

Downstream Authority of the Quapaw Tribe of Oklahoma Regular Meeting
June 10, 2016

Meeting Called to Order: 1:00 pm

ROLL CALL:	John Berrey, Chairman	Present
	Larry Ramsey, Secretary	Present
	Ranny McWatters, Treasurer	Absent
	Marilyn Rogers, Member	Present
	Tamara Reeves, Member	Present

DECLARATION OF QUORUM: announced by Larry Ramsey

Lena/Mary Jane/Jani
DLC

- Discussion about grandson
- Meet again after he completes evaluation
- Currently not permanently expelled

Jani/Kent/Thomas
Financial Update

- EBITDA Sensitivity Analysis
- Comparison though 6/8/16

Payscale Updates

- Updates to three departments are needed to be competitive
 - EGM \$180K increase
 - IT \$40K increase
 - Q Club \$30K increase
- Details attached

Motion by DDA Member Tamara Reeves to approve increases as presented. Seconded by DDA Secretary Larry Ramsey. VOTE JB: yes, RM: absent; LR: yes; MR: yes; TR: yes (4 yes, 0 no, 1 absent) motion carries.

Surveillance Org Chart Change

- Network Specialist – new position
- Job description attached

Motion by DDA Member Marilyn Rogers to approve position as presented. Seconded by DDA Member Tamara Reeves. VOTE JB: yes, RM: absent; LR: yes; MR: yes; TR: yes (4 yes, 0 no, 1 absent) motion carries.

Personal Leave

- Updates – (see attached)
 - Maternity Leave
 - Administrative leave
 - New Hire Leave

Motion by DDA Secretary Larry Ramsey to approve updates as presented. Seconded by DDA Member Tamara Reeves. VOTE JB: yes, RM: absent; LR: yes; MR: yes; TR: yes (4 yes, 0 no, 1 absent) motion carries.

Uniforms

- GSA/GSR/Front Desk/Bell
 - Proposed new options
 - Bell - summer short sleeve option requested
 - Front Desk – black shirt (men's/women's)
 - GSA/GSR – updated vests
- Ambassadors
 - Women – blue shirt with vest
 - Men – striped shirt

Buffet Booth Seats

- Reviewed options for new covers
 - Solid color for seats
 - Design for seat backs

Gaming Systems

- VGT vs IGT
- See attached recommendations
- Consensus of the DDA to go with the VGT/Oasis System as recommended by EGM & IT.

Adjourn: 2:30 pm

SLOTS

PAY GRADE	PAY BAND	Job Title Head Count	FLSA Code	MIN	25%tile	MEDIAN	75%tile	MAX
	2	Slot Shift Supervisor	Exempt	\$32,000.00	\$38,400.00	\$46,080.00	\$55,296.00	\$66,355.20
	2	Traning Supervisor	Exempt	\$32,000.00	\$38,400.00	\$46,080.00	\$55,296.00	\$66,355.20
	3	Assistant Slot Shift Manager	Exempt	\$43,000.00	\$51,600.00	\$61,920.00	\$74,304.00	\$89,164.80
	*4(a)	Slot Shift Manager	Exempt	\$47,350.00	\$56,820.00	\$68,184.00	\$81,820.80	\$98,184.96
	*5(a)	Slot Technical Manager	Exempt	\$56,350.00	\$67,620.00	\$81,144.00	\$97,372.80	\$116,847.36
	6	Slot Director	Exempt	\$65,000.00	\$78,000.00	\$93,600.00	\$112,320.00	\$134,784.00
O-B		Slot Attendant	Non-exempt	\$5.25	\$6.30	\$7.56	\$9.07	\$10.89
10		Apprentice Technician	Non-exempt	\$13.05	\$15.66	\$18.79	\$22.55	\$27.06
11		EGM Technician	Non-exempt	\$14.20	\$17.04	\$20.45	\$24.54	\$29.45
9		Administrative Assistant	Non-exempt	\$11.65	\$13.98	\$16.78	\$20.13	\$24.16
10		Slot Inventory Control Specialist	Non-exempt	\$13.05	\$15.66	\$18.79	\$22.55	\$27.06
10		EGM Project Coordinator	Exempt	\$13.05	\$15.66	\$18.79	\$22.55	\$27.06
13		Sr. Lead Slot Tech	Non-exempt	\$21.00	\$25.20	\$30.24	\$36.29	\$43.55
12		Sr EGM Technician	Non-exempt	\$17.50	\$21.00	\$25.20	\$30.24	\$36.29
12		Electronics Technician	Non-exempt	\$17.50	\$21.00	\$25.20	\$30.24	\$36.29

Slots				
LastName	FirstName	PositionTitle	Current Pay Grade Wages	New Pay Grade Wage
Andrews	Christopher	Apprentice Slot Tech	\$ 9.25	\$ 13.25
Sixkiller Henningsen	Dianne	Assistant Lead Slot Technician	\$ 16.39	\$ 20.39
Bass	Leonard	Slot Technician	\$ 15.94	\$ 19.94
Stidham	Teddie	Slot Technician	\$ 13.88	\$ 17.88
January	Derrick	Slot Technician	\$ 12.22	\$ 16.22
Ritter	Nickolas	Slot Technician	\$ 11.64	\$ 15.64
Jordan Jr	Nicholas	Slot Electronics Technician	\$ 22.78	\$ 26.78
Hughes	Scott	Slot Electronics Technician	\$ 18.36	\$ 22.36
Vandenburg	Lesla	Slot Lead Technician	\$ 19.67	\$ 23.67
McCoy	Brian	Slot Lead Technician	\$ 18.07	\$ 22.07
Starks	William	Slot Shift Manager	\$ 74,088.00	\$ 76,263.00
Chatman	Andrea	Slot Shift Manager	\$ 44,100.00	\$ 48,450.00
Kassner	Daniel	Slot Shift Manager	\$ 46,305.00	\$ 50,655.00
Heifner	Michael	Slot Shift Supervisor	\$ 30,050.02	\$ 34,400.02
Baker	Curtis	Slot Shift Supervisor	\$ 27,650.00	\$ 32,000.00
Peterson	Scott	Slot Shift Supervisor	\$ 28,894.25	\$ 33,244.25
Mate	James	Slot Shift Supervisor	\$ 28,617.75	\$ 32,967.75
Rowland	Kimberly	Slot Shift Supervisor	\$ 28,756.00	\$ 33,106.00
Gates	Martin	Slot Shift Supervisor	\$ 27,650.00	\$ 32,000.00
Correa	Lizette	Slot Shift Supervisor	\$ 27,650.00	\$ 32,000.00
Mate	James	Slot Shift Supervisor	\$ 28,617.75	\$ 32,967.75
Reser	Cheryl	Slot Supervisor/Trainer	\$ 29,903.48	\$ 34,253.48
McDonald	Marlin	Slot Technical Manager	\$ 64,000.00	\$ 66,175.00
Kuse	Robbin	Assistant Slot Shift Manager	\$ 38,480.00	\$ 40,655.00
Kilby	Christopher	Assistant Slot Shift Manager	\$ 45,669.75	\$ 47,845.00
Kelly	Annette	Assistant Slot Shift Manager	\$ 38,000.00	\$ 40,175.00
Annual Salaries			\$ 937,508.86	\$ 1,114,234.11

