



Meridian Gives Continent 8 The Financial Freedom to Double-Down On The iGaming Industry

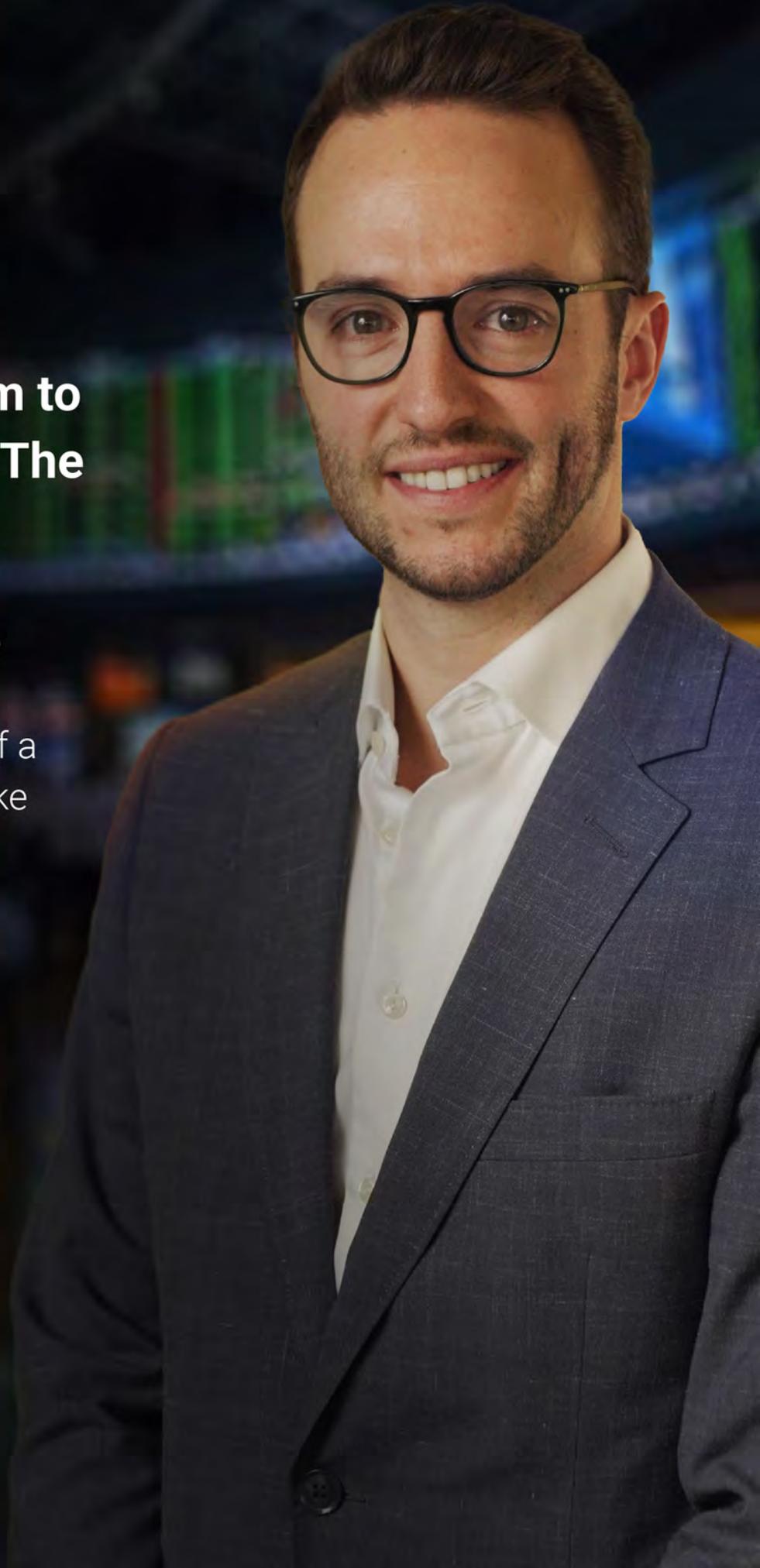
“ We want to leverage the capabilities, expertise, and financial prowess of a partner that can help take us to the next level. ”

Kristian Valenta

Chief Financial Officer



Industry: Technology



“ Legacy hardware means being a step behind – something we can’t afford. Thanks to Meridian, we’re always leading with the latest tech. ”

Anthony Abou-Jaoude
Chief Information Officer
Continent 8

About Continent 8 Technologies

For over 25 years, Continent 8 Technologies has been the backbone of the iGaming and sports betting industries. As the exclusive technology partner located in the heart of Atlantic City, Continent 8 has positioned itself securely as the most trusted technology and security partner for the biggest brands in the iGaming industry.

Business Impacts

- With TrueFlex Value™, Continent 8 can continually align their technology stack with their customers’ needs.
- With regular refresh cycles, Continent 8 is never saddled with legacy technology.
- With a strong integration with their banking partner, Meridian creates a seamless process for financing Continent 8’s hardware.
- TrueFlex Portal™ gives Continent 8 complete access to their assets and their refresh cycle, so there are no surprises.



100+
Locations



100%
Uptime



10,000+
Servers

The Challenges

In the past, Continent 8 has purchased their core network and storage hardware every few years and as a result have been stuck with legacy equipment. Irregular hardware refreshes created unpredictable budgeting cycles and the up front costs of purchasing has put a strain on their cash flow. With large capital expenditures eating at their cash reserves, their ability to expand and innovate has always been a challenge. With customers demanding uptime and scalability, Continent 8 was looking for a way to keep their technology footprint aligned with their long-term goals.



I Can't Adopt Next-Gen Technologies



I Am Not Prepared For Growth



I Don't Have Access to Capital

How Meridian Helped

Continent 8 is on a direct path towards unprecedented growth in the iGaming and sports betting industry, looking to expand by an impressive 20% year-over-year. That much growth requires an experienced and reliable finance partner. With the rapid pace of innovation and depreciation of technology assets, it no longer makes sense to own their hardware. While preserving cash flow with TrueFlex Value™, Continent 8 has the financial freedom to invest into new locations and reach new customers. With TrueFlex Value™, Continent 8 can choose to refresh their hardware on a regular basis or extend their lease when it makes sense for their business needs.

TrueFlex Value™

TrueFlex Portal™