



SPORTS BETTING IN THE POST-PASPA ERA

A GLI® WHITE PAPER - **PART TWO**

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PART TWO:

Overcoming Challenges and Maximizing Opportunities with a Solutions-Based Approach to Sports Betting

Introduction – The Seismic Shift in Post-PASPA Sports Betting Continues

The U.S. Supreme Court's striking down of the Professional and Amateur Sports Protection Act (PASPA) in May 2018 began a dramatic upheaval of America's sports wagering landscape that is still causing seismic shockwaves throughout the industry. Operators, suppliers, and regulators are scrambling to comprehend how to best go about moving forward with this newly unfettered form of highly transactional, dynamic, sophisticated, and complex sports-based gaming.

Part One of Gaming Laboratories International's (GLI®) Sports Betting White Paper began to offer a roadmap for understanding the complexities and potential risks involved in this process of establishing sports wagering operations in jurisdictions throughout the country. It went behind the curtain to discover how modern sports betting operations work and how they are a different animal from other forms of traditional gaming, such as slots and table games.

Part One also summarized a brief history of how PASPA came to be and why it was overturned by the Supreme Court, as well as highlighted some of the rapidly unfolding newsworthy developments that have taken place in the sports wagering industry since PASPA's repeal. Also covered was an examination of how sports wagering differs significantly from other forms of gaming. This included a description of the primary functions of a modern sportsbook, how sportsbooks manage risks, and the impact of the Wire Act on interstate sports wagering activities.

Part Two: A Solutions-Based Approach to Sports Betting's Most Difficult Challenges

Part Two of GLI's Sports Betting White Paper continues to explore the many complexities of sports wagering in the post-PASPA era by further examining the many issues facing operators, suppliers, and regulators when contemplating establishing sports betting operations. Some of the key topics in this paper include how sports betting might be regulated and distributed; what kind of bets might sportsbooks take; the significance of clearly defining wagering rules; the challenges, risks, and opportunities presented by the explosive growth of mobile wagering; the race for new sports betting customers; and the brave new world of Artificial Intelligence (A.I.) and how it impacts sports betting.



Additionally, Part Two explains how GLI offers operators, suppliers, and regulators a solutions-based approach to address these many potential risks and pitfalls inherent in establishing or expanding both brick and mortar and online sports wagering operations. For example, how GLI's thorough online sports wagering testing and submission protocols support the delivery of a fair and accurate online sportsbook platform to players.

Part Two also introduces the GLI-33 Event Wagering Systems technical standard. GLI-33 is the world's first set of event-wagering technical standards developed by GLI that provides a solutions-based framework for regulating and implementing sports/event-wagering systems. This includes how GLI-33 was created collaboratively in consultation with industry stakeholders, and how it can be effectively deployed by jurisdictions across the U.S. and elsewhere around the world to ensure the integrity of a jurisdiction's expanding sports betting opportunities.

A Question of Regulation & Distribution

From a regulatory perspective, there are several additional factors that must be determined when looking at implementing a sports wagering operation. First, legislators and regulators must decide which jurisdiction sports betting falls under.

This may vary, some examples as follows:

- Racing Commissions expanding to allow wagers on sports
- Casino Commissions expanding to include sportsbooks in casinos
- Lottery Commissions expanding to allow retail sports betting purchases much like lottery ticket purchasing
- Charitable Gaming Commissions incorporating sports betting into their charitable operations (e.g., place a bet while at the location charitable gaming takes place)
- New Commissions dedicated to sports betting
- Tribal Gaming Commissions

Another major decision to be made is how will the sports wagering be distributed. In other words, what are the channels that will deliver sports wagering to the players? Will they be limited to land-based venues, such as traditional sportsbooks, or will they be licensed to online operators or both? Will the operation be licensed to commercial casinos or operated by the state regulatory body or both? Additionally, these methods of distribution can range from a traditional retail environment to self-serve kiosks to in-venue mobile betting where players can place wagers using mobile devices, but only within a limited geographic range within the physical establishment.

