BetRoyale — Product Requirements Document

OLIVER SEIFERT · v1 · REAL-MONEY SKILL WAGERING FOR CLASH ROYALE

1. Problem Statement

Real-money skill wagering splits into two categories, and each solves half the problem. Casual apps like Triumph pay out $400M+ a year by wrapping cash bets around disposable arcade mini-games, which are luck-influenced and easy to build trust and settlement around. On the other hand, money-match platforms like UMG Gaming let players bet on real competitive titles, but carry the friction of hardcore console gaming: real hardware, niche communities, and high skill gaps.

Nobody serves the player who wants to wager real money on a competitive game they already play well, on a phone, with little to no setup. Clash Royale already has the audience of millions of competitive players, many of whom settle informal wagers with their friends through Venmo with no escrow, no verified outcome, no recourse if the loser doesn't pay. In addition, plenty of players believe they're simply better than the average opponent and want a way to turn that edge into money against strangers.

2. Vision

BetRoyale is a mobile, real-money, skill-based wagering platform for the popular mobile game Clash Royale. Players already have lots of fun and get hooked on casual apps because of their low friction and high stimulation, all while playing arcade games they never would play without a financial incentive. BetRoyale lets users stake money on a skill they've already built, on a game they already love, all from their phone.

Players connect their Clash Royale accounts to BetRoyale, then post a wager and match up with an opponent (friends or strangers). They add each other as friends in the game, play a friendly battle, and the outcome is read directly from Supercell's match data API and settled automatically while the house takes a small fee.

3. Target Users

1. **The Confident Money Maker:** Skilled, high-ladder Clash Royale players who believe they're better than the average competitive player and want to convert that skill into money. They are usually young males.
2. **The Competitive Friends:** A pair of friends who want to wager money on their Clash Royale skills but need a secure way to process the money.

4. Goals and Non-Goals

Goals

- **G1. Settle every match without a human in the loop.** Outcomes come from Supercell's API. No screenshot submissions, no support tickets, no judgment calls.
- **G2. Get a new user to their first match in under three minutes,** without asking them to deposit money first.
- **G3. Make repeat play the default,** not a one-time novelty. Revenue is a fee on settled pools, so the business scales with match volume, not with how much any single player loses.
- **G4. Stay legally defensible.** Ship only where skill wagering is clearly permitted, and never describe or design the product as gambling.
- **G5. Make cheating unprofitable** before the platform is worth cheating.

Non-Goals

- **Betting on other people's matches.** Users stake their own performance only. Wagering on a third party's outcome is a different legal product and is explicitly out of scope.
- **Other games.** Clash Royale only for v1. The settlement mechanism depends on a public match-history API, and generalizing it before the model is proven adds risk without adding learning.
- **Tournaments and brackets.** Higher operational cost, and they don't test the core question, which is whether players will stake money on a 1v1 they'd have played anyway.
- **A native app store build.** The product ships as an installable PWA. App store review for real-money wagering is a months-long problem and shouldn't gate launch.

- **A public leaderboard at launch.** Its value comes from player density, so shipping it into a thin player base advertises emptiness.

5. Core Flow

```
Register → verify email → confirm age and state → link Clash Royale tag and friend link
    ↓
Post a wager (free coins or real balance) → opponent challenges → both confirm
    ↓
Add each other in Clash Royale → play a friendly battle → return and track
    ↓
Supercell API reads the battle log → winner credited, loser debited, fee taken
    ↓
Rematch (double or nothing) or cash out to a linked PayPal account
```

6. Requirements

6.1 Onboarding and eligibility

- New accounts receive **1,000 free coins** and can play a real match immediately. Free play requires only email verification, an age and state check, and a linked Clash Royale tag.
- **Deposits require identity verification; cashouts additionally require tax information.** Compliance friction sits on the money path only, never in front of first play.
- State eligibility is enforced at **account creation**, using both self-reported state and an IP check, so a blocked-state user never completes registration rather than discovering the block after depositing.
- Onboarding is stepped, with a contextual next-step card on the profile that always names exactly one action needed to unlock the next capability.

6.2 Currency

Two currencies with a one-way wall between them.

	COINS	BALANCE
What it is	Free practice currency	Real USD held on the platform
How you get it	1,000 at signup, daily streak rewards	PayPal deposit
Conversion	1,000 coins converts to $1.00 balance	Cannot convert back to coins
Wagering	Free matches	Real-money matches

Coins and balance must never share a component, a color, or a number format anywhere in the interface. A player should never have to work out which one they are about to risk.

