CRUSTLAB

YOUR PLATFORM BILL GROWS WITH YOUR REVENUE. HERE IS WHERE OWNING IT STARTS TO PAY.

A rented platform is how most regulated operators start, and rightly so. Past a certain scale the arithmetic changes. At €2M monthly GGR, a 15% platform rev-share and a €20K platform fee, the bill is €320K a month today, and it grows with every good quarter, on every path.

€240K
Monthly saving from cutover,

7 MONTHS
Build repaid after cutover

€10.8M
Saved over 48 months vs renting

WHERE OWNING PAYS BACK, BY SCALE

GGR / MO TODAY	VENDOR BILL	BUILD	RUN COST, OWN TEAM	BREAK -EVEN	SAVED 36 MO, € AND % OF RENT	SAVED 48 MO	BUILD REPAID AFTER CUTOVER
€1M, GROWING 25%/YR	€165K	€1.5M	€60K	month 28	€2M · 24%	€5.3M	10 mo
€2M, GROWING 20%/YR	€320K	€2M	€80K	month 25	€4.8M · 32%	€10.8M	7 mo
€5M, TIER-1 BUILD	€165K	€1.5M	€60K	month 28	€2M · 24%	€5.3M	10 mo

BREAK-EVEN = MIGRATION MONTHS + BUILD COST ÷ (MONTHLY VENDOR BILL MINUS MONTHLY RUN COST)

At €1M with flat revenue, renting is probably the better option: owning breaks even in month 34 and saves €0.2M over 36 months. **Growth changes the arithmetic.** At €1M growing 25% a year you are at about €1.4M by cutover and break even in month 28. **If your vendor offers a lower rate at renewal**, run it again: at 10% a €2M operator still pays €220K a month, and the bill still grows with you.

BOOK A STRATEGIC REVIEW

A free strategic call with Adam Gontarz, CEO of CrustLab, to map where your platform costs sit today – and what changing them would take.

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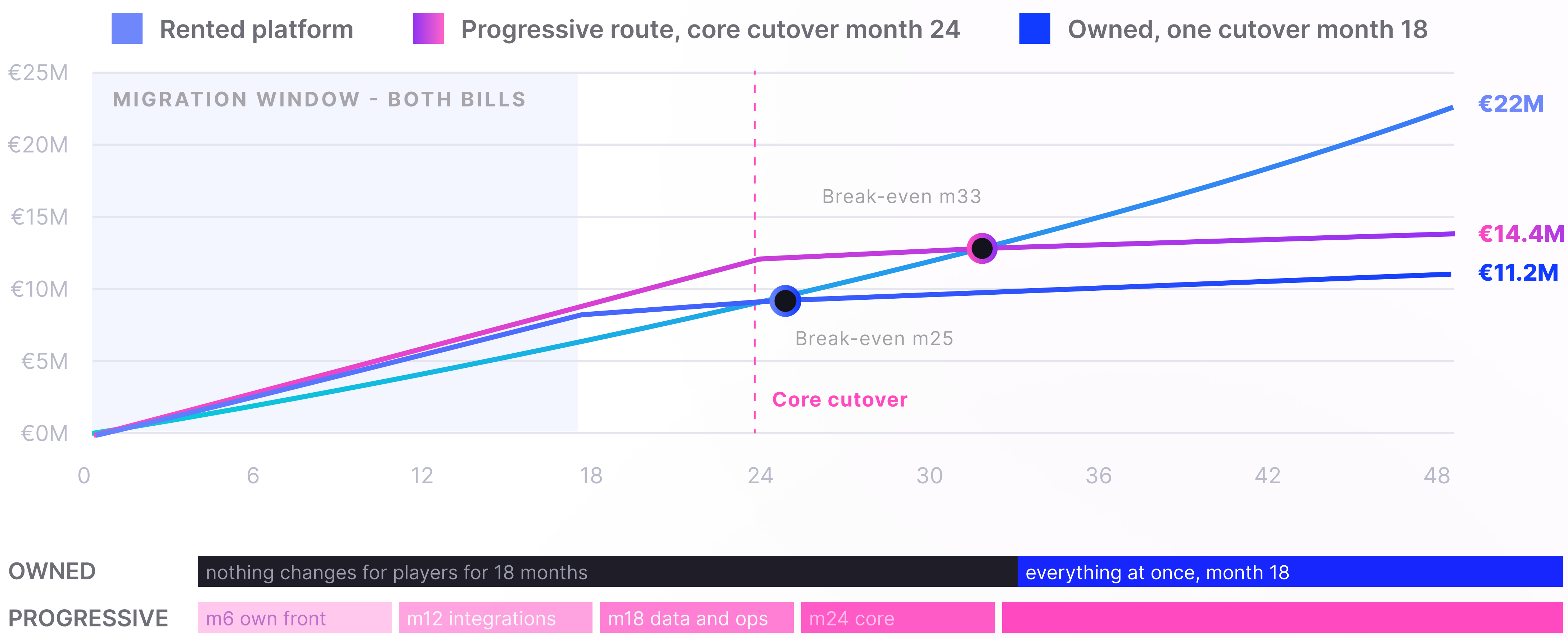
A 48-MONTH COST COMPARISON AT €2M MONTHLY GGR

Cumulative cash out, GGR growing 20% a year. 15% platform rev-share, €20K monthly fee, €2M build, €80K monthly run cost with the team included, 18-month migration with certification and parallel run inside it. In both ownership paths the business keeps running on the rented platform until cutover.



INDEPENDENCE IS A SEQUENCE. WHAT YOU GAIN, AND WHEN.

The progressive, layer-by-layer route at €2M monthly GGR, growing 20% a year. The core is built in parallel from day one; each layer you take back removes a dependency before the core is ever touched.

MONTH 6

What you gain

Own web and mobile front, CMS, middleware. From month 6, releases run on your calendar.

MONTH 12

What you gain

Direct payments, wallets and game-provider integrations through your middleware. First vendor cost lines become negotiable.

MONTH 18

What you gain

Analytics, gamification, lobby and bonus logic on your own data, on your own release cycle.

MONTH 24

What you gain

Certified, run in parallel, cut over. Platform rev-share to 0%. Platform, data and roadmap on your balance sheet.

MONTH33

What you gain

Route breaks even against renting. The one-cutover path gets there at month 25.

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