

# SCCG NEWS

THE GAMBLING INDUSTRY'S

## ENTREPRENEURS

*Explore the challenges associated with building a startup at a young age  
In a newly regulated market*

## INNOVATORS

*Learn about the products, platforms and solutions that these Individuals have significantly contributed to*



## ACHIEVEMENT

*Discover the inspiring accomplishments and significant influence exerted by these dynamic young professionals in the gambling industry*

**SCCG**  
management

**THE GAMBLING INDUSTRY'S  
GLOBAL CONNECTOR**

<https://sccgmanagement.com/>

**CLASS OF  
2024!**



# 20 in their 20's



## Dan Zimmerman

Founder & CEO, Verse Fantasy



### About Dan

Daniel is a rising innovator in the gaming industry, known for his entrepreneurial drive and focus on social gaming. As the CEO and Founder of Verse Gaming, Daniel has created a peer-to-peer fantasy sports platform, Verse Fantasy, that allows users to build and manage their own real-money contests in a social, customizable environment. His vision of blending the excitement of fantasy sports with the familiarity of social media has set Verse apart in the competitive gaming landscape.

### About Verse Fantasy

Verse Fantasy is an innovative social gaming platform that combines peer-to-peer fantasy sports with the excitement of real-money contests. Users can create, play, and manage their own custom fantasy matchups in a social setting, making it easy to compete with friends while betting on their favorite sports. With its LeagueSync feature, Verse Fantasy allows users to sync their existing fantasy football leagues and engage in daily contests around matchups, winners, margins, and more, offering a unique mix of fantasy gaming and social interaction.



## Nyasha Mutseta

Co-Founder & CEO, Athstat Gaming

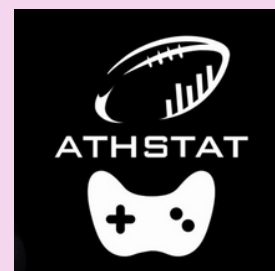


### About Nyasha

Nyasha Mutseta is a dynamic leader in the sports analytics and gaming industry, serving as the Co-Founder and CEO of Athstat Gaming. With a background in aeronautical engineering and a passion for data science, Nyasha has successfully transitioned into sports technology. His journey began with building a machine learning soccer prediction model, and now, through Athstat, he uses big data and AI to provide performance insights for sports teams. With roles ranging from Chief Technology Officer to Head of Sports Betting and A.I., Nyasha is a key innovator in the sports analytics space.

### About Athstat

Athstat Gaming is a data-driven sports gaming platform that integrates fantasy sports, real-time analytics, and social interaction. It provides users with a unique experience by allowing them to create and join customized fantasy contests for sports like rugby, soccer, and American football. With its free-to-play options and leagues with real rewards, Athstat offers fans an immersive way to engage with their favorite sports, backed by in-depth data and AI insights.



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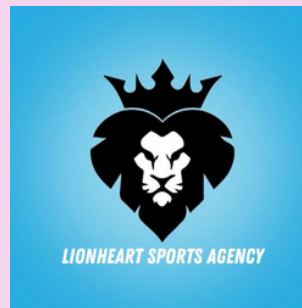


## ➔ Hunter Kirsch Founder, Lionheart Sports Agency



### About Hunter

Hunter is a fast-emerging entrepreneur in the sports representation world, currently leading Lionheart Sports Agency, a company he founded in late 2023. Prior to this, Hunter spent over two years as an Associate Agent at GSE Worldwide, a leading sports marketing firm with a robust roster of athletes across golf, tennis, and football. He also co-founded Nothing But NIL, where he worked with athletes to enhance their social media presence and secure endorsement deals. His expertise spans athlete representation, marketing, and real estate development.



### About Lionheart Sports Agency

Lionheart Sports Agency is dedicated to representing athletes with a focus on maximizing their potential both on and off the field. Specializing in Name, Image, and Likeness (NIL) deal negotiation, career development, and personalized support, Lionheart helps athletes build strong personal brands while guiding them through every stage of their professional journeys. The agency's mission is to transform athletes' dreams into reality by fostering courage, commitment, and character.

## ➔ Chosen Blakey Founder, Pharaoh Analytics

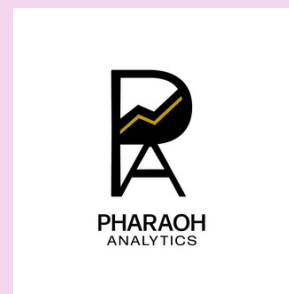


### About Chosen

Chosen Blakey is the Founder and CEO of Pharaoh Analytics, a company focused on revolutionizing sports data through cutting-edge analytics and AI. With a mission to address societal inefficiencies and optimize various industries, Chosen leverages advanced algorithms to predict sports outcomes with remarkable accuracy, delivering a 64% success rate over 1,100 trades. His passion for innovation drives Pharaoh Analytics to empower sports teams, organizations, and enthusiasts with data-driven insights, enabling smarter decision-making and gaining a competitive edge in the sports betting landscape.

### About Pharaoh Analytics

Pharaoh Analytics leverages advanced AI technology to optimize decision-making across various industries, including sports analytics. Their platform, ATOM, is designed to tackle key societal challenges while providing cutting-edge solutions for data organization, optimization, and business consulting. Pharaoh Analytics focuses on impactful innovation that enhances business operations and contributes to social progress.



