



SAP Industry Cloud **Rights and Royalty Management**

SOLUTIONS FOR SAP



All rights reserved. © Copyright 2021 Vistex, Inc.

Vistex[®]

Now it all
adds up[®]

info@vistex.com | www.vistex.com

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.

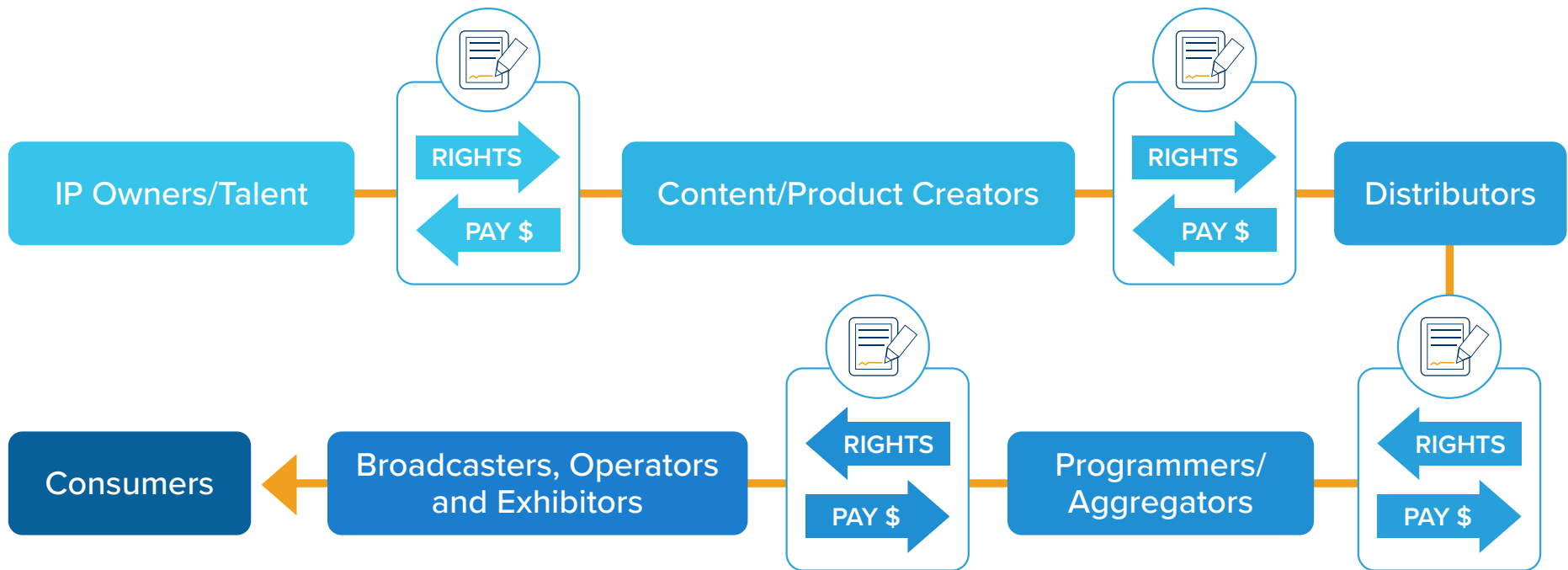
Vistex solutions provide a central hub for rights that enables aggregators to maximize the return on intellectual property, irrespective of format or business unit, as well as offering the ability to analyze results and collaborate internally enterprise-wide, and externally with partners and customers.

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?



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 & Accounting

Real-time
financial analysis

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



Sales & 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.

- Manages title information, relationships and metadata
- Manages contract negotiation, creation, and compliance
- Serves as a central hub for all rights ownership, acquisition, and exploitation
- Automates calculations and produces and delivers required partner reporting
- Provides “what-if” analysis and other analytics
- Lowers IT, infrastructure, implementation, and process costs
- Offers increased audit and licensee compliance capabilities
- Rolls out globally to meet the needs of your entire organization



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.

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

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

SAP Industry Cloud

Manage content, clear rights, collect and distribute royalties and support the management of the entire end to end supply chain



SAP rights and royalty management by Vistex, cloud edition is part of a comprehensive SAP industry cloud suite of solutions by Vistex:

- SAP Channel Program Management by Vistex
- SAP Vendor Program Management by Vistex
- SAP Extended Price Management by Vistex

Manage growth, revenue and cost control programs to increase profitability.

Plan, execute and analyze the effectiveness of complex pricing, rebates, incentives and rights & royalties go-to-market programs.

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.

info@vistex.com | www.vistex.com

Vistex®, Go-to-Market Suite®, and other Vistex, Inc. graphics, logos, and service names are trademarks, registered trademarks or trade dress of Vistex, Inc. in the United States and other countries. The information contained in these materials is only for use by the recipient. No part of this publication may be reproduced or transmitted in any form or for any purpose without the express written permission of Vistex, Inc. The information contained herein may be changed without prior notice. All rights reserved. © Copyright 2021 Vistex, Inc.



Software



Services



On-Premise



In Cloud

Vistex®
Now it all **adds up®**