IT								
PAY GRADE	PAY BAND	Job Title Head Count	FLSA Code	MIN	25%tile	MEDIAN	75%tile	MAX
	*2(a)	Application Specialist	Exempt	\$36,000.00	\$43,200.00	\$51,840.00	\$62,208.00	\$74,649.60
	*2(a)	Network Specialist	Exempt	\$36,000.00	\$43,200.00	\$51,840.00	\$62,208.00	\$74,649.60
	*2(a)	Security Specialist	Exempt	\$36,000.00	\$43,200.00	\$51,840.00	\$62,208.00	\$74,649.60
	5	Systems Analyst	Exempt	\$52,000.00	\$62,400.00	\$74,880.00	\$89,856.00	\$107,827.20
	5	Network Operations Manager	Exempt	\$52,000.00	\$62,400.00	\$74,880.00	\$89,856.00	\$107,827.20
	5	Application Manager	Exempt	\$52,000.00	\$62,400.00	\$74,880.00	\$89,856.00	\$107,827.20
	6	Director of IT	Exempt	\$65,000.00	\$78,000.00	\$93,600.00	\$112,320.00	\$134,784.00
10		Support Technician III	Non-Exempt	\$13.05	\$15.66	\$18.79	\$22.55	\$27.06
*11(a)		Support Technician II	Non-Exempt	\$15.25	\$18.30	\$21.96	\$26.35	\$31.62
13		Support Technician I	Non-Exempt	\$17.50	\$21.00	\$25.20	\$30.24	\$36.29

IT

LastName	FirstName	PositionTitle	Current Rates of Pay		New Pay Grade Wages	
Campbell	Robert	IT Application Specialist	\$	47,852.00	\$	51,852.00
Sweeney	Kevin	IT Network Specialist	\$	40,000.00	\$	44,000.00
Decker	Chad	IT Application Specialist	\$	40,000.00	\$	44,000.00
Bigbee	Leslie	Security Specialist	\$	47,250.00	\$	51,250.00
Long	David	SupportTechI	\$	16.00	\$	19.30
Whitecrow	Mikel	SupportTechIII	\$	11.58	\$	13.25
Downs	Dennis	SupportTechIII	\$	11.30	\$	13.05
Wilkinson	Alexandra	SupportTechII	\$	13.50	\$	15.75
Maketa	Purcell	SupportTechIII	\$	13.05	\$	14.80
Fletcher	Joshua	SupportTechII	\$	13.50	\$	15.75

Annual Salaries	\$	339,281.60	\$	382,254.00
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Players Club				
LastName	FirstName	PositionTitle	BasePayRate	New Wage Increase 1.05
Altman	Connie	Players Club Dual Rate Supervisor	\$ 15.95	\$ 17.00
Bass	Kathleen	Players Club Representative	\$ 11.59	\$ 12.64
Moss	Michelle	Players Club Representative	\$ 14.44	\$ 15.49
Wood	Kathy	Players Club Representative	\$ 14.43	\$ 15.48
Archer	Kylea	Players Club Representative	\$ 10.35	\$ 11.40
Upton	Jo	Players Club Representative	\$ 9.48	\$ 10.53
Dunkle	Makayla	Players Club Representative	\$ 9.44	\$ 10.49
Gray	Robert	Players Club Representative	\$ 9.25	\$ 10.30
Asbell	Tiffany	Players Club Representative	\$ 9.25	\$ 10.30
Shrader	Judy	Players Club Supervisor	\$ 27,144.00	\$ 35,360.00

Annual Salaries	\$ 243,830.06	\$ 271,710.40
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New Pay Band 7					
Non-exempt	\$10.30	\$12.36	\$14.83	\$17.80	\$21.36

Downstream Casino Resort JOB DESCRIPTION

POSITION:	Surveillance Network Specialist
DEPARTMENT:	Surveillance
REPORTS TO:	Surveillance Director
GAMING LICENSE RANK:	Gaming
PROJECTED EMPLOYEES (FTE):	1
EFFECTIVE DATE:	
REVISION DATE:	
JOB SALARY GRADE:	7

JOB SUMMARY:

With minimal supervision, performs diversified duties required to administer security on all network access devices at the Casino and remote offices. This includes overall network design, equipment and devices related to data network connections. Works closely with and maintains a good working relationship with IT staff, end-users, and vendors. Research enhancements and upgrades. Make recommendations and identifies the benefits and issues with enhancements and upgrades. May lead and direct the work of others. A wide degree of creativity and latitude is expected. All duties are to be performed within the guidelines of the Downstream Casino Resort's policies and procedures, Internal Control Standards and objectives.

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES

Under the direction of the Surveillance Director responsible for:

- Completes work requests as directed by Director of Surveillance regarding network access security administration of all devices, data network connections and coordinating work with users.
- Responds to incoming requests / trouble tickets regarding problems with systems and data network connections.
- Creates and updates all documentation relating to systems, network equipment, and user locations.
- Researches enhancements to the network environment, identifying benefits and concerns that could affect the company's current processes and procedures. Makes recommendations as to the timing and implementation plan for the upgrade. Takes the lead in the implementation of an upgrade when required.
- Ensures that all networking equipment is in good working order and functioning properly.
- Provides exceptional customer service to all patrons and communicates in a pleasant, friendly, and professional manner at all times. Maintains a professional work environment with supervisors and staff.

- Meets the attendance guidelines of the job and adheres to regulatory, departmental, and company policies.
- Attends all necessary training meetings.
- Assists with other projects, as directed.
- Duties, responsibilities, requirements and expectations pertaining to this job are subject to change as needed. Hours are determined by 24-hour schedule.

QUALIFICATIONS/REQUIREMENTS

To perform this job successfully, an individual must be able to perform each of the essential duties and responsibilities. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Must be a minimum of 18 years of age or older upon employment.
- High school diploma or equivalent required.
- Equivalent to the completion of two years of college coursework in computer science, management information systems or a closely related field.
- Must have at least 4 years experience supporting Microsoft Windows clients.
- Experience in Windows networking environment, Server and Workstation; 2003, XP.
- Experience with Network Topologies, VLANs, QoS, and Securities required.
- Experience with switches desired.
- Previous customer service experience required.
- Previous experience providing IT support required.
- Previous experience working in a casino is preferred but not a requirement.
- CompTia Network+, CISSP, or CISCO CCNA certifications or similar desired.
- Must be able to demonstrate proficiency in Microsoft Windows and Microsoft Office.
- Experience with HP ProCurve, HP WAP's, CISCO, Barracuda, Astaro, desired.
- Must possess excellent communication skills.
- Must have the ability to write routine correspondence and to speak effectively to the public, employees, customers and vendors.
- Must have the ability to deal effectively and interact well with the customers, vendors and employees.
- Must be resourceful, utilizing all resources that are available to resolve issues.
- Must have the ability to resolve problems/conflicts in a diplomatic and tactful manner.
- Must be able to work independently.
- Must demonstrate good judgment.
- Must be a team player with strong interpersonal skills.
- Must be able to be approved for and maintain a valid gaming license.
- Must be able to read, write, speak and understand English. Must be able to respond to visual and verbal cues.
- Must be willing to work nights, weekends and holidays as required.
- Employment is contingent upon a favorable outcome of a background investigation and drug screening.