Regulators must also concern themselves with whether there are any conflicts with existing local laws, state laws, or tribal state compacts.



One approach would be to look at the entire lifecycle of a sports wagering enterprise and determine how each stage is affected by the regulatory requirements.

For example:

- How does the system validate the identity of the players and confirm they are authorized?
- How are games/lines set and opened to start? Is this a manual or automated process?
- Are wagers being placed and settled within regulatory and jurisdictional boundaries?
- How are bets accepted and placed on the system? Are there risk control parameters in place to limit liability for the casino?
- How are line updates received and implemented by the system?
- How are wagers settled and paid by the system when the events end?
- What reports are generated by the system? (Financial reports, transaction reports, exception reports, etc.)

What Bets Are Good? What Rules Work Best?

Sports betting alone is a form of event wagering that has a very narrow focus. However, outside of the U.S., it is commonplace to accept wagers on a wide variety of non-sporting activities. For example, who will win a popular reality TV contest, what will be the name and sex of the next royal baby, who will win the next election, and so forth. Jurisdictions must, therefore, decide what kind of bets they are willing to allow. Since these types of wagers are often entirely unpredictable and at the capricious whim of fate, there is an increased risk for a sports betting operator to take this type of a wager.

Then there is the question of rules. While it may appear to be simple on the surface, one of the major pitfalls facing sportsbook operators is that their players don't fully understand the details of what they are wagering on. Let's say two teams go into overtime. Eager bettors cheer for their respective squads and when the final score is posted, the holders of the winning tickets happily storm the betting window to collect their winnings. But, hold on. Not so fast. It turns out that their wagers didn't include overtime and a tie at the end of regulation and, therefore, their winning tickets turn out to be losers. Not clearly understanding exactly what they were betting on results in lots of frustration and potential lost business. While this is a simple example, the complexities of wagering rules increase exponentially when such considerations as ticket buybacks, teasers, game rainouts, injuries, and many other variables are factored into the equation. If there is ambiguity in the posted rules, it can lead to disagreements between the player and the house on bet(s) potentially damaging the integrity of the game, resulting in loss of goodwill for the business.

Mobile Wagering at the Speed of Light

Whether it's through a smartphone app, on a PC or laptop, or another internet-connected device, mobile sports wagering happens at the speed of light. Sports bettors enjoy the convenience, immediacy, and instant gratification of betting on sports events wherever and whenever they want. It's becoming more commonplace for sports bettors to take out their smartphones and place wagers on games while they are happening now. For example, bets could feasibly be placed on things like whether the player will make the next free throw or whether the offense will score on the current drive.



This dynamic betting environment changes minute-by-minute and it means that oddsmakers must constantly digest new information and move the betting line for these isolated events within the game. There's only a window of perhaps a few seconds with bookmakers analyzing broadcast feeds that may be too late to take the wager; although data feeds are getting much faster, data latency is something that must be taken into account. The operator is thus processing thousands of wagers simultaneously, among hundreds or even thousands of game events in real time.

The operator also needs to build in contingencies such as game cancellations, injuries, and other real-world events that can affect the terms of the wager, and then make sure that the player is informed of all those details. This could potentially increase the issue of past post-wager cancellations. The operator also wants to avoid the perception by a player that the house rejected their wager because they won, and so transparency is critically important.

Multiple Online Channels Need Multiple Safeguards

The process of delivering wagering options over multiple channels of online distribution increases the complexities and vulnerabilities of these transactions exponentially. Additionally, mobile wagering does not have the traditional physical safeguards familiar to a brick-and-mortar betting establishment. There are no printed tickets, no cash reconciliation, no surveillance cameras, no secure cash rooms, or live tellers to ensure the proper handling of each wager. Therefore, the same kind of robust controls found in other forms of online gaming must be employed to prevent underage play, thwart money laundering, and provide accurate reporting of online monetary transactions. This entails such things as account-based wagering, where a patron establishes an online account through a mobile betting app or online betting portal; uploading their personal and credit card information to a secure site where the information can be used for a variety of betting transactions. These types of technical controls can actually afford operators and regulators a much more detailed and robust ability to conduct investigations due to the wealth of information that can be stored at a transactional level. However, this is only possible if the systems are storing this information in a way that can be utilized.

