success is anything but unpredictable. Enable this option, and you will see for yourself.

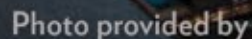


ROYAL FLUSH.....	250	500	750	1000	4000
STRAIGHT FLUSH.....	50	100	150	200	250
4 ACES WITH ANY 2,3,4	800	800	800	800	4000
4 2s, 3s, 4s W/ACE	800	800	800	800	4000
4 2s, 3s, 4s W/2,3,4	400	400	400	400	2000
4 ACES.....	160	320	480	640	800
4 2s, 3s, 4s	80	160	240	320	400
4 5s THRU KINGS.....	50	100	150	200	250
FULL HOUSE.....	9	18	27	36	45
FLUSH.....	5	10	15	20	25
STRAIGHT.....	3	6	9	12	15
3 OF A KIND.....	2	4	6	8	10
TWO PAIR.....	1	2	3	4	5
JACKS OR BETTER.....	1	2	3	4	5

SUPERSTAR POKER® LIVES UP TO ITS NAME AND IS THE HIGHEST-EARNING BARTOP GAME IN HISTORY.



**Contact your Video Poker Specialist
to place an order.**



PT'S
ENTERTAINMENT GROUP