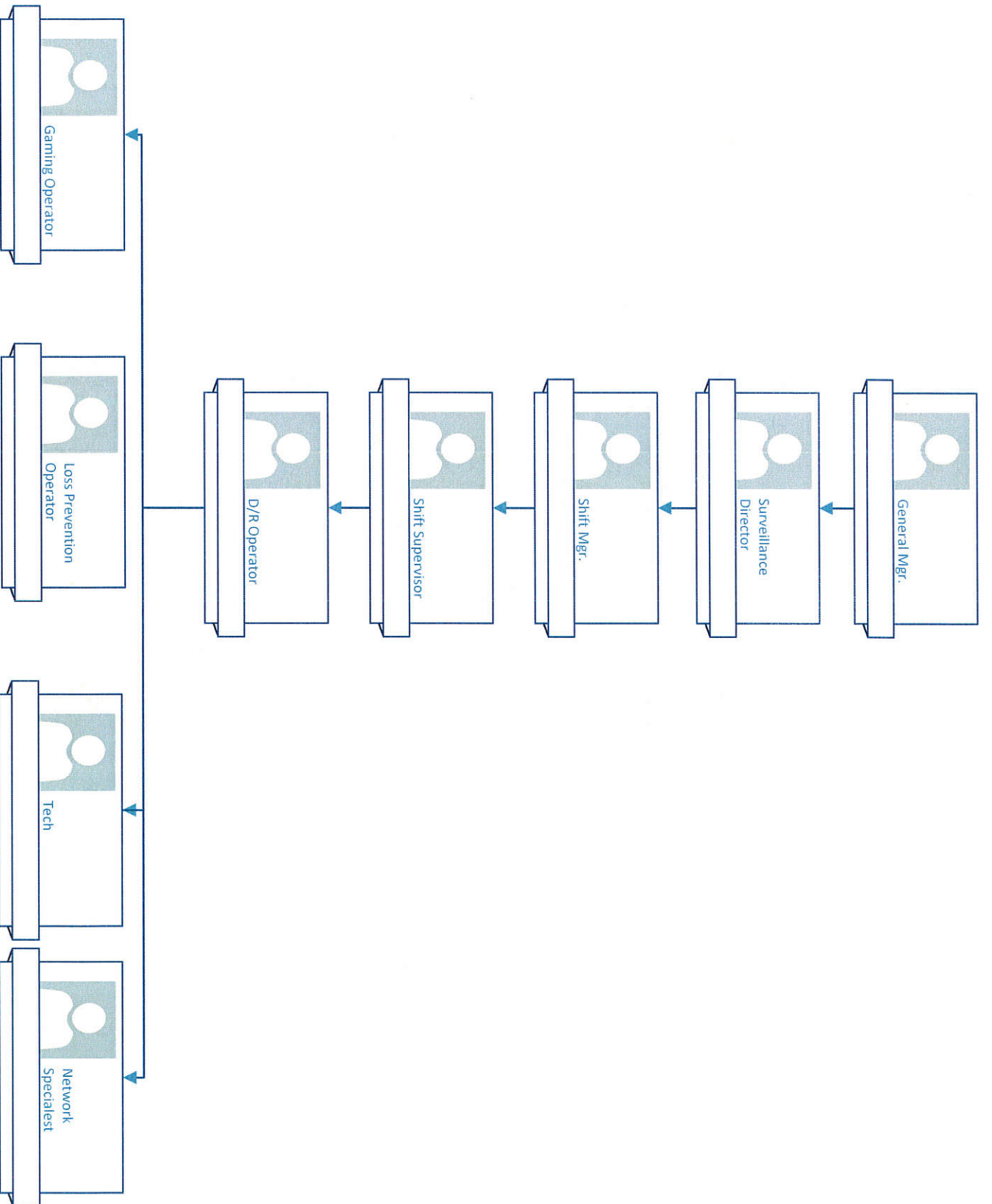
PHYSICAL, MENTAL AND ENVIRONMENTAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. The work environment

characteristics described here are representative of those an employee encounters while performing the essential functions of this job

- Must be able to stand, walk, and move through all areas of the casino.
- Must be able to lift a minimum of 60 pounds.
- Must be able to maintain physical stamina and proper mental attitude to work under pressure in a fast-paced, casino environment and effectively deal with customers, management, employees, and members of the business community in all situations.

The Downstream Casino Resort Adheres to all applicable Resolutions of the Quapaw Tribe of Oklahoma. Native American Preference policy does apply.



Retirement

All Downstream Casino Resort Team Members are eligible to participate in a 401(k) retirement plan upon completion of plan requirements. See Human Resources for more details.

Personal Leave

Full and part-time employees who have worked at least 90 days may request a Personal Leave for up to four weeks in any rolling 12-month period. Employees must use any accrued and unused PTO during a Personal Leave of Absence. Personal Leaves of absence may be granted or denied by the department manager who should first consult with Human Resources. A Team Member who is granted a Personal Leave is not assured the right to return to work for Downstream Casino Resort or to the position held prior to the leave. **Team Members who certify Personal Leave for Maternity reasons will be granted up to a 12 week Personal Leave of Absence.**

Administrative Leave

Administrative Leave may be utilized by Downstream Casino Resort at any time during a Team Member's term of employment with Downstream. Approval of Administrative Leave will be at the discretion of the Departmental Director (or manager in absence of a director), Human Resources, the General Manager, and the Downstream Developmental Authority (as needed). This type of leave may be either paid or unpaid, and may not exceed 4 calendar months in any rolling calendar year.

New Hire Leave Absence

Downstream Casino Resort understands that emergencies sometimes arise before a Team Member has satisfied the 90 day probationary period of employment. Team Members that have legitimate emergencies may be permitted to have up to 14 days of New Hire Leave of Absence. If the leave of absence is for medical reasons Downstream Casino Resort reserves the right to view any current medical limitations and attain releases for the Team member to return work. Also, DCR reserves the right to refuse to accommodate any medical restrictions/limitations that would inhibit the department from fulfilling its functions.

Family and Medical Leave

The Downstream Casino Resort voluntarily follows the guidelines of the Federal Family and Medical Leave Act (the “FMLA”), the benefits under which are summarized below.

Summary of Benefit

An eligible Team Member may take up to twelve (12) weeks of FMLA leave during a defined 12-month period. The 12-month period is a rolling period measured backward from the ~~date a~~ Team Member uses any FMLA leave. FMLA leave will be granted for the birth or placement of a child for adoption or foster care, for the care of an immediate family member (child, spouse, or parent) with a serious health condition, or when a Team Member is unable to perform the functions of his or her position due to a serious health condition. For leave taken for the birth or placement of a child for adoption or foster care, the benefit expires at the end of the 12-month period following the date of the birth or adoption placement.

Team member Eligibility

To be eligible for FMLA benefits, a Team member must:

- (1) Have worked for the Downstream Casino Resort for at least twelve (12) months; and
- (2) Have worked at least one thousand two-hundred and fifty (1,250) hours over the previous twelve (12) month
- (3) Team Members who certify for Maternity reasons will not be subject to the above requirements in order to receive their 12-week Personal Leave of Absence

Serious Health Condition

Serious health condition means an illness, injury, impairment, or physical or mental condition that involves:



Chairman John L. Berrey
Downstream Development Authority
69300 East Nee Road
Quapaw, OK 74363

May 26, 2016

Dear Chairman Berrey,

Per our previous communications with you, John Boyce, and Thomas Matthews over the last several months, VGT appreciates the opportunity to propose the following to renew the VGT Equipment Lease Agreement in an effort to meet your request for a lower revenue share. As we expressed previously, VGT values the partnership we have established with the Quapaw Tribe and hopes to develop a mutually beneficial agreement that provides benefits to both parties.

