



Rights and Royalty Management

Vistex[®]
Now it all **adds up**[™]

Strategy | Software | Implementation | Execution | Analytics

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Contract, Rights, and Royalty Management

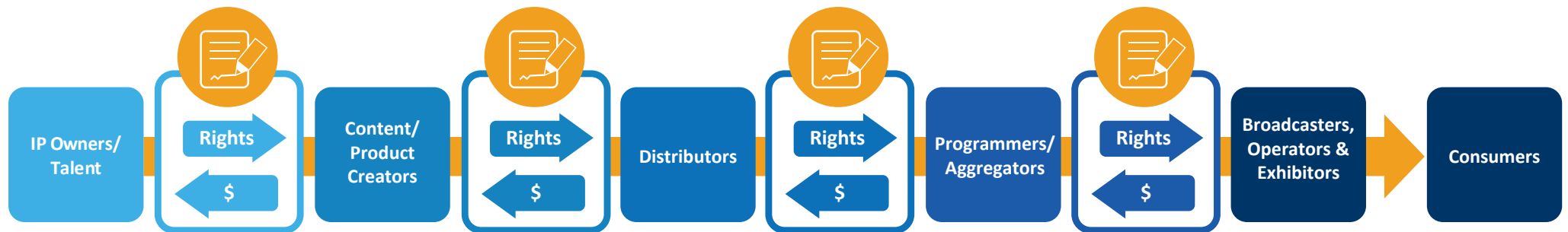
Intellectual property rights are the lifeblood of content companies, and managing contracts, rights exploitation, revenue, and expenses in an increasingly complex consumer environment is creating challenges across the media and entertainment industry.

Vistex solutions provide a central hub for rights that enables aggregators to maximize the return on intellectual property, irrespective of format or business unit, as well as offering the ability to analyze results and collaborate internally enterprise-wide, and externally with partners and customers.

There is little doubt that content will remain “king.” With more content being developed and consumed faster across so many more platforms, the industry is faced with ever-increasing volumes of data that needs to be aggregated and analyzed. By leveraging Vistex solutions, both licensees and licensors gain precise insights into how it all adds up with content distribution, rights clearance, royalty audits, scheduling, payments and more.

Media Industry roles and flows

The process that moves content from production to consumption can take many different paths, using a variety of new and traditional methods of distribution. Where do you fit in?



The Rights and Royalties Digital Workflow

Media and entertainment industry specific software solutions

Adding support to the entire customer experience and supply chain



Content

Including DAM/MAM integration

- Music
- Elements
- Clips
- Titles
- Versions
- Episodes
- Seasons
- Series
- Metadata



Contracts

From negotiations through distribution

- Rights grant
- Linear restrictions
- Non-linear restrictions
- Holdbacks
- Fees & MGs
- Permissions
- Workflows
- Windowing
- Pitching



Finance and Accounting

Real-time financial analysis

- Revenue recognition
- Billing & Fees
- Cash Application
- Amortization
- Royalties/ Participations
- Budgeting
- Forecasting



Sales and Avails

Generate reports and agreements

- Availability reporting
- Scheduler integration
- Clearances
- Collision validation
- Contract initiation



Analysis

Reporting visualized your way

- Contextual
- Predictive
- Optimized
- Reporting
- Statements
- Dashboards
- Intelligence
- Modeling



Impact on contracts and calculations

Managing content, partnerships, agreements, rights, and financial obligations, both inbound and outbound, is increasingly challenging for today's media organizations. Financial terms are evolving and royalty calculations are growing more complex making the ability to manage any type of payment/royalty scenario critical. In addition, risk of errors resulting from traditional calculation methods has increased due to the volume of transactions that are processed. As a result, many licensors are failing to capture all the revenue that should be recognized, and licensees run the risk of not reporting accurately. This is only going to increase in the future as the sheer number of transactions will continue to grow.

Vistex enables effective rights & royalty management

Vistex offers a powerful rights and royalty management solution that manages the complexities associated with agreements and provides real-time insights into how companies can most efficiently manage their libraries of content. Effective management tools, automation and analytics help both producers and distributors plan and model their programs to maximize profitability. In addition, our collaboration tools empower your organization, your partners and your customers to engage with one another, promoting collaboration by streamlining and sharing vital project information.

Rights and Royalty management solutions for content producers and distributors across channels, formats, and methods of distribution



Based on industry best practices, yet flexible to meet your specific needs

Vistex helps media companies lower IT, infrastructure, implementation, and process costs. Leveraging a rules-based engine the software can be configured to the exact needs of your business, which reduces the time and cost of implementation. It offers increased audit and compliance capabilities, and utilizes current infrastructure and knowledge base to reduce ongoing support costs.

Satisfying your local and global deployment requirements, Vistex Solutions scale across multiple regions and countries. By extension, they support multiple languages and currencies within a single instance deployment.

Streamline Rights and Royalty Management

- Reduces the complexity of content acquisition and exploitation
- Accelerates the sale of rights and provides real-time visibility into avails
- Manages financial transactions associated with the sale of rights
- Plans and models royalty programs with “what-if” simulations
- Performs forecasting, simulations, and planning
- Automates fee and royalty calculation
- Provides real-time accruals and settlements

Vistex helps companies manage the full lifecycle of their rights and royalty management programs through strategy, software, implementation, execution and analytics



Deployment Options

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, with Vistex solutions your organization is empowered with unprecedented visibility into any program and performance. Gain deeper insight and enable fact-based decisions to drive revenue, control cost, minimize leakage, and streamline processes. With a range of deployment options for all your programs, you choose the way that works best for your business needs.

Add the right option for your business



On-Premise



In Cloud



Hybrid



Now it all adds up with **Rights and Royalty Management**

Drive Revenue, Control Costs & Increase Margins

About Vistex®

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

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Software



Services



On-Premise



In Cloud