Vistex®
Now it all **adds up**®

CASE STUDY

Vistex helps UMG accelerate the processing of digital revenues, physical sales, and license income, facilitating faster payment to artists.

Universal Music Group

HEADQUARTERS: Santa Monica, CA

INDUSTRY: Music Entertainment

PRODUCTS: Music and Entertainment

ACTIVITIES: Recorded Music, Music Publishing, Distribution Services, Brand Management, Marketing, and Licensing

REVENUE: €7.16bn ($8.04 billion) in 2019

EMPLOYEES: 8,865 employees (2019)

THE CHALLENGE: High-speed data processing

Founded in 1934, Universal Music Group (UMG) is the world's largest music corporation, deemed by Fast Company magazine in 2019 as the "most innovative music company," as well as one of the "top 50 most innovative companies in the world."

Leveraging Vistex Solutions for SAP, UMG's GCH platform processes **500 million** new sales lines per month.

OVERVIEW

Universal Music Group is the world leader in music-based entertainment, with a presence in more than 60 territories. Committed to artistry, innovation, and entrepreneurship, UMG fosters the development of services, platforms, and business models in order to broaden artistic and commercial opportunities for artists and create new experiences for fans.

UMG implemented a high-speed, high-throughput, scalable platform capable of meeting the company's current and anticipated future data volumes. Replacing a variety of legacy systems, the new solution is highly flexible and configurable, allowing UMG to adapt to an ever-changing marketplace and enabling the company to quickly and efficiently adapt to new business models.

With immense volumes of data to ingest, Vistex and UMG created a platform that is scalable to achieve higher throughputs and meet UMG's sales volume growth in the years to come.

Vistex®
Now it all **adds up**®

SOLUTION

Vistex Solutions for SAP, together with SAP HANA's in-memory database, proved to be the optimal, scalable, and highly configurable platform for high-volume, high-complexity business processes. Vistex implemented a Global Clearing House (GCH) for UMG that addresses all aspects of digital sales reporting, including: ingestion, validation, enrichment and transformation of sales data, allocations, reversals, revenue posting, and aggregation at month-end close. The GCH also supports the management of intercompany participation data based on rights & repertoire metadata for UMG's broad catalog, as well as the intercompany royalty settlement for all of UMG global revenue streams, from physical and digital sales to neighboring rights and license income. UMG additionally manages its European Central License agreement for mechanical copyrights on the GCH platform provided by Vistex.

RESULTS

Leveraging Vistex Solutions for SAP, UMG's GCH platform processes 500 million new sales lines per month, and has transformed intercompany accounting, reducing the overall processing timeline by months. The Vistex solution allows the company to process sales files at a rate of 12 million lines per hour including ingestion, validation, transformation, revenue calculations, and other business rules executed on every line.

With artist and copyright royalties processed more efficiently, UMG's artists, labels, and other rightsholders have greater frequency of insights and reporting.

Vistex®
Now it all **adds up**®

ABOUT VISTEX SOLUTIONS FOR SAP

Vistex has a longstanding and unique strategic relationship with SAP, offering a number of innovative solution extensions for SAP software. Our products are tested, validated, licensed and supported by SAP, and utilize the core SAP ERP and SAP S/4HANA environments to maximize customer investment.

HOW VISTEX MAKES IT ALL ADD UP IN MUSIC

The rapid-fire changes in the digital music landscape and the mass adoption of streaming music have amplified sales transactions and the complexities arising from numerous income streams. Today's music companies are confronted with processing this unwieldy detail in an effective, efficient manner. Vistex provides a high-volume, easily configured solution poised for traditional, current and future music business trends. Contracts, metadata and all royalty activity are captured in a single system, which is used for registration, licensing, sales, royalty reporting, analytics, and more. This enables music companies to manage all aspects of their industry in a single solution.

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. As part of the enterprise management system, Vistex solutions run inside or alongside SAP Business Suite and SAP S/4HANA® offering real-time insights into program performance.

Software   Services   On-Premise   In Cloud

Vistex® | Now it all **adds up®**

www.vistex.com | info@vistex.com