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## ➔ Shubs Kaushal Co-Founder, Sharpstakes

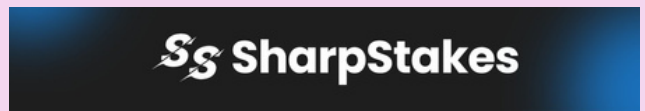


### About Shubs

Shubs Kaushal is the Co-Founder of Sharpstakes, a company focused on transforming the sports betting experience for both beginners and experts. With a passion for entrepreneurship and a strong background in fintech and venture capital, Shubs has held key roles, including as a Product Owner at Simplii Financial and an analyst in Innovation Banking at CIBC. He also co-founded Cribify and was part of the founding team at Matterverse. Shubs is driven by innovation and dedicated to scaling businesses that impact the world of sports and technology.

### About SharpStakes

Sharpstakes is a platform designed to enhance the sports betting experience by offering data-driven insights and tools such as SharpPicks, SharpAI, and Bet Tracker. It helps users identify the best value bets and trends, making smarter and more informed betting decisions. Sharpstakes caters to both beginners and experienced bettors, providing comprehensive support and analysis.



## ➔ Tamara Hansen Director of Sales, NRT Technology



### About Tamara

Tamara Hansen is the Director of Sales at NRT Technology, where she helps transform the gaming industry's payment systems and digital experiences for casinos, sportsbooks, and lotteries. Recognized in Who's Who in America 2023 and GGB Magazine's "5 Women Who Shine," Tamara combines her expertise in fintech and digital transformation to deliver innovative solutions. As a public speaker and active mentor, she also chairs the Mentorship Program at Global Gaming Women and advocates for children through her work with Guardian ad Litem in Palm Beach County, FL.

### About NRT Technology

NRT Technology is a global leader in fintech solutions and guest engagement platforms for the gaming industry. Their portfolio includes secure payment systems, specialized kiosks, AML compliance tools, and digital loyalty programs. NRT processes over 200 million transactions annually, managing payments for 50,000 ATMs in North America and settling \$20 billion. Their headquarters are located in Toronto, with additional offices in Las Vegas, Macau, Singapore, and Taiwan, providing comprehensive support to casinos, lotteries, and other enterprises worldwide.



# 20 in their 20's



➔ **Alan Peters**  
Client Success Manager, SCCG Management



## About Alan

Alan is a seasoned professional with extensive experience in Account Management and Logistics. Throughout his career, Alan has demonstrated a remarkable ability to manage complex accounts and execute logistically challenging projects with precision and efficiency. His expertise includes streamlining operations, enhancing client relationships, and driving growth through strategic planning and execution. Alan's dedication to excellence and his proactive approach make him a valuable addition to the SCCG Management team, where he will focus on expanding the client database and supporting various gaming initiatives.

## About SCCG

SCCG Management is a global gaming advisory firm that specializes in areas like iGaming, sports betting, casino technology, and esports. With over 30 years of experience, they offer services in market analysis, regulatory compliance, M&A advisory, and technology solutions, helping businesses expand and thrive worldwide. SCCG Management connects clients to a global network and provides strategic insights to enhance growth, efficiency, and innovation.



➔ **Chris Tulley**  
Vice President, Distinction Agency



## About Chris

Chris Tulley is the Vice President at Distinction Agency, a leading firm in athlete and influencer marketing. With a solid background in creating brand partnerships, talent representation, and sponsorship activation, Chris has successfully navigated roles across the sports industry. His journey includes positions at Distinction Agency, where he progressed from Partnerships Manager to Vice President, along with earlier stints in sports talent scouting and sponsorship acquisition. Chris's expertise spans social media marketing and brand consulting, making him a key figure in the world of sports business.

## About Distinction Agency

Distinction Agency is a marketing firm that elevates athletes, brands, creators, and sports properties through authentic partnerships and dynamic content. Their services focus on social media strategy, public relations, and creating impactful collaborations. Trusted by both global leaders and innovative startups, Distinction Agency provides tailored solutions that enhance brand visibility and influence.



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## Samuel Grisey

Senior Software Engineer, WagerWire



### About Samuel

Samuel Grisey is a Senior Software Engineer at WagerWire, where he specializes in backend architecture, microservices, and data pipelines. With extensive experience in AWS, Kubernetes, and Python, Samuel has been instrumental in building proprietary libraries and communication protocols, along with creating development environments to mirror production. His previous role at Smarkets involved maintaining data systems and APIs for high-frequency requests, while also developing internal tools for data analysis and backend operations. Samuel's technical expertise spans backend development, databases, and low-level C/C++ programming.

### About WagerWire

WagerWire is a cutting-edge marketplace that allows sports bettors to buy and sell previously placed bets. Integrated with sportsbook apps, it enables users to treat bets like tradable assets. Bettors can sync their sportsbooks, track real-time bet values, and flip wagers with friends or celebrities. WagerWire also allows jumping in and out of futures or parlays, and trading game lines until the final buzzer. Named one of Business Insider's "25 promising sports startups to watch."



## Dario Orlando

VP Sales (Gaming), Ingo Payments



### About Dario

Dario Orlando is the VP of Sales for Gaming at Ingo Payments. With 6 years of experience in the payments industry, Dario has worked across several sub-sectors, starting in financial research on publicly traded FinTech companies. He later joined a startup, contributing to its growth from 10 to 150 employees, before transitioning to Ingo Payments, where he now focuses on expanding its gaming portfolio. Beyond his professional role, Dario is also an active VC investor with a passion for innovation, exploring opportunities across various industries, including gaming, where his expertise and enthusiasm align.

### About Ingo Payments

Ingo Payments, an Ingo Money Inc. brand, enables banks, fintechs and brands to build, launch, and scale innovative financial experiences through its bank-grade, compliance-first end-to-end platform, complete with Money Mobility capabilities built on top of a Modern Money Stack, that provides the foundation for account funding, mobile deposits, payouts, digital wallets, bank account creation, card issuing, PFM, and rewards solutions across a wide range of industries and use cases.