In addition to the rapid-fire nature of mobile sports betting, operators and regulators must also consider several practical applications as well. Will a sportsbook, for example, allow mobile wagering only within the immediate vicinity of the physical sportsbook? Geofencing technology provides the technical methodology to limit or restrict wireless access within permissible boundaries. But there needs to be clear regulatory guidance as to the extent of these limitations.

To mitigate these inherent risks involved in mobile wagering, it is essential that the online Sportsbook Platform be thoroughly tested and certified as compliant to the appropriate jurisdictional standards governing online sports wagering. To that end, GLI offers comprehensive testing of these online Sportsbook Platforms in a laboratory setting to ensure compliance with these regulations, thereby confirming the integrity of the platform.



What Would the Lab Typically Test for Online Sportsbooks?

The environment will vary depending on the vendor's unique product but, regardless, it will typically consist of the systems, processes and procedures that support the delivery of the Sportsbook Platform to players.

A high-level overview of the types of elements GLI will be looking at include (but are not limited to) the following:

- Player Account Controls/Authentication
- Geolocation Verification
- Base and Peripheral Web Pages (Artwork & Functionality)
- Wagering Disclosure and Operation
- Settlement Determination and Display
- Payment of Winnings
- All Supported Wager Types (Straight, Fixed Odds, and Exchange)
- Cancellation, Voiding, Suspension, or Termination of Bets or Events
- Financial/Operational Accounting and Reporting
- Wagering History
- Shutdown and Recovery
- Desktop and mobile compatibility (if applicable)
- Technical Standards-Specific Requirements
- Source Code Review
- Software and System Version Control
- Submitted Documentation Review

And What Would an Online Sportsbook Submitter Provide?

The environment will vary depending on the vendor's unique product. However, the types of submission materials GLI would typically require when it comes time for actual testing might include (but not be limited to) the following:

- A secured testing environment
- Pre-funded player accounts and administrator credentials (accounts and passwords) for front-end testing and back-end verification
- Back-end access to verify all reporting (bet placement, settlement, and receipt payment logic) as well as administrative control requirements
- Any special tools required to conduct the compliance evaluation



The Race for New Sports Betting Customers

Like championship thoroughbreds, gaming operators and suppliers are sprinting out of the gate, eager to finish first in the new lucrative sports betting market. They're all seeking the same elusive prize: new customers. They'll be riding their sports betting player databases hard as they seek to identify the most passionate segments of their sports betting audience.

In this quest for customer acquisition and retention, operators will look to a variety of sources, including:

- Loyalty databases
- Known retail patrons
- Paid advertising/promotional campaigns
- Unknown patrons
- Social media engagement
- Website visitors

They'll also use a variety of tools to attract both new customers and incentivize existing customers, including a mix of owned, earned, and paid advertising. Another big trend in customer acquisition is focusing on actionable psychographic business intelligence (BI) for marketing personalization and automation; leveraging key psychographic, behavior-based data.

The Brave New World of A.I. and Sports Betting

Industry analysts also predict that another major trend which will significantly impact both fan engagement and perhaps remake sports wagering itself is the use of Artificial Intelligence (A.I.). As Dyllan Furness of *Digital Trends* points out, "Competitive sports are ultimately numbers games. Whether it's a gymnast racking up points on a balance beam, ...or a football team scoring on a last-second Hail Mary pass, all matches are won and lost by numbers."

According to Furness, it's all about the quality and consistency of data used by A.I. to accurately predict sports outcomes. He notes that "...the circumstances surrounding this data also needs to be relatively consistent" for A.I. to be effective. However, as Furness explains, there are "plenty of unseen influencers" such as player dynamics, that can measurably affect the outcome of a sports contest.

