



Enterprise-class
cloud software

Rights & Royalties

Inbound Royalties and Fees →

Outbound Royalties and Fees →

Rights Management →



Extend the capabilities of your ERP

Clear rights, collect and distribute royalties, and manage your entire end-to-end supply chain. Save time and earn more from your intellectual property (IP) and artistry works with the Go-to-Market Suite® (GTMS®) Rights & Royalties module by Vistex.

With the power of an enterprise solution, you can protect and maximize your return on IP, collaborate with partners and customers, and accurately analyze massive volumes of data. Gain precise insights into content distribution, rights clearance, royalty audits, scheduling and payments. Featuring sophisticated tools for increased audit and compliance capabilities, you can create and manage rights contracts, and process royalties to optimize the value of your IP in an ever-evolving industry.

Maximize revenue, protect your IP and ensure fair compensation



Inbound Royalties and Fees

Calculate and manage the fees and royalties due from your licensees.



Outbound Royalties and Fees

Calculate and manage the financial obligation to your licensors and content providers.



Rights Management

Manage inbound, outbound and owned rights, and broadcast rules and restrictions to see your entire rights position for content, talent and underlying IP elements.

Inbound Royalties and Fees

Calculating and processing incoming royalties at the time of use per the license or agreement allows you to successfully manage and deploy royalty programs. Monetizing your IP across multiple platforms means consistent revenue for creators and rights holders. Whether through licensing, distribution deals or streaming platforms, inbound royalties fuel your growth.

The Inbound Royalties and Fees component of the Rights & Royalties module by Vistex manages royalty payments received and processed for IP rights licensed. The comprehensive solution features practical management tools, automation and analytics, which allows you to mitigate errors resulting in profit leakage, audits, legal exposure, earnings restatements, license termination or lost sales. Successfully manage your royalty programs to recognize accurate revenue.

Simplify the complexities associated with agreements and get real-time insights to manage your content library efficiently.

Accomplish more

Automate the ingestion of royalty transactions and validate ultra-high volumes of revenue expenses

Manage, track and audit royalties due (both payments and receipts) for licensed IP rights

Process and post royalty income between companies and to your general ledger

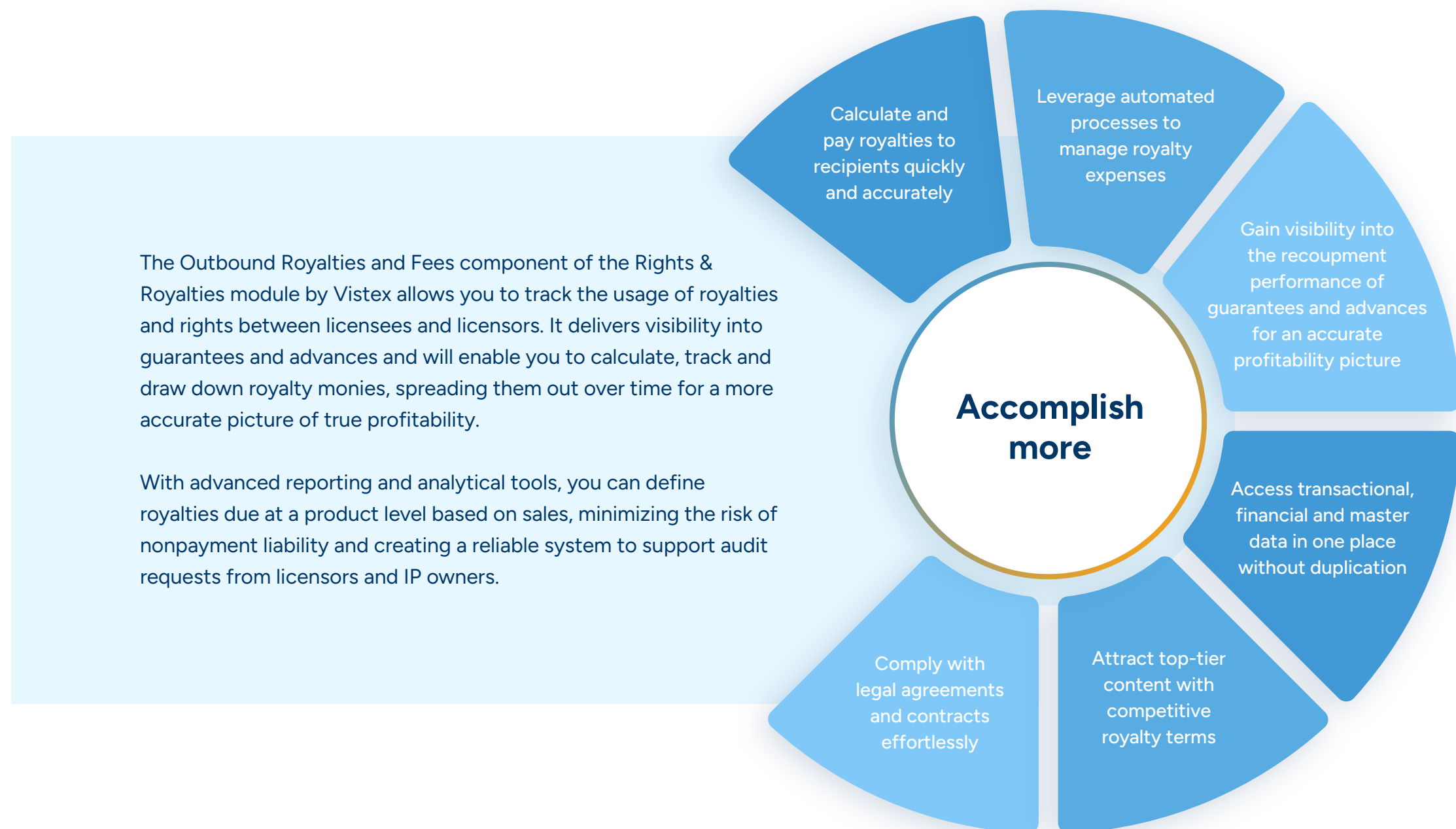
Generate continuous revenue from multiple platforms

