LOTTO TRANSFORMATION

SCRATCH & WIN

INTRODUCING TICKET ACTIVATION!

Bringing these benefits to your Lotto business.

✓ Healthier cash flow as a result of being invoiced for product after it's been sold

✓ Inventory and sales reporting that reflect actual daily customer transactions, and

✓ Enhanced Ticket security through the use of new Activation Tickets
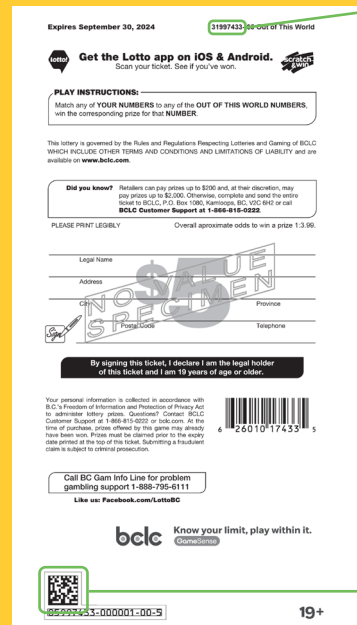
lotto! THE FUTURE OF PLAY.

bclc

ACTIVATION TICKET FEATURES

8-digit game code

$5
31997433

OUT OF THIS WORLD

WIN UP TO $50,000 INSTANTLY!

Validation Matrix

8-digit game code
31997433-00-OO1 of This World

Sales Matrix

19+

The new Lottery Terminals introduce significant changes in key operational aspects of managing and selling Scratch & Win Tickets.

1 RECEIVING TICKET ORDERS

Scanning the Packing Slip into the Lottery Terminal will be an essential step when receiving the Ticket order because it **reports incoming inventory to your store and it enables the Tickets' selling capability.**

⚠️ *Without scanning the Packing Slip, Tickets cannot be sold.*
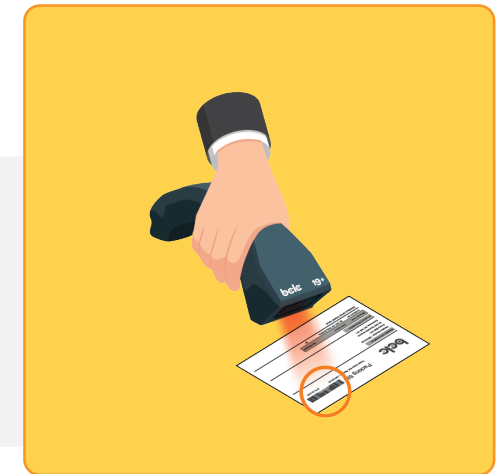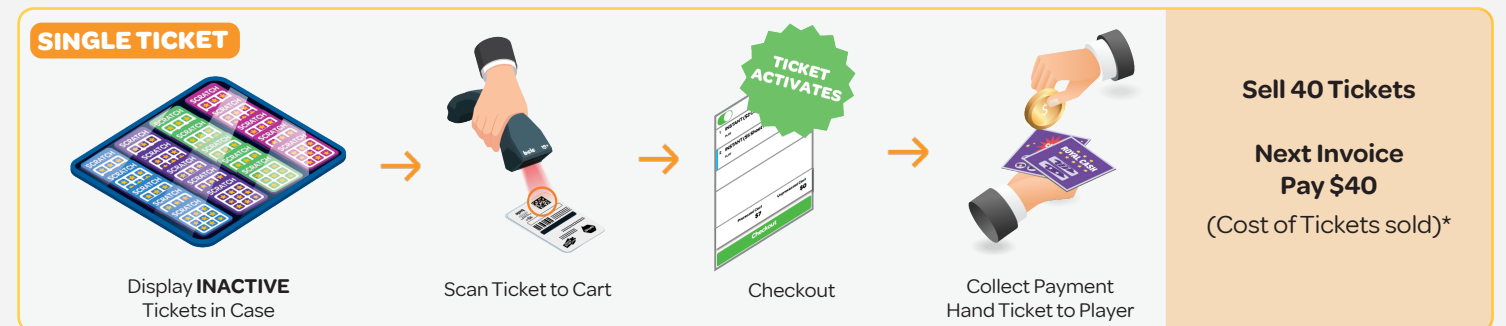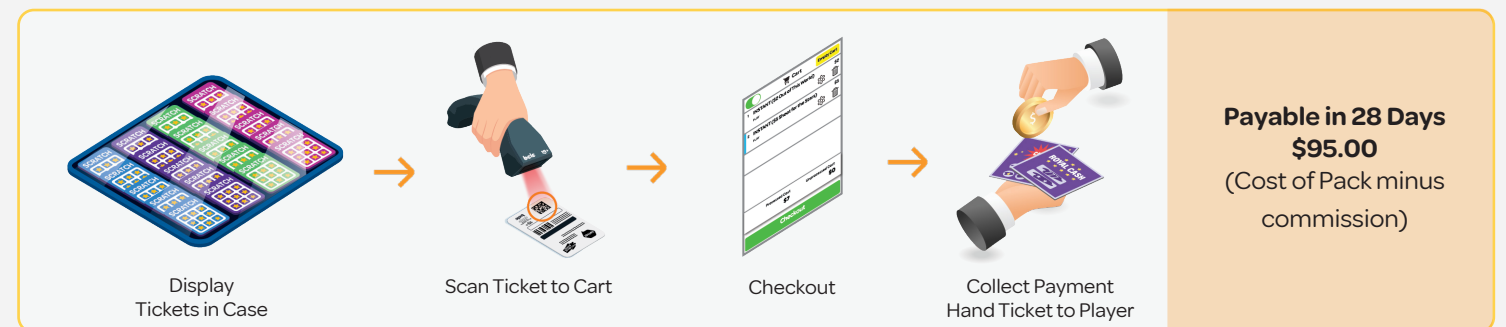