Furness points out that there are already several companies that are looking to capitalize on A.I. and sports betting. One of these is a London-based startup that, according to Furness, is pairing deep neural networks with dozens of human analysts to predict the outcome of soccer matches. Yet another cutting-edge company used a process called "swarm intelligence" to make remarkably accurate predictions. The company made headlines when it successfully predicted the outcome of the Super Bowl, down to the exact score. Their system also successfully predicted 11 out of 15 Oscar winners, besting the New York Times' film critic's prognostication. Most amazingly, this same A.I. technology also successfully predicted a Kentucky Derby "superfecta" by accurately placing the winners of the Derby in their exact order, beating 540 to 1 odds.



In a provocative January 2018 online article published by *Gambling Insider* called “Sports Trading and A.I. – Taking The Human Out of Sports Betting,” the publication notes that “greater technological integration into betting has revolutionized the sports betting market, giving individuals access to millions of new betting markets and presenting bookmakers with an opportunity to grow revenue in an economically efficient way.” *Gambling Insider* calls this second technical revolution using artificial intelligence in odds making “...the next digital frontier in sports betting.” But, as the publication states, “Moving into unknown territory carries with it dangers to both the bookmaker utilizing the technology and the consumer taking advantage of it.”

While an A.I. oddsmaker can make hundreds of thousands of calculations per second, leaving their human counterparts “in the dust,” A.I. nevertheless still cannot currently replicate the experience of a human, states the publication.

“One thing remains certain: the sports betting industry has accepted artificial intelligence algorithmic sports trading into the fold, but the nature of the relationship between human sports trader and A.I. algorithm will be an ever-evolving one, with both seemingly being required to be of benefit to the industry,” concludes *Gambling Insider*.

From mobile wagering at lightspeed to artificial intelligence, the brave new world of sports betting in post-PASPA America is indeed in the throes of historic technological change and seismic state and federal legislative evolution.

Sports betting operators, suppliers, and regulators who are facing uncharted digital territory of sports wagering, therefore, need a comprehensive guide that will illuminate a path toward successful implementation of sports wagering across the country. Fortunately, there is just such a roadmap for navigating this undiscovered country. It’s called GLI-33.

GLI-33 Event Wagering Systems – Where Sports Wagering Rules Are Born

This section introduces the GLI-33 Event Wagering Systems technical standard, explaining how it came about and how it addresses many of the challenging technical and operational issues regarding sportsbooks and sports wagering previously discussed.

Gaming Laboratories International (GLI) started in the business of testing, assessing, reviewing, and certifying gaming devices and systems to certain sets of standards established by relevant jurisdictions worldwide. The regulatory bodies in each of these jurisdictions have the authority to establish their own set(s) of standards, which govern the use of these gaming devices and systems.



Since its inception as a company in 1989, GLI began developing its own set of technical standards which could also be used by regulators as a starting point in developing their own regulations, making them the established base standards for gaming devices and systems around the world. Each standard in the GLI Standard Series is a culmination of industry best-practices and is continually updated based on industry feedback. The GLI Standards are true “industry standards” in that they are created using a collaborative approach which involves thousands of gaming industry stakeholders. Regulators have chosen to adopt GLI’s technical standards in their entirety or modify them to their specific needs.

GLI Standards also benefit gaming operators and suppliers by providing a set of technical guidelines for developing new gaming equipment and systems which can be tested against a clearly articulated set of widely accepted technical standards. This helps avoid a patch-work set of technical regulations from jurisdiction to jurisdiction, saving both time and money for operators, suppliers, and regulators. GLI makes its technical standards available free of charge because standardization of technical requirements benefits the gaming industry as a whole.

