



LAZARUS

EST. 1967

LAZARUSLEGAL.COM

A law firm that grows with you.

Grounded in tradition and always moving forward.

About Us

The firm of Lazarus Legal is synonymous with both online and conventional land-based gaming and gaming law. We have authored and assisted in the drafting of gaming regulations in various jurisdictions, and currently represent some of the largest brands in the United States, Canada and internationally.

As the industry evolves, new challenges arise and internationally respected pioneers in the field, the firm of Lazarus Legal continues to provide counsel and assist all gaming professionals, as the industry evolves, and new challenges arise.

In a world where communication is key, our multilingual team speaks English, French, Italian, Spanish, Greek and Chinese (Mandarin), bridging cultural and linguistic gaps to facilitate global partnerships. This linguistic proficiency, combined with our legal expertise, positions Lazarus as an international firm ready to meet the requirements of our diverse clientele worldwide.

Core Values



Kindness
& Respect



Trust



Courage &
Optimism



Success



Growth &
Innovation



Teamwork

Licensing

Licensing is a critical component for businesses operating in regulated industries, especially in gaming and financial services. It ensures that the company complies with local and international regulations, thereby legitimizing operations and building trust with stakeholders.

Gaming Licenses

- **Casino Licenses:** Required for operating physical or online casinos.
- **Sports Betting Licenses:** Allows a company to offer sports betting services.
- **Lottery Licenses:** Necessary for operating lottery games or services.
- **Poker Licenses:** For platforms or establishments offering poker games.
- **Skill Games Licenses:** Covers games where skill determines the outcome more than chance.
- **Multi-Jurisdictional Licenses:** Enables operations across multiple jurisdictions under a single license.

Licensing

KEY CONSIDERATIONS

Regulatory Requirements: Understanding the specific needs for each type of license.

Costs: Initial application fees, legal fees related to contract review and preparation and drafting and sourcing legal opinions, ongoing compliance costs, and potential penalties for non-compliance.

Timeframes: Vary significantly depending on the jurisdiction and type of license.

Corporate Structure: Optimization of the business to meet the expectations of the shareholders, investors and other industry partners.

Market Access: The understanding of the business' addressable markets in order to determine the appropriate jurisdiction.

Jurisdictions

The jurisdiction in which a company operates can significantly impact its licensing, regulatory compliance, and overall business strategy. Different jurisdictions offer varying degrees of regulatory strictness, operational flexibility, and business incentives

Jurisdictions Issuing Single Jurisdiction Licenses:

- United Kingdom
- Malta
- Singapore

Jurisdictions Issuing Multi-Jurisdiction Licenses:

- Alderney
- Isle of Man
- Kahnawake
- Tobique



Strategic Considerations

At Lazarus, our primary focus is assisting our clients in navigating complex laws and regulations and ensuring they remain compliant with business standards.

REGULATORY ENVIRONMENT

The level of regulatory oversight can impact compliance costs and operational risks.

MARKET ACCESS

Multi-jurisdictional licenses may provide broader market access, reducing the need for multiple licenses.

TAXATION

Different jurisdictions offer various tax incentives and implications.

REPUTATION

Jurisdictions with robust regulatory frameworks can enhance credibility with potential customers and partners.

Our Team



Edwin Monzon
Managing Partner



John Giammarella
Attorney



Travis Jacobs
Compliance Advisor



Neil Kushari
Corporate Governance
Officer



Dea Rama
Paralegal



Linda Hamel
Paralegal



Edwin Monzon
MANAGING PARTNER

Contact

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EDWIN MONZON is an experienced professional in the corporate and gaming sectors. He has successfully led negotiations, acquisitions, sales, and mergers of some of the most sought-after assets in the gaming industry. Edwin has established a diverse client base that includes gaming operators, regulators, game aggregators, developers, platform providers, affiliates, payment service providers, and other industry participants. Over the years, his practice has expanded to include various technology companies, such as AI companies, cryptocurrency, venture assets, e-sports companies, financial institutions, and family offices.

KEY POINTS

- Substantial experience and knowledge dealing with M&A transactions.
- Ability to cater to the gaming industry and understand the languages behind it.
- Critical thinking approach regarding how he tackles the transactions.

LANGUAGES

- English
- French
- Spanish



John Giammarella

ATTORNEY

Contact

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Phone: 514-289-8600 x218

JOHN GIAMMARELLA is a specialized gaming attorney, experienced in assisting online and land-based gaming entities meet their objectives regarding their platforms and betting products. John has assisted clients worldwide with their regulatory and compliance needs in gaming for various jurisdictions. He has provided services in assisting clients in registering Ontario's regulated gaming and betting market and regularly drafts legal opinions on Canadian gaming and betting related issues. Worldwide clients include Land-based and Online Casino Operators, Gaming Regulators, Policy Makers, Lotteries, Horse Racing Operators, First Nation/Native Casino Operators.

John has also developed his practice in the areas of digital assets and transformative financial technologies. He advises a global client base in the ever-expanding regulatory framework of the fintech industry.

A powerful communicator and team orientated legal advisor. John has also been the general counsel for 2 publicly traded Canadian Companies.

KEY POINTS

- Extensive gaming law, digital assets and transformative financial technologies related knowledge and experience.
- His acquaintance with the technology and gaming industry allows him to expand on diverse perspectives on legal matters and explain complex legal concepts in a simplified and straightforward manner in English, French and Italian.

LANGUAGES

- English
- French
- Italian



Travis Jacobs

COMPLIANCE ADVISOR

Contact

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TRAVIS JACOBS Travis is an experienced regulatory and compliance professional with extensive experience in both the gaming and financial services (FinTech) industries and has developed a robust skill set in navigating complex regulatory landscapes. Travis has a proven track record in licensing, compliance program development, responsible gaming, and regulatory reporting, and ensuring that our clients meet regulatory expectations.


Throughout Travis' career, he has excelled in policy development, committee/board administration, and regulatory investigations. His commitment to excellence is evident in his ability to work and understand the requirements of a variety of clients, such as regulators, Indigenous communities, and stakeholders, and in assisting with the development and implementation of effective compliance strategies that align with the ever-evolving demands of the gaming and financial services industries

LANGUAGES


- English
- French

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