Expand your reach through distribution deals

Monetize content in digital, physical and commercial use formats

Outbound Royalties and Fees

Accrual, calculation and settlement of royalty payments are essential factors contributing to the overall order-to-cash process. Managing outbound royalties ensures timely and accurate payments to creators, performers and production companies when their IP is used. Due to the volume of transactions processed, the risk of errors resulting from traditional calculation methods has increased. As a result, many licensors fail to capture all the revenue that should be recognized, and licensees risk inaccurate reporting.



Rights Management

Rights management is the cornerstone of legal and financial protection for your IP. It helps you track rights and open up new avenues for monetization. Knowing which titles are best positioned to perform is critical for optimal sales. Targeted analytics and a powerful avails engine produce timely, accurate and strategic results, giving you more control over how your content is distributed and used.

The Rights Management component of the Rights & Royalties module by Vistex is a comprehensive solution with sophisticated tools to help you maximize your library by reducing research time to clear the more nuanced aspects of your IP. You can also minimize risk and protect yourself from IP infringement lawsuits ahead of time.

As products maintain more complex rights elements, streamlining your clearance workflow is paramount to making deals more quickly and effectively. Now, you can better identify and track the usage of relevant products, technology, endorsements, media rights or joint development.



Accomplish more

Manage inbound, outbound and owned rights

Clear rights for usage and sales and optimize the use of available rights to ensure maximum exploitation of your IP

Explore new revenue streams through syndication, retransmission and sublicensing

Maintain precise records of licenses

Manage recorded music and music publishing all in one system

Track and manage complex rights agreements to ensure compliance across your rights positions

Maximize the value of your IP

About Go-to-Market Suite®

Vistex Go-to-Market Suite® (GTMS®) is an enterprise-class, modular-based application that helps drive revenue, control spend and influence behavior. GTMS is specifically designed to offer unprecedented visibility into program performance, providing unparalleled insight into the management of entire programs, and provides end-to-end insights into overall program effectiveness while driving topline revenue and improving bottom line profit.

GTMS Cloud Modules



Trade & Channel >

Make more informed decisions to maximize trade program performance.



Vendor Funding >

Maximize cost recovery programs and find opportunities for revenue growth.



Price Management >

Drive prices, determine true profitability, and gain a holistic view of your pricing programs.



Rights & Royalties

Save time and earn more from your intellectual property and artistry works.



Performance Incentives >

Effectively manage incentive compensation, drive behavior and improve performance.



Price Staging Hub >

Staged pricing solution reduces pricing errors by providing accurate, up-to-date pricing for ecommerce, quotations and CRM solutions.



Excise Tax Management >

Centralized tracking of excisable goods movement and tax value calculations.



Automate, streamline and gain end-to-end visibility for revenue management with GTMS

Eliminate errors with a single source of truth so analysis is straightforward and innovation is possible

Support programs with flexibility and a “future-proof” design for a competitive edge

Gain end-to-end transparency to program performance capturing every impact on revenue and margin

Scalable and performance-tested at the world’s largest enterprises across multiple industries

Reduce financial, audit and compliance complexity with deep functionality around financial controls

Deployment

Vistex Go-to-Market Suite integrates with any ERP and manages and analyzes your margins on both the buy- and sell-side. It offers real-time insights into program performance and provides a clear picture of how programs impact your financial, marketing and sales functions.

Cloud for any ERP



ERP agnostic revenue
management
software



Enterprise-class
modular-based
application



Interfaces with any
ERP provider including
SAP, Oracle, Microsoft,
Epicor, Infor and more

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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