GLI-33 Officially Released

Currently, there are 20 such technical standards which comprise the GLI Standard Series. The latest of these is “GLI-33: Event Wagering Systems,” which was officially released to the gaming industry on August 7, 2018. (Note it is available for free download at <https://www.gaminglabs.com/gli-standards> in three languages: English, Spanish, and Simplified Chinese.) GLI-33 came about because of U.S. state regulators, sports betting operators, Tribal Nation regulators, lotteries, and industry suppliers asking GLI to establish a clear and cohesive technical standard for sports/event wagering systems designed to help them regulate and/or implement legal wagering on sports and other events.

In response to this industry demand, GLI assembled a global team of sports wagering experts who spent nearly a year crafting the initial draft GLI-33 standard. This team of 75 technical compliance staff, regulatory service staff, and supplier services staff leveraged GLI’s decades of extensive global sports/event wagering experience throughout markets in Australia, Europe, Africa, Latin America, Canada, and the U.S. (specifically Nevada).

The team analyzed and included portions of sports wagering regulatory documents from South African Bureau of Standards (SABS); the Association of Racing Commissioners International (ARCI); British Columbia Gaming Policy and Enforcement Branch (GPEB); Danish Gambling Authority; Nevada Gaming Commission and Gaming Control Board; Northern Territory Racing Commission; Spanish Directorate General for the Regulation of Gambling (DGOJ); Tasmanian Liquor and Gaming Commission; the United Kingdom’s Gambling Commission; and Victorian Commission for Gambling and Liquor Regulation.

The draft of GLI-33 was then submitted for public comment, during which time gaming and lottery operators, suppliers, regulators, test laboratories, industry trade associations, and other key stakeholders were able to review the standards and provide feedback. As with all GLI Standards, GLI-33 is a “living document” that will continue to be refined as part of an ongoing process of gathering industry input.



GLI-33

Regulators Adopt GLI-33

Shortly after GLI-33 was officially released, several regulatory bodies immediately adopted and/or began accepting certifications to the new standard, including the State of Mississippi, Mississippi Band of Choctaw Indians, the Cherokee Tribal Gaming Commission of North Carolina, the West Virginia Lottery, and the Rhode Island Lottery.

The Mississippi Band of Choctaw Indians made history on August 31, 2018, when their new sportsbook at the Pearl River Resort became the first tribal sportsbook in the U.S. to open with a system fully certified as compliant with GLI-33. Moreover, GLI assisted the Mississippi Choctaw Gaming Commission's technical and auditing staffs with on-site support to verify internal controls and installation configurations; ensuring a flawless "go-live" of the sportsbook. Additionally, GLI provided on-site training on the various aspects of sports wagering from a technical, regulatory, and operational perspective.

What Sports Wagering Issues Does GLI-33 Specifically Address?

There are a myriad of technical and operational areas that must be considered to ensure the integrity of the sports wagering enterprise and protect the public because there are so many configurations, options, and decisions that take place within a sports wagering operation. GLI-33 was specifically developed to address many of these challenging issues. It provides operators, suppliers, and regulators with a framework to develop robust regulatory controls while allowing for the advancement of technological innovation; establishing confidence in the technical infrastructure and processes that support the overall system.

A Clear Set of Standards

The fundamental goal is to ensure that all devices and systems perform as expected. Creating a set of clear and thoughtful technical standards ultimately protects the player, the operation, and helps to establish confidence that the deployed sports wagering product is robust and secure. GLI-33 establishes a clear foundation of requirements that cover the core regulatory objectives established by the global community of operators, suppliers, and regulators. This foundation can then be customized to layer in additional jurisdiction-specific requirements to meet the local needs of the operation, enabling customization as needed while also establishing enough standardization so that the industry can flourish without an excess of disparate requirements from jurisdiction to jurisdiction.

Once this regulatory foundation is established in a given jurisdiction, gaming and technology suppliers can then submit their sports wagering devices and systems to GLI's laboratory to be tested and evaluated against those specific criteria. Ultimately, GLI issues a certification giving the supplier and regulator confirmation from an independent source that the sports wagering product performs as expected and is compliant with the regulations.