2 SELLING

TRADITIONAL TICKETS

Scratch & Win games released before new Terminals will continue to be available until sold through BCLC warehouse. **While these Tickets remain sale and validation ready upon receipt, the process of selling the Ticket to the Player will change.** Specifically, scanning the Ticket to the Cart and tapping Checkout to complete the sale.

ACTIVATION TICKETS

Scratch & Win games released after new Terminals will be shipped to Retailers in an inactive state. **This means the Ticket results cannot be checked until the Retailer activates them.** The activation process takes place upon tapping the Checkout button to complete the sale.

3 INVOICING

Example: Pack of $1 Tickets (100/pk).

Display Tickets in Case → Scan Ticket to Cart → Checkout → Collect Payment Hand Ticket to Player

Payable in 28 Days $95.00
(Cost of Pack minus commission)

SINGLE TICKET

Display **INACTIVE** Tickets in Case → Scan Ticket to Cart → Checkout (TICKET ACTIVATES) → Collect Payment Hand Ticket to Player

Sell 40 Tickets

Next Invoice Pay $40
(Cost of Tickets sold)*

TICKET PACK

Selling a **FULL PACK** to a Player?

→ Scan Pack to Cart → Checkout (TICKETS ACTIVATE) → Collect Payment Hand Tickets to Player

Next Invoice Pay $100
(Cost of activated Pack)*

*Sales commission is applied separately, same as Online Ticket sales. Payment terms align with your location's 7-day cycle for Online Ticket sales.

KEY TAKEAWAYS

Perform these actions for a successful launch.

Scan the Packing Slip

Orders must be received on the Lottery Terminal to enable selling capability.

Scan to Cart

Scan every Ticket to Cart at the point of sale to the Player.

Tap Checkout

TICKET ACTIVATES

Tapping Checkout completes the sale and activates the Ticket or Pack.

QUESTIONS & ANSWERS

Do I need to be able to identify the type of Ticket when selling?

The Display Case will include a mix of Traditional and Activation Tickets, and you will not need to know which is which. Scan and Checkout Traditional and Activation Tickets the same way to ensure a consistent Player experience.

What happens when an Activation Ticket or Pack is activated?

In addition to the validation capability being activated, the product is considered sold in the back-end system. This, in turn, triggers the reporting of the sale and an update to your inventory. Additionally, the next invoice is updated to include the cost of the activated Ticket or Pack, and the corresponding sales commission.

Can I activate a Pack and display activated Tickets in the Display Case?

It is possible, however, BCLC does not recommend this method. Pre-activating Packs voids the benefits of Ticket Activation, including enhanced Ticket security. Cash flow will be negatively affected because the cost of each Pack will be paid on the next sweep. Furthermore, sales and inventory reporting will not provide accurate information about daily transactions.

GET READY FOR THE FUTURE OF PLAY

To find out more information about the new Lottery Equipment visit the Retailer Hub here: