

The CDC Gaming Seminars /  
UNLV Center for Professional and Leadership Studies

# Slot Performance Analysis Workshop

*Presented by Will Dunn, President,  
Dunn Gaming Solutions (DGS) & Slotfocus*

**At UNLV in Las Vegas, NV**

**February 21-22, 2019**

In today's challenging economic environment it is essential to make the right decisions in order to maximize the financial results of your slot floor. This two-day seminar, presented by CDC Gaming Seminars and the UNLV Center for Professional and Leadership Studies, will give you the tools needed to effectively analyze and improve your slot floor performance.

The Slot Performance Analysis Workshop is designed for gaming industry professionals who already understand basic financial measures such as a profit and loss, variance, mix percentages, ratios, ranking, indexing, and market share. **Attendees should have a working knowledge of MS Excel, specifically inputting/selecting data, entering formulas/functions and working with data in pivot tables.**

In this workshop all participant are provided with a computer so they can work on in-class exercises. This hands-on practice enhances the learning process and makes it possible for participants to apply the techniques they've learned when they return to their jobs.

***All attendees will receive certificates from UNLV.***

## Workshop Topics

### 1. Overview and Review Exercises\*

- Slot Machine Basics
- Useful Financial Analysis Concepts

### 2. Incremental Contribution and Measurement

### 3. Statistics for Slot Analysis, *including*:

- Describing Data
- Standard Deviation
- Anomalies
- Correlation
- Regression

### 4. Basic Game Math and Par Sheet Elements, *including*:

- Basic Probabilities and Game Cycles
- Understanding the Paytable (Par, Hit Frequency, Standard Deviation, Volatility Index)
- Statistical Analysis of Actual to Theoretical Win Percentage Variance

### 5. Slot Key Performance Metrics, *including*:

- Popularity and Productivity Measures
- Supply and Demand

### 6. Basic Machine and Game Title Performance Evaluation

### 7. Isolating Effects of Location on Machine Performance

### 8. Supplementing Performance Analysis with Player Analytics

### 9. Comprehensive Performance Analysis, *including*:

- Diagnosing Underperforming Machines
- Going from Data to Strategy

\* In order to spend as much time as possible on slot analysis, this seminar assumes participants have a basic knowledge of slot machines and accounting/financial analysis concepts such as Profit and Loss, Variances, Mix Percentages, Ranking/Indexing, Normalization, and Allocation. A tutorial on slot machine basics and financial analysis concepts is available on the instructor's website for review prior to attending the seminar. Details on how to access this information will be provided after registration.

**Instructor: William Dunn**

William Dunn is President of Dunn Gaming Solutions (DGS), a consulting firm serving the gaming industry. DGS specializes in applying advanced analytical and predictive modeling techniques to understand customer profitability and quantify incremental contributions of operations and marketing variables. The philosophy of DGS is to help clients maximize profitability by accomplishing three critical tasks: measure, learn, and adapt. Dunn is also the creator of SlotFocus Performance Analytics™, a subscription service that enables casino operators to outsource advanced slot analytics (learn more at [www.slotfocus.com](http://www.slotfocus.com)).



A leading analyst in all aspects of casino marketing and operations, Mr. Dunn has extensive publication credentials. He was a featured business intelligence columnist for Slot Manager quarterly. He has also contributed to academic research projects published in periodicals including the Gaming Research and Review Journal, the Journal of Travel & Tourism Marketing, the Journal of Hospitality & Tourism Research, and the International Journal of Hospitality Management. His expertise has been tapped as a panelist at Global Gaming Expo (G2E) and the Business of Gaming Conference.

Prior to forming Dunn Gaming Solutions, Mr. Dunn spent several years working in front-line, back-of-house, and executive capacities. His previous industry employers include Barona Resort & Casino, Aladdin Resort Casino, The Venetian Resort Hotel Casino, Rio All-Suite Hotel & Casino, and Sands Expo & Convention Center. Mr. Dunn has worked with numerous casinos in both the U.S. and Europe.

Dunn holds an MBA & Casino Leadership Program certification from the University of Nevada, Las Vegas.



## Location and Hotel Information

The workshop is held at the Stan Fulton Building on the UNLV campus at 801 East Flamingo Rd. (the southeast corner of Swenson St. and East Flamingo), about a mile north of McCarran International Airport and a mile and a half east of the Las Vegas Strip. For information on nearby hotels, please email [dave.newton@cdcgamingseminars.com](mailto:dave.newton@cdcgamingseminars.com).

## Workshop Schedule

**Day 1:** Registration: 8:30 a.m. to 9:00 a.m.  
Seminar: 9:00 a.m. to 3:00 p.m.

**Day 2:** Seminar: 9:00 a.m. to 3:00 p.m.

## Workshop Costs

**Early Bird Rate: \$895 (payment by January 17)**

**Regular Rate: \$995**

- Registration includes workshop, training materials, continental breakfast, lunches and breaks.
- 10% discount for additional attendees from the same organization
- Special rate for a second attendee *from the same organization sharing a computer*: \$675 Early Bird or \$750 Regular Rate.

**Refund policy:** cancellations more than two weeks in advance will receive a 50% refund; no refunds for cancellations after that date. Substitutions may be made at any time. If you wish to reschedule your training, we will apply the full registration paid towards a future CDC Gaming seminar with no penalties or processing fees, assuming space is available in that seminar.

**REGISTER TODAY!**

For additional information: Dave Newton (702) 255-9891

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