

Can you tell us about Slotegrator and how you wound up where you are now?

Slotegrator is a developer of bespoke platform solutions for online casinos and sportsbooks. Also, the company offers game content integration, payment systems integration, and license acquisition — basically, everything you need to start an iGaming business, and plenty of solutions for established operators as well.

As for me, I have over 5 years of experience managing B2B and B2C sales departments in the online gambling industry. I started my career working in customer support for online casinos and grew to become the head of a department offering tailored services to VIP players. Now I'm working as business development manager at Slotegrator.

Slotegrator is in the gambling industry since 2012. How did change in these 10 years?

Over the past 10 years, we have grown from a small company to an international one. Slotegrator has a strong team, several offices, over 150 launched projects, and over 200 clients worldwide. The company is constantly expanding its presence in key markets — right now our focus is on India, and Latin America.

The expertise we've gained over the past decade helps us predict trends and design products to match them. For example, we noted that users had a real desire for fast, convenient navigation and increased privacy. And of course, there's no denying the popularity of mobile devices. Combine these and there's no mystery as to why our Telegram Casino solution is finding so much success.

Our partner network has also grown. Slotegrator cooperates with more than 100 providers, whose gaming content — totalling more than 15,000 games — operators can integrate into their gambling platforms. And to ensure they can always offer the payment methods their players prefer, operators can also integrate over 35 payment systems through [Moneygrator](#). We're also tightly linked to related fields like cryptocurrencies and blockchain technologies, both of which are increasingly important to iGaming.

You offer a wide range of solutions. Which one of your products is the most successful? What is Slotegrator offering that your competitors don't have?

One of our most popular products is Telegram Casino, which is also one our competitors can't match — it's totally unique on the market. It made a big splash when we first introduced it, and we've had tons of demand for the product, often customers who are out for Telegram Casino and don't want anything else! We've got a whole team dedicated to the development of the bots that make it work.

It's also earning some recognition — the SBC Awards 2022 nominated Slotegrator and Telegram Casino in the Industry Innovation of the Year category.

How do you help clients with licensing?

We provide a full range of legal services, help operators who have experience in business, as well as beginners. Our lawyers provide a kind of professional advice, explaining the entire process to clients in detail.

Так же Our clients have the opportunity to operate under a Curaçao sub-license as part of our [White Label](#) solution. This includes the complete development of an online casino platform and operation under our legal entity. This combination of technical and business solutions makes this option a win-win for experienced operators, and it's growing in popularity in several key iGaming markets.

Your website has an Academy section. Who is it dedicated to? Players or customers?

[Slotegrator Academy](#) is our company's educational portal, where potential and established operators can learn about how to operate a casino or sports betting platform and keep up with current trends in the global iGaming industry.

As part of the project, there is a [YouTube channel](#), where we recently announced the new season of Slotegrator Academy. Everyone who already works in the gambling industry or wants to get into it can find even more useful and educational videos there.

The last 2 years have been very challenging. What impact did they have on the iGaming Industry? How is the industry changing and what do you expect from the future?

The global gambling market has changed dramatically over the past 2 years. Our lives were already becoming more digitized, and the pandemic only accelerated the trend. The same is equally true, if not more so, when it comes to online gambling — players were already migrating online, and the pandemic just gave them another huge reason to do so.

The iGaming industry has always been on the cutting edge of technological advancement, so it'll come as no surprise that AI and chatbots are playing a bigger role in the world of online casinos and sportsbooks.

Overall, businesses have to be online to be competitive. Even land-based casinos are opening up online branches, both to handle situations like the pandemic and in recognition of the simple fact that more and more players would rather play at their own convenience, from wherever they are, at any time.

So in the future, that will all continue. As for us, we have plans for further development for sure, including strengthening our position in key markets and delivering more innovative products to our customers.

Which products are you planning on launching next?

For now, we're focused on continuing to improve the modules of the new platform we just released. It's got a Business Intelligence module, a bonus module, an affiliate module, Casino Builder — everything a operator needs for smooth, convenient, and effective platform management.

As for new products, I'll have to leave you on a cliffhanger. Stay tuned to see what solutions we come up with in the near future.