Per our letter on April 4th, we have been working with John Boyce and Thomas Matthews to finalize an offer based on the April 4th letter, which included the OASIS system from Aristocrat. Based on these discussions VGT proposes the following:

- 5 year ELA (Equipment Lease Agreement) for both Downstream and Quapaw Casinos.
- VGT will provide the OASIS system with Halo for free for both properties, which is a \$8,836,911 value. (OASIS and Halo information is attached)
- Downstream and the Quapaw casino would be responsible for the OASIS annual maintenance fee of \$704,106 per year which is discounted by \$307,814 per year from the retail value.
- VGT agrees to reduce the revenue share to 18.5% for an additional 116 EGM's (Electronic Gaming Machines) placed at Downstream Casino and placing the existing 34 Aristocrat premium (Gaming Ops) games at Downstream Casino under contract. This will bring the total EGM's under contract for VGT and Aristocrat at both casinos to 763. The additional EGM mix is expected to be:
 - 89 additional VGT Class II EGM's at 18.5%
 - 14 additional ATI Core EGM's at 18.5%
 - 13 additional Premium Aristocrat Gaming Ops games and 34 existing Gaming Ops games under the current premium pricing which is 20% for non MSP games, MSP games will remain on the current pricing model.
- The VGT and ATI EGM's must perform at 140% of the average win per unit of the casino. I've included the performance language for your review.
- The OASIS, Halo and additional EGM installs will be coordinated with the Management of both casinos and the appropriate VGT and Aristocrat personnel. We have tentatively scheduled these installs for October and we are willing to start the revenue share reduction on the VGT EGM's on October 1, 2016 conditioned on all additional VGT EGM's being installed and available for play by October 31, 2016.

Sincerely,


James Starr

cc: Jay Sevigny, President VGT
Gary Carlson, V.P. Of Midwest Sales, VGT
Josh Akins, Sr. Sales Account Manager, VGT



Downstream Casino

Downstream

Jbrock

Preliminary Estimate

All Amounts in USD

6/2/2016

Qty	Description
Mobile CMS	
1	Mobile Host
1	Mobile Responder
10	Mobile Responder (Additional Users)
1	Mobile Jackpot
Total Mobile Software	
Specialty Software Licenses	
1	Taxable Accrual (Main Floor ONLY) Site License
1	Taxable Accrual (High Limit Room ONLY) Site License
2100	iReserve for Operator
2100	Random Riches® Connection Licenses **
1	RR Premium App Theme: Pirates Cash Cannon (470003705)
Total Specialty Software	
Bonusing Software	
2100	Celebration Prizes Connection Licenses
2100	Carded Lucky Coin Connection Licenses
2100	Premium Delivery Games Connection License
Total Bonusing Software	
Floor Systems	
2100	Media Manager Connection License
1	CDI GlobalSuite™ (Over 2000 EGMs)
Total Floor Systems	
Display Kits	
867	AVP Card Reader (with bracket)
602	UGA Kit - G2S Floor TFT Upgrade
631	Secondary Display Kit - G2S Floor TFT Upgrade
2100	Conversion from ABS to SBX
Total Displays	
Server (Estimated Price)	
1	Floor Systems Server Up to 3300
Total Server(s)	
Professional & Consulting Services	
1	Graphic Content - Service Window Baseline Content (Flash Based) (200 hours max)
Marketing Services	
1	Standard Marketing Optimization - (30 hours max per bonus, 60 hours max)
1	Premium Marketing Optimization - (60 hours max)
Total Professional & Consulting Services	
Project Management, Installation & Customer Training	
1	CDI GlobalSuite™ Installation
3	Bonusing - Application Ops
3	Bonusing - Project Management
3	Bonusing - Technical Services
3	Bonusing - Field Services (Go-Live Support)
1	Delivery Games - Application Ops
1	Delivery Games - Project Management
1	Delivery Games - Technical Services
1	Delivery Games - Field Services (Go-Live Support)
1	Floor Systems - Application Ops
1	Floor Systems - Project Management
1	Floor Systems - Technical Services
1	Taxable Accrual - Application Ops
1	Taxable Accrual - Project Management
1	Taxable Accrual - Technical Services
1	Taxable Accrual - Field Services (Go-Live Support)
1	iReserve - Application Ops
1	iReserve - Project Management
1	iReserve - Technical Services
1	Application Themes - Application Ops
1	Application Themes - Project Management
1	Application Themes - Technical Services
1	Mobile CMS - Application Ops
1	Mobile CMS - Project Management
1	Mobile CMS - Technical Services
867	Field Service EGM Installation (at 1.25 Hours of work per EGM)
631	Field Service EGM Installation (at 1 Hour of work per EGM)
602	Field Service EGM Installation (at 2 Hours of work per EGM)
Total Project Management, Installation & Customer Training	
Total (excludes taxes, duties and freight expense)	
Annual Subscriptions	
Bonus (Subscription - per Year)	
1	Single Celebration Theme Collection Package (40 hours max per year)
1	Community Celebration Theme Collection Package (40 hours max per year)
1	Graphic Content Services - Content Services Package (80 hours max per year)
Total Bonus Subscriptions (Annual License Fees)	
Total Annual Subscriptions	

Notes:

Quoted Prices valid for 90 days.

Ver: 10

Qty	Description
	** This product/service has a Price Cap per Site. Not all products are approved in all jurisdictions. Limited 90 day warranty on hardware and software. All prices above excludes duties, taxes and shipping. Machine upgrades may be required, if indicated by a site survey. Purchase of a Server is NOT included in the Server Verification Fee. All prices are good faith estimates and will not be final until a sales order is executed. Trade-in discount is based upon IGT receiving all existing in-machine hardware and floor controllers. Travel expenses if listed, are estimates only. Location specific quote will be prepared with site survey. Payment Terms: 50% deposit; hardware due upon receipt; software and installation due 10 days after Go Live. Table mounted touch screen computer arms are priced separately and not included in Table Manager hardware cost. Price does not include any amounts payable to game manufacturers for licensing games to use cashless gaming patents. Annual software maintenance is a fixed percentage of list price, unless otherwise noted, depending upon the software component. Installation of table mounted touch screen computers does not include bracket installation. Bracket installation to be performed by Customer. Some machines may not work with UGA. Those machines require the operator to purchase an sbNexGen2 at the operator's expense.

This proposal is not intended to be, and shall not constitute, a binding or enforceable agreement, or an offer to contract, between the parties hereto.

The parties understand that a formal written agreement which includes descriptions of all of the applicable terms and conditions will be required to consummate this proposal.



Downstream & Quapaw Casinos

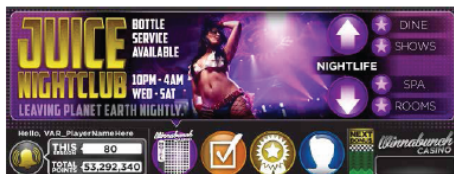
Proposal for Oasis 360 & VGT/ATI Games Bundle

OASIS 360 PORTFOLIO OFFERING

Updated nCompass UI - Media Window



Updated nCompass UI - LCD



Oasis Hardware

The nCompass unit is the first link between the EGM and Oasis 360. In order to communicate with OASIS 360, each EGM has an nCompass assembly mounted inside it. The nCompass assembly consists of an nCompass communication board, and appropriate cabling to connect the assembly to the specific machine type.

The nCompass unit monitors and transmits signals from a single EGM to the OASIS 360 System. It also transmits signals to and from the card reader assembly attached to the EGM. The card reader, and display plug into the nCompass board. The nCompass unit monitors what happens at the EGM and sends this information to the OASIS 360 System.

- Updated nCompass UI - The nCompass UI provides for a better user experience and a more engaging layout with increased functionality.
- Social Groups - Provides access to a social network with in the casino to challenge and join other players throughout the network.
- Achievements - Achievements allows carded players to receive badges based on completing actions in and out of the casino. Achievements can be based on a variety of actions.
- Drink Ordering - Allows patrons to call attendant, order standard drinks or pick from their favorite drinks all from the nCompass unit.

