

GAMING INDUSTRY EXPERTISE, WORLDWIDE RESULTS

SCCG Management is a leading advisory firm in the global gaming industry, dedicated to driving strategic growth and maximizing revenue for over 120 client-partners across diverse iGaming verticals.

With offices in North America, Latin America, Africa, Asia, Europe, and Brazil, our team of seasoned industry executives leverages global relationships to enhance product distribution and seize new market opportunities.

With over 30 years of experience, we specialize in navigating the complexities of tribal gaming, capitalizing on emerging markets, fostering iGaming innovations, managing intellectual property, facilitating mergers and acquisitions, and advancing sports wagering and entertainment ventures.

Meet Our Founder and CEO



Stephen A. Crystal has spent over 33 years in all aspects of the Casino, Gaming Technology, iGaming, Sports Betting, Esports & Sports Entertainment industries.

About Stephen A. Crystal

From transforming tribal and riverboat gaming to owning iconic Las Vegas casinos and establishing the premier global advisory firm in the gambling industry, Stephen A. Crystal has pioneered gaming innovation over the past three decades.

As the founder of SCCG Management, he has led \$3 billion in project finance, M&A, and gaming technology innovation. Stephen developed US operations for the UK's largest privately-held bookmaker, securing multi-million dollar deals with teams including the Bengals and Golden Knights, and established sports betting operations for tribal casinos. As an expert in emerging markets, Stephen has traveled to over 100 countries to support the operations of over 120 client-partners.

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Tailored Solutions for Industry Success

Bet on success with
SCCG Managed Services

About Us



SCCG Managed Services provides tribal and commercial operators turnkey technology and operational support to develop their Sports Betting and Digital Gaming offerings. Operations are supported by providing the experience necessary to establish completely new offerings and capabilities, from talent to technology. Whether it's an enhancement or extension of internal services, such as compliance

and risk management, or deploying new customer-facing products like digital and retail gaming content, SCCG Managed Services can quickly and efficiently integrate with existing teams. By the end of the project, operators will be fully equipped to manage the operations internally.

Comprehensive Support

SCCG Management Services provides guidance in technology provider selection and management. We help clients develop their operational requirements, recommend suitable platforms, and assist with contract negotiations. Our support extends to integration, regular staff training, and ongoing operations oversight. We also conduct thorough vendor reviews, shortlisting options based on market reputation and client needs, ensuring a well-aligned platform solution.



Partners Include



SCCG Managed Service Offerings



Gaming Operators

- Tribal Casinos
- Brick & Mortar Casinos
- Retail and Mobile Sportsbook Operators

Enhance Capabilities of Existing

- Platform & PAM
- Trading Sports Data and Content
- Payments
- KYC and AML
- Responsible Gaming
- Staffing and Training
- Customer Service and Support
- Sports Bar Venues and Watching Experience

Client-Branded Projects

- Full Retail Sportsbook
- Class II Mobile Gaming
- Mobile Sportsbook Platform and Operations
- iGaming and Social Casino Platform/Operations
- Game Studio Client-Branded Content
- Develop Customer Facing Loyalty & Retention Solutions
- Esports Operations from Retail Arenas to Mobile-Branded Tournaments

Strategically Enhance Brand Marketing with:

- Sports Team and League Partnerships and Activations
- Existing Loyalty Solutions Bridging Brick & Mortar with Digital
- Influencer and Event Campaigns



Service Capabilities Summary



Risk Management and Regulatory: Responsible Gaming, AML, KYC

- Assess current measures, verification processes, and internal controls in place.
- Implement technology solutions and partnerships.
- Provide continued support, train staff, and communicate updates on regulations.



iGaming/Social Casino Content Distribution:

- Evaluate distribution channels and engagement levels.
- Expand reach through partnerships and platforms.
- Adjust iGaming offerings based on regulations.



Sports Betting Platforms and PAM Providers:

- Assess and recommend technology infrastructure.
- Identify and establish roadmaps with partners to launch.
- Training and execution.



Payment/Fraud Platforms:

- Evaluate existing platforms for reliability and diversity.
- Adopt technologies for convenience and security.
- Address fraud risks and regulatory compliance.



Class II Mobile:

- Advise tribal operators on Class II mobile gaming strategy, setup, and compliance.
- Guide vendor selection and platform integration for mobile on-premise play.
- Ensure secure geolocation, authentication, and system monitoring standards.
- Align operations with IGRA and NIGC-approved frameworks to protect sovereignty.



Design and Construction of Sportsbook:

- Conduct market research to understand customer preferences and industry standards in sportsbook design.
- Collaborate with architects and designers to create a visually appealing and functional sportsbook layout.
- Ensure compliance with regulatory requirements and implement safety measures in the construction process.



Trading, Sports Data, and Content:

- Assess sports offerings and data quality.
- Provide recommendations. Expand partnerships and support real-time data integration.
- Support in managing liability based on wagers across customer base.



Development and Training Continuation:

- Develop comprehensive training programs for Shooting Star tribal members.
- Develop and implement comprehensive training programs to enhance tribal member skill sets across customer service, marketing/loyalty programming, and responsible gaming.
- Foster a culture of continuity through ongoing training, recognition of exceptional service, and open communication channels between technology providers, customers, and team members.



Customer Services and Support:

- Ensure all team members provide friendly and professional services to customers at all times, making them feel welcome and valued.
- Train and empower employees to effectively handle customer inquiries, complaints, and feedback, resolving issues promptly and satisfactorily.
- Implement customer-focused initiatives, such as personalized greetings and proactive assistance, to enhance the overall customer experience.

Class II Mobile On-Premise

At SCCG, we help tribal operators launch and scale Class II mobile on-premise gaming with confidence. Backed by decades of experience and a global network, our advisory services are built around tribal sovereignty, compliance, and innovation.

SCCG Class II Mobile On-Premise Services & Expertise

- Advisory for Tribal Casinos
- Platform & Content Guidance
- Vendor & Partner Selection
- Regulatory & Technical Support

Core Expertise Areas

- Authentication & Access Control
- System Security & Monitoring
- Class II Mobile Devices (C2MD)
- Wagering Account Setup
- Mobile Gaming Areas (C2MGA)
- Geolocation Compliance
- Authorized Game Catalog
- Logging, Reporting & Audits

Technology & Innovation

- On-premise mobile play via secure networks
- Integration of popular class II digital content
- NIGC-approved standards for mobile gaming



Tribal Gaming Experts in Class II Mobile On-Premise Gaming

Why SCCG?

- 30+ years of gaming advisory experience
- Trusted by 120+ client partners worldwide
- Deep regulatory and Class II expertise
- Committed to tribal sovereignty and growth