Clarifying Best Practices

The GLI-33 standard also adds clarity in numerous areas. For example, it eliminates subjective criteria in analyzing and certifying Event Wagering Systems, giving operators, suppliers, and regulators an equal baseline for evaluation, while also distinguishing between local public policy and independent test laboratory criteria. The standard also helps regulators to ensure wagers on events are fair, secure, and able to be audited and operated correctly so that the public trust is maintained.

GLI-33 also sets forth best practices concerning three major areas of event wagering technology: point-of-sale wagering devices, self-service wagering devices, and remote wagering devices. The standard then examines and puts forth best practices applying to operators, suppliers, and to players. For example, one chapter is dedicated exclusively to player account management, including player registration and player account controls, such as age and identity verification, privacy, self-imposed limits, or others.

Knowing the Rules

Another chapter specifically describes the information which must be made available to the player through the wagering device or upon request at a sports betting venue. This section ensures that players have the transparency they need to understand how their money will be handled when they place a bet. This includes payout information, rules of participation, all wagering eligibility and scoring criteria, available events and markets, line postings, and advertising awards. This section also covers the unambiguous posting of payout information, including all winning positions, rankings, and achievements, along with their corresponding payouts, for any available wager option. This includes standards for how wagers are selected, placed, recorded, or canceled. It also provides a process for payment of winnings, whether they be fixed-odds wagers, pari-mutuel wagers, or dividends.

A Mobile Wagering Framework

GLI-33 also creates a framework for mobile sports wagering. As was previously mentioned, the proliferation of mobile sports wagering poses an array of technical and operational challenges. GLI-33 devotes an entire chapter to remote wagering devices which may be used on an in-venue network or via the internet. This chapter sets forth certain technical and player limitations, such as prohibiting the transfer of funds and/or data between players via chat or other means. It also addresses such issues as player inactivity, the use of tracking cookies, device integrity, location data fraud (e.g. fake location apps, virtual machines, etc.), reporting and analytics, including real-time data feeds, potential fraud risks, and an alert system to identify unauthorized or improper access.

System Security of Paramount Importance

One of the most critical issues facing sports betting operators, suppliers, and regulators is system security. GLI-33 provides several steps which can be applied to the crucial components of event wagering systems to ensure that players are not exposed to unnecessary security risks by participating in sports wagering activities. This includes such key security features as physical security and intrusion protection; logical access control through secured passwords or biometrics; securing player wagering data against alteration, tampering, or unauthorized access; prevention of data alteration; server programming; unauthorized duplication or modification of software; and communications protocols/connectivity over public networks, Wireless Local Area Networks (WLAN), and with third-party service providers. This section also provides guidance for backup and recovery due to system failure, including business continuity and disaster recovery.



Critical System Processes & Operational Reports

GLI-33 also offers specific guidance detailing system and operator requirements, including shutdown and recovery, wagering controls, data retention, player account information, and significant event logs. Additionally, this section provides for the capabilities of the event wagering system to generate an array of key operational reports, such as operator revenue, operator liability, promotion/bonus summary, future events, contest/tournament, player account balance, and taxation.

Most significantly, this section of GLI-33 also offers guidance for developing a robust risk-management process based on regulatory requirements. This includes identifying and/or refusing to accept suspicious wagers; reasonably detecting irregular patterns or series of wagers to prevent player collusion; preventing wagers using insider information and adopting Anti-Money Laundering (AML) procedures.

Evolving with Technology

Moreover, the GLI-33 standard, as with all GLI standards, was deliberately written to easily accommodate future evolutions in technology. Technologies come and go and the same will be the case with sport and event wagering technologies – they will continue to change, so the technical standards should be flexible enough to evolve in methodical, reasoned ways that simultaneously allow for the embracing of new technologies while protecting and maintaining the public trust.

The GLI-33 Event Wagering Systems technical standard addresses many of the key issues facing sports betting operators, suppliers, and regulators. While many regulatory bodies across the U.S. may choose GLI-33 as a starting point for developing their own robust set of governing rules and regulations, we have also seen that GLI-33 can be adopted “out of the box” in its entirety to give regulators a fully functional set of technical guidelines developed in consultation with the global community of operators and regulators.