6.3 Matchmaking

- Matchmaking is a **peer-to-peer challenge board**, not an automated pairing algorithm. A player posts an entry fee; every online player sees it alongside the poster's tag, trophy count, league, and record, and can challenge. The poster confirms before the match locks.
- Rationale: automated trophy-based pairing fails at low liquidity in both directions, either creating mismatches or leaving players in a silent queue. A visible board lets players self-select fair matchups and makes a thin market feel active.
- Entry presets of 50 / 250 / 1,000 plus a custom amount, capped at $100 per match. Both players ready up inside a **60-second window**, with heartbeat monitoring and a warning before any forfeit resolves.

6.4 Settlement

- The winner comes solely from Supercell's match-history API. **There is no manual override path anywhere in the product**, including for admins.
- Only battles timestamped at or after the match start time count, closing the pre-recorded warm-up battle exploit. Settlement is idempotent with a one-way latch, so a match can never pay out twice.

- If the platform cannot prove who won (mismatched API results, a swapped or re-linked tag, a duplicate account), it **refunds both sides and flags the match** rather than guessing.
- The API lags roughly 30 seconds behind a finished battle and that is not reducible, so the product narrates the wait explicitly instead of showing a silent spinner.

6.5 Money movement

- Deposits via PayPal, minimum $10, maximum $1,000, credited instantly. The method used at deposit is linked to the account, so the withdrawal screen pre-fills it as the payout destination and needs one confirmation.
- Cashout minimum $10, gated on: account at least **7 days old**, at most **one cashout per 24 hours**, a **$500 rolling 7-day ceiling**, no active match, no recorded chargeback.
- The withdrawal screen shows a live readiness checklist of unmet conditions and their current values. No user hits an unexplained wall.
- The platform takes a fee on each settled pool, defined as a single constant so it can be tuned in one place.

6.6 Integrity

- **Collusion detection** runs on every settlement. Two accounts that played each other three or more times in seven days, with one winning 85% or more, are both flagged for review.
- Stakes move into a reserved balance at queue join so the same dollar cannot be committed twice, and balance mutations are serialized per user to close the read-then-write race. A deposit followed by a cashout within an hour is logged as a fraud signal.
- **Flags trigger human review. They do not automatically reverse payouts.** For a young platform, wrongly freezing an honest player's money is worse than absorbing a small loss, because the first outcome gets screenshotted into a community of thousands.

7. Success Metrics

METRIC	WHY IT MATTERS	TARGET
Signup to first match	Tests whether free coins actually remove the trust barrier	Under 3 minutes, 60%+ of signups play at least one match
Deposit conversion	Whether free play converts into real stakes	20% of signups deposit
Weekly wagers per depositing user	The revenue driver, since the fee is per settled pool	Grows week over week
Matches per dollar deposited	Separates healthy repeat play from one-shot deposits	Rising
Cost per first deposit and CAC payback	Whether acquisition is sustainable at a small budget	Payback under 60 days
Settlement dispute rate	Validates the whole API-settlement premise	Near zero

8. Key Risks

RISK	SEVERITY	MITIGATION
Platform dependency. Settlement runs entirely on a third-party API governed by terms the platform does not control.	Critical	Treat the API relationship as the single point of failure it is. Get the platform relationship settled before scaling spend, not after. This risk was underweighted in practice.
Regulatory reclassification. A state changing its position on skill wagering, or a regulator disagreeing with the classification.	High	Ship only where the law is clear, treat ambiguous states as prohibited, enforce eligibility at signup, keep disclosures and the responsible-gaming line in the deposit path.
Cold start. A wagering marketplace with nobody in it has zero value to the first user.	High	Peer-to-peer challenge board over automated matchmaking, free starter coins, community partnerships for concentrated early liquidity.
Collusion and account farming. Two accounts trading wins to launder deposits or farm promotions.	Medium	Collusion detection at settlement, identity verification on the cashout path, account age gate, velocity and weekly caps.
Tilt and problem play. A losing player pushed back into more matches.	Medium	Unresolved as of v1. Any retention mechanic aimed at losing players must clear a responsible-gaming bar first, and none proposed so far does. Deliberately left open rather than shipped badly.
Payment processor risk. Processors can decline to serve real-money wagering.	Medium	Vendor evaluated on appetite for the category, not just integration cost. Migrated from Stripe to PayPal during the build for this reason.

9. Open Questions

1. What is the right fee percentage? It needs to fund the business without making the expected value of playing obviously negative for a good player, which would break the core pitch.
2. Does the double-or-nothing rematch loop increase healthy repeat play, or does it primarily catch losing players? This needs measurement before it gets promoted in the interface.
3. Should new accounts carry a default deposit limit, rather than offering one as an opt-in setting?