

Deloitte Gaming: Matching Services with Casino Lifecycle

Our clients value a forward looking view for resource planning to achieve a successful grand opening and beyond



Step 1: Inception

- Strategic vision
- Define operating model – independent or joint venture
- Regulatory/compliance definition & approval
- Support from key stakeholder groups and community
- Assembly of project leadership and core team
- Tax planning
- Business case



Step 2: Planning

- Establishment of governance structure and PMO
- Organizational design
- Selection of management company if applicable
- Selection of architecture firm
- Property specifications
- Site selection
- Market analysis
- Branding, target market, and positioning
- Financing agreements
- Gaming license application and regulatory infrastructure
- Budget development



Step 3: Development

- Ground breaking/ commencement of construction
- Workstream management
 - Construction
 - Third party agreement
 - Functional operations
 - Financial management
 - Regulatory
- Talent acquisition, deployment, and development
- Security
- Develop internal controls to meet regulatory requirements
- Construction advisory/audits



Step 4: Operation

- Third party relationships
- Casino operations
- Food and beverage
- Retail
- Entertainment
- Back office operations
 - Finance
 - Marketing
 - HR
 - Loyalty programs
 - IT
 - Procurement
- Communications
- External
- Internal
- Communications
- Financial Close and regulatory reporting requirements
- Internal and External Audit requirements

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Representative Services to Clients

Cost Reduction

- Business operating model
- Service delivery model / staff resizing
- Commodity and direct sourcing
- Working capital optimization
- Unit footprint optimization
- Operating equipment efficiency

Financial Advisory Services

- Anti-Corruption/FCPA compliance & controls
- Third Party Due Diligence
- Corporate Investigations
- Litigation Support
- Discovery/Computer Forensics
- Real estate advisory services
- Capital project consulting
- Reorganization services
- Dispute consulting and forensics
- Corporate finance
- Securitization
- Anti-fraud programs and controls
- Anti money laundering

Merger and Acquisition Services

- Pre-acquisition due diligence
- Purchase accounting services
- Integration support
- Valuation services
- M&A strategy consulting

Governance and Compliance

- Food Safety
- Enterprise risk management
- Corporate governance services
- Corporate ethics and compliance
- Privacy services
- Compliance systems
- Contract compliance
- Gaming regulatory compliance

Enterprise Sustainability

- Sustainability strategy
- Energy & natural resource management
- Sustainable operations & supply chain
- Sustainability reporting, assurance & compliance
- Sustainability governance & risk intelligence
- Human capital & stakeholder engagement
- IT for sustainability

Tax Services

- Tax compliance and co-sourcing
- Multi-state tax planning
- International tax planning
- Transfer pricing
- Tax credits and incentives (R&D)

Business Strategy and Operations

- Corporate strategy
- Operations excellence
- Customer and channel strategy
- Supply chain services
- Corporate real estate
- Loyalty program innovation
- Brand standardization

Financial Accounting, Reporting and Control

- External audit services
- Internal audit services
- Sarbanes-Oxley/404 compliance
- International financial reporting standards (IFRS)
- Financial transformation
- SSAE16 services
- Information risk management
- Business continuity management
- IT security services

Technology Solutions

- Technology strategy
- Enterprise applications
- Enterprise architecture
- IT cost reductions
- Merger integration
- Information management
- Application outsourcing and offshore development
- Cyber Security

Human Capital

- HR operations and technology
- Talent strategy and rewards
- Change leadership
- Enterprise learning strategy and technology
- Qualified plan compliance
- Employee benefit risk management
- Global equity design and planning