Oasis Core

Oasis Core is a sophisticated, fast, accurate and reliable information management system. It gathers information from casino floor slot machines and relays it to a network of computers, where it can be processed and analyzed. Casino personnel use this information to generate reports, process jackpots, reward customers, identify problems, and detect breaches in security. The system also has the capability to handle pit operations, player credit, markers, and check cashing.

OASIS 360 is flexible, built with open architecture that allows for easy integration of best-of-breed modules from Aristocrat and from third-party vendors, meaning you have the ultimate choice in creating the rewards you want for your players. OASIS 360 - your solution, your way.

Oasis One Link

One Link is a system solution focused on the consolidation of the functional and operational gaps within a gaming enterprise, and its various adopted products/systems.

One Link is a knowledge rich system that encompasses 22+ years of gaming applications and “use cases” throughout gaming related enterprises.

OneLink is a flexible and highly scalable single solution that efficiently satisfies applications from your smallest footprint to 1,000's of touch points.

One Link is a fully integrated solution from a management and cost perspective.



One Link Features

- Multi-Game, Multi Denom
- Remote SAS trace for fast troubleshooting
- Virtualized central system
- SAS 6 (AFT + Legacy Bonus)
- Automatic game discovery
- Powerful and extendable progressive and bonusing engine
- Powerful Bonusing Engine - Mass market and integrated carded program
- Bank level and floor wide bonusing
- Wide-area configurations
- Criteria engine for tiered bonusing programs (rank based on tracking and play metrics)
- Comprehensive reporting tools (turnover, configuration, level configuration and jackpots)
- Mass Market bonusing programs (pin based)
- Achievement-based bonusing and virtual rewards

Oasis HALO Loyalty

Brand connectivity is at the heart of Aristocrat's Oasis 360 Suite. Introducing Oasis HALO™ the Oasis loyalty management solution for both enterprise and single site properties.

As an independent solution, Oasis HALO offers great flexibility for managing your player loyalty program. It works with your CMS to enhance, augment or replace your current marketing functionality to increase brand awareness and drive higher revenue. In addition, it can also be decoupled from your existing CMS, thus enabling you to manage one program across gaming and non gaming areas of your entire enterprise.

HALO's Core Loyalty Solution and Advanced Marketing System enables you to TRACK customer activity, LEVERAGE actionable events to drive player behavior; and INCENTIVE patron performance. HALO helps your marketing team extend your patron loyalty beyond the traditional gaming operations.



HALO Core

- Operate a single card loyalty program locally or enterprise-wide
- Flexible marketing platform can be decoupled from CMS to enhance/augment marketing functions
- Extend your brand loyalty across the enterprise by capturing and managing data, spend, promotions and comps beyond casino floor
- Incentivize customers by earning and redeeming rewards from gaming and non gaming spend
- Influence patron behavior by managing tiers based on spend across the entire organization, not just gaming
- Many to Many player linking

HALO Advanced Marketing

- Integrates with HALO to enhance customer marketing capabilities
- Design promotions that influence and drive specific customer behavior and spend

- Enhanced control over award management, excess inventory and point liabilities
- Reward player behavior with flex achievers
- Enable promotions with third party partnerships, such as service/retail providers; Non-gaming spend on and off property



Downstream Casino

Oasis Portfolio Solution

Oasis Core

Bonusing and Promotions

OneLink

Downstream Casino Resort

Quapaw Tribe of Oklahoma

May 26, 2016

1984 Machines

Michael Hammond

Budgetary

**OASIS SYSTEM PRICING TOTALS**

OASIS™ Hardware	Gross Price	\$	3,067,630.00
	Net Price	\$	3,067,630.00
OASIS™ Software	Gross Price	\$	2,351,387.00
	Net Price	\$	2,351,387.00
OASIS™ Professional Services	Gross Price	\$	46,150.00
	Net Price	\$	46,150.00
OASIS™ Installation	Gross Price	\$	375,100.00
	Net Price	\$	375,100.00

GRAND TOTAL OASIS SYSTEM	\$	5,840,267.00
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<i>Funded through VGT Equipment Lease Agreement</i>	<i>\$</i>	<i>5,840,267.00</i>
Total Payments	\$	5,840,267.00

Monthly Subscription - Estimated Monthly Fees	Gross Price	\$	5,642.50
	Net Price	\$	5,642.50

MONTHLY SUBSCRIPTION - MONTHLY ESTIMATED FEES	\$	5,642.50
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Annual Extended OASIS Maintenance & Support Services for Hardware and Software	\$	593,265.01
OEMP Maintenance Discount	\$	(88,989.75)

GRAND TOTAL ANNUAL MAINTENANCE & SUPPORT SERVICES	\$	504,275.26
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Additional Sales Terms

BUDGETARY ONLY, requires project scoping prior to final proposal.

Notes:

Pricing is Confidential

All prices are FOB customer location, in U.S. dollars plus applicable freight, taxes, duties, administrative fees and billable travel.

All quotes will be subject to ATI's credit, finance, and regulatory compliance review and approval.

Subject to attached Terms & Conditions.

The installation costs quoted herein take into consideration all products, including Hardware and Software, detailed in this quote. In the event Customer chooses to postpone installation of any product contained in this quote, Customer shall be subject, at ATI's discretion, to additional installation fees for such subsequent installation services at the prevailing Maintenance and Service Rates.

Pricing does not include any associated equipment, peripheral equipment, 3rd party hardware, and/or items not specifically listed in the quotation.

VALID FOR 60 DAYS

Customer Acceptance Signature

Name

Date

PO #

Downstream Casino Resort

Quapaw Tribe of Oklahoma

May 26, 2016

1984 Machines

Michael Hammond

Budgetary



	Quantity	Unit Price	Total Price
In-Machine Hardware			
nCompass Media Assembly <i>INCLUDES: Single (1) nCompass unit, Card Reader with Illuminated Bezel, ATI Brackets (if needed), 3 Harnesses (if needed), Primary Memory Device (CF Card, SATA, etc.)</i>	513	\$ 1,960	\$ 1,005,480.00
nCompass LITE Assembly <i>INCLUDES: Single (1) nCompass unit, Card Reader with Illuminated Bezel, ATI Brackets (if needed), 3 Harnesses (if needed), Primary Memory Device (CF Card, SATA, etc.)</i>	1,471	\$ 1,260	\$ 1,853,460.00
Hardware Add-ons			
Bracket Assembly	1,984	\$ 60	\$ 119,040.00
nCompass Media Assembly Spare	8	\$ 1,960	\$ 15,680.00
nCompass LITE Assembly Spare	22	\$ 1,260	\$ 27,720.00
3rd Party Hardware			
Servers & network hardware not included, but can be scoped and added to Oas	1	\$ 0	\$ 0.00
Oasis Trackit			
Dealer Pit Unit Bundle	37	\$ 1,250.00	\$ 46,250.00
Aristocrat Installation Technicians	3		
Customer Installation Technicians	9		
<i>In the event Customer chooses not to provide the installation technicians, as defined in your scoping document, Customer shall be subject to additional installation fees at the prevailing Maintenance and Service Rates.</i>			
OASIS Hardware - Gross Total			\$ 3,067,630.00
OASIS Hardware - Net Total			\$ 3,067,630.00

OASIS Windows Software

Full Install C (1001+ machines) nCompass Combo	\$ 1,060,000.00
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Oasis 12.7 Core Module(s)