This concludes Part Two of GLI’s Sports Betting White Paper. Part Two continued to explore the many complexities of the modern sports betting operation. It shed light on some of the many issues, risks, problems, and pitfalls facing operators, suppliers, and regulators as they seek to establish successful brick and mortar and online sports wagering operations in jurisdictions across the U.S. newly opened to sports wagering by the Supreme Court’s repeal of PASPA.



Gaming Laboratories International: Your Winning Sports Betting Partner

For nearly 30 years, GLI has been at the forefront of helping operators, suppliers, and regulators around the world develop successful sports wagering strategies. GLI tests and certifies a wide variety of sports wagering, including online, non-sports event-based wagering, fixed-odds betting, pool betting, parlay betting, and betting exchanges. This testing assures that wagers made online for events comply with appointed jurisdictional standards and that these wagers are accepted in a fair and secure manner.

GLI's testing of sports wagering systems also assures that all wagers placed are correctly resolved and paid on the correct odds and rules corresponding to the game or event. Additionally, GLI's veteran team of experts help to ensure the integrity of the betting process and that appropriate mechanisms and controls are in place for adherence to technical requirements associated with the handling of wager disruptions, cancellations, abandoned events, and refunds. Both front and back-end wagering activity is analyzed to confirm a complete and accurate log of transactions, performance, and payments for regulatory, taxation, player disputes, and other purposes.

GLI's extensive sports wagering knowledge, technical capabilities, and expertise also help ensure that the platform functionality, payment and third-party integration of sports wagering operations will be successful right out of the gate. Additionally, GLI has also been at the vanguard of pioneering testing for Daily Fantasy Sports (DFS), including developing a unique service for fantasy sports applications which does not depend on the historical performance of actual fantasy players; allowing for such analysis to take place even before new games come to market.

Tested. Proven. Trusted. Choose GLI.

The repeal of PASPA has opened an exciting, challenging, and potentially rewarding new playing field for sports betting operators, suppliers, and regulators across the country. The explosive growth of sports wagering has captured the headlines and dominated the discussion at gaming industry trade events such as the Global Gaming Expo (G2E) and ICE Sports Betting USA. Move up to the big leagues and get into the game with the world's leading sports wagering test lab and consultant.

To view Part One of GLI's Sports Betting White Paper please [click here](#).

For more information, please visit us online at gaminglabs.com. To view our informative, free GLI Webinar: "Understanding Sports Betting – Policy Issues That Need to be Addressed," please [click here](#).

And [click here](#) to download your free copy of GLI-33 Event Wagering Systems.

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About GLI

Gaming Laboratories International (GLI®) is the world's leading land-based, iGaming and lottery testing laboratory. For nearly 30 years, Gaming Laboratories International, LLC has continuously delivered the highest quality land-based, lottery and iGaming testing and assessment services with supreme accuracy while reducing time to market.

With over 23 laboratory locations spread across Africa, Asia, Australia, the Caribbean, Europe, North America and South America, GLI holds U.S. and international accreditations for compliance with ISO/IEC 17025, 17020, and 17065 standards for technical competence in the gaming, wagering and lottery industries.

GLI's Professional Services Qualifications:

- Certified Quality Software Engineer (CSQE)
- Certified in Risk and Information Systems Control (CRISC)
- Certified Information Security Manager (CISM)
- Certified Information Security Auditor (CISA)
- ISO 27001 Lead Auditor (LA)
- Payment Card Industry Qualified Security Assessor (QSA)
- Payment Card Industry Professional (PCIP)
- Certified Quality Software Engineer (CSQE)
- Certified Ethical Hacker (CEH)

FOR MORE INFORMATION

For more information on the services offered by GLI, please visit gaminglabs.com.

REQUEST A CALL

To request a call or to ask a question, contact one of GLI's North American office locations listed. A GLI representative will respond to your inquiry within two business days.

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