



## Customer

Our customer is a leading gaming technology company based in Macau, China S. A. R. Our customer is one of the mainstays of gambling industry at Macau. It also owns patents to some casino game designs that allow side bets on card game tables like Baccarat, Blackjack etc.

## Business Overview & Gaps

In comparison with casinos in North America and Europe, table games generate an exceptionally high proportion of casino gaming revenue in Macau. It becomes extremely important for gaming operators to choose the composition of table games and slot machine offerings, as well as a mix of gaming and non-gaming amenities.

The demand for table games makes it clear that, at least in the near to intermediate future, the optimal strategy for Macau's casino operators is to retain the high proportion of table games. This is in spite of the fact that the labor costs and floor space demand of table games are typically much higher than those of slots. Nonetheless, because of player preferences and betting patterns, the average net margin per square foot of allocated space from operating table games so far remained considerably higher than that from slot machines.

Sensing an opportunity on the table games, our customer wanted us to implement a solution where bets can be collated from casino tables into a centralized pool to create a progressive jackpot. They were one of the first operators to include progressive table gaming jackpot over a wide area network.

## Business Need

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Towards tapping the opportunity on the table games in Macau, our customer wanted to create a progressive table gaming jackpot solution. They contracted the work to Dusane and its sister concern Game-Tec Labs. The needs of our customer can be summarized as follows:

- Complete end-to-end solution from hardware to software to deployment
- High volume transaction capability in their gaming platform to enable progressive gaming capabilities.
- Robust solution for centralizing progressive gaming over a wide area network
- Architecture to be flexible to customize game configuration to their unique needs
- Architecture to support popular games towards progressive gaming

## Dusane's Solution

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Dusane implemented TranZnet based gaming solution for enabling their progressive gaming capabilities. The casino tables were retro-fitted with a custom designed electronics sensor and control box. The players placed their side bets on the sensor and then these bets get registered on the central transaction system. The jackpot pool is then updated through an accounting system.

Dusane's solution included the following:

- Selection and engagement with a hardware design company to design and manufacture the table electronics. Dusane along with its partner Game-Tec Labs wrote the RFQ and specifications towards evaluating the right hardware vendor for this solution
- Integration of the hardware sensors with the Table PC and central transaction system
- Customization of GTnet Gaming System, accounting and MIS reporting
- Configuration of JBoss towards enabling 24x7x365 failover route and clustering to improve the performance

## Technology

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- Gaming system developed on EJB 3.0 framework and deployed on JBoss App Server.
- JSP/Struts web interfaces for admin console, accounting and MIS
- Oracle 10g database
- C# / Flash based client for the jackpot displays

## Success

- The progressive gaming solution is already live in half a dozen casinos. Our customer is planning to roll this out to another dozen casinos in the next 6 months period
- Dusane's expertise in the entertainment vertical allowed them to offer this solution quickly
- Dusane's existing gaming system with facility for high volume transactions made it an ideal choice for our customer
- Dusane's ability to provide end-to-end solutions through its association with Game-Tec Labs proved very effective for the customers and it resulted in quick turnaround time

## About Dusane

- Core focus is in on building strong technology IP offering solutions in the enterprise application space and Media & Entertainment space
- Key service offerings are Gaming, Media Delivery and Business Transaction Solutions
- Founded in 2006; part of Valuable Group of Companies

Dusane Infotech is a technology consulting and development company with focus on middleware engineering services in the media & entertainment space. Our offerings help our customers reduce their time-to-market; reduce costs and drive business value.

Combining a fresh perspective to high volume business transactions with our experience in advanced technologies, we deliver consistent results for projects rarely achieved with conventional methods. Our proprietary business transactions framework called TranZnet handles high volume centralized transaction over multi location points of transaction.

Customer outcomes are underpinned by our delivery methodology and best practices, proven across the spectrum of Media & Entertainment space and related business sectors.

Dusane Infotech is headquartered in Mumbai, India.



Engineering  
business value

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