BlackBart® PRIME - Slot & MultiGame Accounting	Included
Jackpot Fill™ PRIME	Included
FloorLogix® Prime - Ethernet & Serial Network Management	Included
Headcount PRIME	Included
SpeedMedia Administrator *Totalizer Included	Included
Oasis Administrator	Included
Super-PlayMate™ Player Tracking & Player Marketing	Included
PersonalBanker® EFT	Included
Oasis Marketing Manager™	Included
Bonus Points Promotions™	Included
Oasis Ticket Verification & Validation - Software & Count Interface	Included

Downstream Casino Resort

Quapaw Tribe of Oklahoma

May 26, 2016

1984 Machines

Michael Hammond

Budgetary



		Quantity	Unit Price		Total Price
Real-time™ Floor Monitor (Surveillance & Diagnostic Monitors)					Included
Point of Sale	Other				Included
Ticket Redemption	Other				Included
OASIS 12.7 Marketing & Promotions Tools					
PersonalBanker® Points to Promo / Points to Cash		1	\$	50,000	\$ 50,000.00
PersonalBanker® AFT - Promo Upload		1	\$	50,000	\$ 50,000.00
OASIS Operations & Analysis Tools					
OmniVIEW™		1	\$	25,000	\$ 25,000.00
OASIS 12.7 Accounting Tools					
IRS Data Export - For Yearly W2G processing		1	\$	15,000	\$ 15,000.00
Oasis 360 Drinks on Tap					
Drinks on Tap Purchase		1	\$	50,000	\$ 50,000.00
Unattended Jackpot Processing		1,984	\$	73.00	\$ 144,832.00
Server Build/Data Migration		1	\$	8,000	\$ 8,000.00
eOffers		1	\$	68,000	\$ 68,000.00
		# of Years Contracted:			
Enterprise API	0	1	\$	25,000.00	\$ 25,000.00
Speed Media - Flat Fee					
nRich		1,984	\$100.00 /EGM		\$ 175,000.00
Play & Win		1,984	\$60.00 /EGM		\$ 119,040.00
Pricing for nRich is not to exceed \$175,000.					
SpeedMedia - SpeedGames					
SpeedGames - 5 Pack		1	\$	25,000	\$ 25,000.00
SpeedGames: Caribbean Treasure					Included
SpeedGames: Genie					Included
SpeedGames: Safe Cracker					Included
SpeedGames: Cashman Cashboard					Included
SpeedGames: Claw					Included

Downstream Casino Resort

Quapaw Tribe of Oklahoma

May 26, 2016

1984 Machines

Michael Hammond

Budgetary



	Quantity		Unit Price		Total Price
SpeedSkin - Custom nCompass	1	\$	22,500	\$	22,500.00

* Totalizer included with all SpeedMedia Installs

Oasis OneLink Infrastructure

Interface Server for 3rd Party Media Systems	1	\$	25,000.00	\$	25,000.00
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Oasis OneLink Software

Software License for SMIB - SAS Interface (incl. Accounting)	1984	\$	125.00	\$	248,000.00
Software License for SMIB - Bonusing	1984	\$	50.00	\$	99,200.00
Software License for SMIB - Progressives	250	\$	50.00	\$	12,500.00

Oasis Trackit Software

	37	\$	3,495.00	\$	129,315.00
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OASIS Software - Gross Total	\$ 2,351,387.00
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OASIS Software - Net Total	\$ 2,351,387.00
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All New Bonusing Platforms

Training	1	\$	3,000	\$	3,000.00
Strategic Services	2	\$	7,800	\$	15,600.00
Includes: Bonusing Pre-Meeting, Promo Setup, Bonusing in Progress Evaluation, Bonusing Promo Lessons Learned					

Drinks on Tap Professional Services

	1	\$	8,000.00	\$	8,000.00
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Oasis OneLink Promotion Review & Implementation

	1	\$	7,800.00	\$	7,800.00
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Oasis Mobile Concierge Professional Services

Standard Package	1	\$	11,750.00	\$	11,750.00
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Terms & Conditions

Professional Services included in this quote are detailed in the ATI Professional Services Statement of Work

Professional Services - Gross Total	\$ 46,150.00
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Professional Services - Net Total	\$ 46,150.00
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OASIS Installation

	\$	372,600.00
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Oasis OneLink Installation

Onelink Image/Interface Server Installation	1	\$	2,500.00	\$	2,500.00
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Oasis Installation - Gross Total	\$ 375,100.00
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Downstream Casino Resort

Quapaw Tribe of Oklahoma

May 26, 2016

1984 Machines

Michael Hammond

Budgetary



	Quantity	Unit Price	Total Price
Oasis Installation - Net Total		\$	375,100.00

Oasis Mobile Concierge

Mobile Concierge Application	1	\$160.00 /site	\$	4,880.00
Location Services				
Geo-fencing services	1	\$25.00 /site	\$	762.50

Terms & Conditions

All fees include up to 200 hours of Standard Definition video impressions and up to 100GB of Cloud Storage.

Additional video impression hours and cloud storage can be purchased, if desired.

Additional fee of \$0.06 per minute will be applied to fees if client elects to use High Definition Transcoding. Additional charges may also apply for video content that is delivered outside the continental U.S.

Monthly Subscription - estimated monthly fees		\$	5,642.50
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Extended OASIS Hardware Maintenance and Support Services		Units	Rate	Total
nCompass Media Hardware Maintenance		521	\$ 4.26	\$ 26,633.52
nCompass LITE Hardware Maintenance		1,493	\$ 4.26	\$ 76,322.16
Extended OASIS OneLink SW Maintenance & Support Services		Total Software	Yearly Rate	Total
20.95% of Total OASIS™ OneLink Software	\$	384,700.00	20.95%	\$ 80,594.65
Extended OASIS Software Maintenance & Support Services		Total Software	Yearly Rate	Total
20.95% of Total OASIS™ Software	\$	1,756,872.00	20.95%	\$ 368,064.68
Extended OASIS Software Maintenance and Support Services			Yearly Rate	Total
TrackIt	37	\$ 450.00	\$	16,650.00
Enterprise API	1	\$ 25,000.00	\$	25,000.00

Special Notes

OASIS Hardware & Software Maintenance and Support Services start at end of standard 120 day warranty.

First Invoice will be for the annual amount pro-rated through the end of the calendar year.

Maintenance and Support Services - Annual Total		\$	593,265.01
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Quapaw Casino

Oasis Portfolio Solution

Oasis Core

Bonusing and Promotions

OneLink

Quapaw Casino

Quapaw Tribe of Oklahoma

May 26, 2016

500 Machines

Michael Hammond

Budgetary

**OASIS SYSTEM PRICING TOTALS****OASIS™ Hardware**

Gross Price	\$	673,820.00
Net Price	\$	673,820.00

OASIS™ Software

Gross Price	\$	965,016.50
Net Price	\$	965,016.50

OASIS™ Professional Services

Gross Price	\$	34,400.00
Net Price	\$	34,400.00

OASIS™ Installation

Gross Price	\$	182,500.00
Net Price	\$	182,500.00

GRAND TOTAL OASIS SYSTEM**\$ 1,855,736.50**

Funded through VGT Equipment Lease Agreement	\$	1,855,736.50
Total Payments	\$	1,855,736.50

Annual Extended OASIS Maintenance & Support Services for Hardware and Software	\$	235,095.24
OEMP Maintenance Discount	\$	(35,264.29)

GRAND TOTAL ANNUAL MAINTENANCE & SUPPORT SERVICES**\$ 199,830.95****Additional Sales Terms**

BUDGETARY ONLY, requires project scoping prior to final proposal.

