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**BUSINESS-TO-BUSINESS
LICENCE.**

Business-to-business Licence

Business-to-Business (B2B) licence category was created to accommodate provider of comprehensive platform solutions to sports betting, lottery, casino, and related games in the Lagos gaming industry. B2B licence covers all aspects of gaming transaction, providing gaming software, and other gaming activities to LSLGA's licenced operators.

WHO SHOULD APPLY FOR A B2B LICENCE?

Any organization offering services listed hereunder to LSLGA's licenced operators should request a B2B licence from the Authority.

- Manufacturing, assembling, placing on the market, distributing, supplying, selling, leasing, or transferring a gaming device;
- Providing risk management services for the operation of a licensable game;
- Providing event, content and, or odds;
- Providing fraud management services for the operation of a licensable game;
- Holding and, or managing player funds;
- Providing services relating to customer due diligence;
- Providing services related to player identity verification;
- Providing co-location services and other managed information technology services, including cloud computing services and, or decentralized hosting protocols where the latter do not amount to a critical gaming supply; and
- Providing back-up and disaster recovery services

REQUIREMENT FOR BUSINESS-TO-BUSINESS (B2B) LICENCE.

1. An application letter
2. Non-refundable application fee of N1,000,000 (One Million Naira)
3. Documentary Evidence of Company Incorporation in your jurisdiction.

Detailed business plan/proposal on the Business-to-Business. The proposal should provide information and documentation on the following:

4. Business Structure
 - i. Address of Registered Office, Branches and Planned locations.
 - ii. Names and Profile of Directors.
 - iii. Company Tax & Incentives

- iv. Trademarks & Brand Protection
 - v. Description of Operations and Management Structure.
 - vi. Marketing and distribution plan
5. Details of proposed Solution/Product(s)
6. Technical Information:
- i. Detailed information of technical partners/provider specifying the services rendered with supporting documents.
 - ii. Contracts and Service Level Agreements (SLA) documents between applicant and all 3rd party contractors e.g., gaming platform provider; data hosting company.
 - iii. Detailed information on proposed technical topography including a schematic diagram clearly illustrating the technical operational flow.
 - iv. Proposed platform – self host or cloud based; if cloud based, the contact information of the hosting company.
 - v. Detailed information of Hardware (server, firewall, routers, redundancy implementation).
 - vi. Detailed information of Software (operating systems/Database applications specifications).
 - vii. Back up Policy and Business Continuity Policy
 - viii. Data Protection and Recovery Policy
 - ix. Processes and System Quality Assurance.
7. Copy of products/platform certifications from a certified laboratory and/or certification body for the services rendered.

NOTE:

- LSLGA requires a minimum of 15 working days to conduct due diligence on every application.
- As part of the application process, the applicant will be required to make a presentation before LSLGA.
- Where the applicant satisfactorily fulfills the pre-approval requirements, an Approval in Principle (AIP) will be granted for 90 days.
- The AIP is a temporary licence; the substantive licence will only be issued on fulfillment of ALL conditions highlighted in the AIP.

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