Notes:

Pricing is Confidential

All prices are FOB customer location, in U.S. dollars plus applicable freight, taxes, duties, administrative fees and billable travel.

All quotes will be subject to ATI's credit, finance, and regulatory compliance review and approval.

Subject to attached Terms & Conditions.

The installation costs quoted herein take into consideration all products, including Hardware and Software, detailed in this quote. In the event Customer chooses to postpone installation of any product contained in this quote, Customer shall be subject, at ATI's discretion, to additional installation fees for such subsequent installation services at the prevailing Maintenance and Service Rates.

Pricing does not include any associated equipment, peripheral equipment, 3rd party hardware, and/or items not specifically listed in the quotation.

VALID FOR 60 DAYS

Customer Acceptance Signature

Name

Date

PO #

Quapaw Casino

Quapaw Tribe of Oklahoma

May 26, 2016

500 Machines

Michael Hammond

Budgetary



	Quantity	Unit Price	Total Price
In-Machine Hardware			
nCompass LITE Assembly	500	\$ 1,260	\$ 630,000.00
<i>INCLUDES: Single (1) nCompass unit, Card Reader with Illuminated Bezel, ATI Brackets (if needed), 3 Harnesses (if needed), Primary Memory Device (CF Card, SATA, etc.)</i>			
Hardware Add-ons			
Bracket Assembly	500	\$ 60	\$ 30,000.00
nCompass LITE Assembly Spare	7	\$ 1,260	\$ 8,820.00
3rd Party Hardware			
Servers & network hardware not included, but can be scoped and added to Oas	1	\$ 0	\$ 0.00
Oasis Trackit			
Dealer Pit Unit Bundle	4	\$ 1,250.00	\$ 5,000.00
Aristocrat Installation Technicians	1		
Customer Installation Technicians	3		
<i>In the event Customer chooses not to provide the installation technicians, as defined in your scoping document, Customer shall be subject to additional installation fees at the prevailing Maintenance and Service Rates.</i>			
OASIS Hardware - Gross Total			\$ 673,820.00
OASIS Hardware - Net Total			\$ 673,820.00

OASIS Windows Software

Full Install A (0 - 500 machines) nCompass LITE	\$ 370,000.00
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Oasis 12.7 Core Module(s)

BlackBart® PRIME - Slot & MultiGame Accounting	Included
Jackpot Fill™ PRIME	Included
FloorLogix® Prime - Ethernet & Serial Network Management	Included
Headcount PRIME	Included
SpeedMedia Administrator *Totalizer Included	Included
Oasis Administrator	Included
Super-PlayMate™ Player Tracking & Player Marketing	Included
PersonalBanker® EFT	Included
Oasis Marketing Manager™	Included
Bonus Points Promotions™	Included
Oasis Ticket Verification & Validation - Software & Count Interface	Included
Real-time™ Floor Monitor (Surveillance & Diagnostic Monitors)	Included
Point of Sale Other	Included
Ticket Redemption Other	Included

Quapaw Casino

Quapaw Tribe of Oklahoma

May 26, 2016

500 Machines

Michael Hammond

Budgetary



	Quantity	Unit Price	Total Price
OASIS 12.7 Marketing & Promotions Tools			
PersonalBanker® Points to Promo / Points to Cash	1	\$ 50,000	\$ 50,000.00
PersonalBanker® AFT - Promo Upload	1	\$ 50,000	\$ 50,000.00
OASIS Operations & Analysis Tools			
OmniVIEW™	1	\$ 25,000	\$ 25,000.00
OASIS 12.7 Accounting Tools			
IRS Data Export - For Yearly W2G processing	1	\$ 15,000	\$ 15,000.00
Oasis 360 Drinks on Tap			
Drinks on Tap Purchase	1	\$ 50,000	\$ 50,000.00
Unattended Jackpot Processing	1	\$ 36.50	\$ 36.50
Floor Touch			
Base License Fee (includes up to 1000 Games)	1	\$ 80,000	\$ 80,000.00
Server Build/Data Migration	1	\$ 8,000	\$ 8,000.00
eOffers	1	\$ 35,000	\$ 35,000.00
# of Years Contracted:			
Enterprise API 0	1	\$ 25,000.00	\$ 25,000.00
Speed Media - Flat Fee			
nRich	500	\$100.00 /EGM	\$ 50,000.00
Play & Win	500	\$60.00 /EGM	\$ 30,000.00
SpeedMedia - SpeedGames			
SpeedGames - 5 Pack	1	\$ 25,000	\$ 25,000.00
SpeedGames: Caribbean Treasure			Included
SpeedGames: Genie			Included
SpeedGames: Safe Cracker			Included
SpeedGames: Cashman Cashboard			Included
SpeedGames: Claw			Included
SpeedMedia - SpeedSkins			
SpeedSkin - Custom nCompass	1	\$ 22,500	\$ 22,500.00

* Totalizer included with all SpeedMedia Installs

Quapaw Casino

Quapaw Tribe of Oklahoma

May 26, 2016

500 Machines

Michael Hammond

Budgetary



	Quantity		Unit Price		Total Price
Oasis OneLink Infrastructure					
Interface Server for 3rd Party Media Systems	1	\$	25,000.00	\$	25,000.00
Oasis OneLink Software					
Software License for SMIB - SAS Interface (incl. Accounting)	500	\$	125.00	\$	62,500.00
Software License for SMIB - Bonusing	500	\$	50.00	\$	25,000.00
Software License for SMIB - Progressives	60	\$	50.00	\$	3,000.00
Oasis Trackit Software	4	\$	3,495.00	\$	13,980.00
OASIS Software - Gross Total					\$ 965,016.50
OASIS Software - Net Total					\$ 965,016.50

All New Bonusing Platforms

Training	1	\$	3,000	\$	3,000.00
Strategic Services	2	\$	7,800	\$	15,600.00
Includes: Bonusing Pre-Meeting, Promo Setup, Bonusing in Progress Evaluation, Bonusing Promo Lessons Learned					

Drinks on Tap Professional Services	1	\$	8,000.00	\$	8,000.00
Oasis OneLink Promotion Review & Implementation	1	\$	7,800.00	\$	7,800.00

Terms & Conditions

Professional Services included in this quote are detailed in the ATI Professional Services Statement of Work

Professional Services - Gross Total	\$ 34,400.00
Professional Services - Net Total	\$ 34,400.00

OASIS Installation	\$ 180,000.00
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Oasis OneLink Installation

Onelink Image/Interface Server Installation	1	\$	2,500.00	\$	2,500.00
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Oasis Installation - Gross Total	\$ 182,500.00
Oasis Installation - Net Total	\$ 182,500.00

Extended OASIS Hardware Maintenance and Support Services	Units		Rate		Total
nCompass LITE Hardware Maintenance	507	\$	4.26	\$	25,917.84

Extended OASIS OneLink SW Maintenance & Support Services	Total Software		Yearly Rate		Total
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Quapaw Casino

Quapaw Tribe of Oklahoma

May 26, 2016

500 Machines

Michael Hammond

Budgetary



	Quantity	Unit Price	Total Price
20.95% of Total OASIS™ OneLink Software	\$ 115,500.00	20.95%	\$ 24,197.25
Extended OASIS Software Maintenance & Support Services	Total Software	Yearly Rate	Total
20.95% of Total OASIS™ Software	\$ 755,036.50	20.95%	\$ 158,180.15
Extended OASIS Software Maintenance and Support Services		Yearly Rate	Total
TrackIt	4	\$ 450.00	\$ 1,800.00
Enterprise API	1	\$ 25,000.00	\$ 25,000.00

Special Notes

OASIS Hardware & Software Maintenance and Support Services start at end of standard 120 day warranty.

First Invoice will be for the annual amount pro-rated through the end of the calendar year.

Maintenance and Support Services - Annual Total	\$ 235,095.24
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Quapaw Enterprise

HALO Loyalty Solution

HALO Loyalty

HALO Core

Advanced Marketing

Downstream + Quapaw Casinos

Quapaw Tribe of Oklahoma

May 26, 2016

0 Machines

Michael Hammond

Budgetary



OASIS SYSTEM PRICING TOTALS

OASIS™ Hardware

Gross Price	\$	0.00
Net Price	\$	0.00

OASIS™ Software

Gross Price	\$	886,940.00
Net Price	\$	886,940.00

OASIS™ Installation

Gross Price	\$	186,257.40
Net Price	\$	186,257.40

GRAND TOTAL OASIS SYSTEM

\$ 1,073,197.40

Funded through VGT Equipment Lease Agreement \$ 1,073,197.40

Total Payments \$ **1,073,197.40**

Annual Extended OASIS Maintenance & Support Services for Hardware and Software \$ 185,813.93

OEMP Maintenance Discount \$ (185,813.93)

Additional Sales Terms

BUDGETARY ONLY, requires project scoping prior to final proposal.

Notes:

Pricing is Confidential

All prices are FOB customer location, in U.S. dollars plus applicable freight, taxes, duties, administrative fees and billable travel.

All quotes will be subject to ATI's credit, finance, and regulatory compliance review and approval.

Subject to attached Terms & Conditions.

The installation costs quoted herein take into consideration all products, including Hardware and Software, detailed in this quote. In the event Customer chooses to postpone installation of any product contained in this quote, Customer shall be subject, at ATI's discretion, to additional installation fees for such subsequent installation services at the prevailing Maintenance and Service Rates.

Pricing does not include any associated equipment, peripheral equipment, 3rd party hardware, and/or items not specifically listed in the quotation.

VALID FOR 60 DAYS

Customer Acceptance Signature

Name

Date

PO #

Downstream + Quapaw Casinos

Quapaw Tribe of Oklahoma

May 26, 2016

0 Machines

Michael Hammond

Budgetary



	Quantity	Unit Price	Total Price
3rd Party Hardware			
Servers & network hardware not included, but can be scoped and added to Oas	1	\$ 0	\$ 0.00
Aristocrat Installation Technicians	1		
Customer Installation Technicians	3		
<i>In the event Customer chooses not to provide the installation technicians, as defined in your scoping document, Customer shall be subject to additional installation fees at the prevailing Maintenance and Service Rates.</i>			

OASIS Hardware - Gross Total	\$ 0.00
OASIS Hardware - Net Total	\$ 0.00

Enterprise: Quapaw Tribe of Oklahoma - Downstream & Quapaw Casinos
Total EGMS 2484

Oasis HALo Core	2484	\$ 130.00	\$ 322,920.00
Oasis HALo AMS	2484	\$ 130.00	\$ 322,920.00
Oasis HALo Mobile Package	1	\$ 116,100.00	\$ 116,100.00
Includes: Oasis HALo Mobile UI, Oasis HALo Mobile Enrollment, and Oasis HALo Mobile Age Verification			
Oasis HALo Open Gateway - New Purchase			
InfoGenesis	2	\$ 25,000.00	\$ 50,000.00
LMS	1	\$ 25,000.00	\$ 25,000.00
MGT	2	\$ 25,000.00	\$ 50,000.00

OASIS Software - Gross Total	\$ 886,940.00
OASIS Software - Net Total	\$ 886,940.00

Oasis HALo Installation	
For Budgetary Purposes Only	\$ 186,257.40

Oasis Installation - Gross Total	\$ 186,257.40
Oasis Installation - Net Total	\$ 186,257.40

Extended OASIS HALo SW Maintenance & Support Services	Total Software	Yearly Rate	Total
20.95% of Total OASIS™ HALo Software	\$ 886,940.00	20.95%	\$ 185,813.93

Special Notes

OASIS Hardware & Software Maintenance and Support Services start at end of standard 120 day warranty.

First Invoice will be for the annual amount pro-rated through the end of the calendar year.

Maintenance and Support Services - Annual Total	\$ 185,813.93
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NOTE: "VGT Games" will be defined to include all ATI games that are provided to Quapaw under this VGT lease. Accordingly, the references to VGT Games below will also apply to any ATI games leased under the same contract.

Systems Clawback:

- a. **Reimbursement.** For the purposes of this provision, the cost of each Game per day is calculated as follows: the cost of the Systems (\$8,836,911) ÷ 1,825 calendar days ÷ the total Number of Games (763 Games), which equals a cost of \$6.35 per Game per day.
 - i. **Late Install.** If the Systems have been installed but all Games have not been installed and made available to the public by October 31, 2016, Quapaw shall pay VGT \$6.35 per Game per day thereafter for each Game not installed.
 - ii. **Early Removal.** If any Games are removed in violation of this Agreement (i.e. for any other reason than failure to meet the Performance Requirement below), Quapaw shall pay VGT \$6.35 per Game per day for each Game removed in violation of this Agreement.

Any refund due hereunder shall be paid to VGT within 10 business days after Quapaw's receipt of VGT's written notice. Payment of this refund shall be in addition to any other penalties or damages that VGT is entitled to or awarded under this Agreement and applicable law. Additionally, if Quapaw removes any Game for any reason except as set forth under the Performance Requirement (defined below), ATI shall have no further obligation to provide discounts on the monthly service fees or any other fees for the Systems.

Performance Clause:

1. **Performance Requirement.** Games will not be removed during the Term and any adjustments to the number of Games leased by Quapaw shall be made at the end of the Term, unless done in accordance with this Agreement including where the Games do not meet the "Performance Requirement" described below. If the Games do not meet the Performance Requirement, Quapaw may remove Games in accordance with this section.
 - a. **Performance Requirement:** VGT Games must perform, in the aggregate, to a level that is at least 140% of the performance level, in the aggregate, of all games (VGT and non-VGT) in a given 6 month period (the "**Performance Requirement**"). The initial 6 month period shall begin when all Games have been installed and are available to the public or the Effective Date, whichever is later, and the additional 6 month periods shall follow consecutively thereafter. Whether the Performance Requirement is met shall be based solely on WPU. Notwithstanding the foregoing, VGT Games located in an area that hinders average play due to environmental conditions or that offers exclusivity, including but not limited to extremely cold or warm areas and non-smoking areas, shall not be included in the Performance Requirement calculation. Additionally, in any calendar month where any interference, obstruction, unusual circumstance or occurrence may have affected such performance measurement, including inclement weather, Facility construction, remodeling

or expansion, the affected VGT Games shall not be included the Performance Requirement calculation.

- b. Opportunity to Cure: If the Games fail to meet the Performance Requirement consecutively for 2 calendar months and Quapaw notifies VGT of such failure in writing, VGT shall have an opportunity to implement a plan (which may include without limitation, replacing Games, adjusting play options, running advertisements, promotions, strategies or other similar efforts) to cure the performance failure. The cure plan shall begin 10 calendar days after VGT receives notice from Quapaw and shall remain in effect until the Performance Requirement is met, at which time the performance failure shall be deemed to have been cured.
- c. Reduction of Games: Beginning 2 full calendar months after the start of the cure plan, so long as the cure plan is in effect, Quapaw may remove Games located at the Facility where the Performance Requirement has not been met, but in no event shall Quapaw remove more than 10% of the Games leased under this Agreement during the Term.