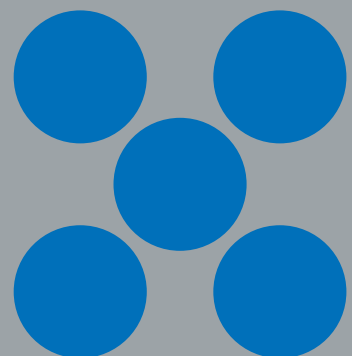# ingenta

Package:

# Rights & Royalties

End-to-end management and
monetisation of your intellectual property

Digital and global expansion of rights mean that contracts are now increasingly complex. They are time-consuming to draw up, and the resulting structure and language makes it hard to implement and observe their terms. As a work moves through different departments and offices – from acquisition through production to sales and finance – the contract can get left behind. This means lost revenues, as valuable rights are not fully exploited. It can also lead to inaccuracies in how sales are recognised and royalties calculated, putting you at risk of legal action.

To avoid costly disputes, you need to track the operational implications of each contractual term, both during negotiation and ongoing, and ensure these are communicated and fulfilled across the business.
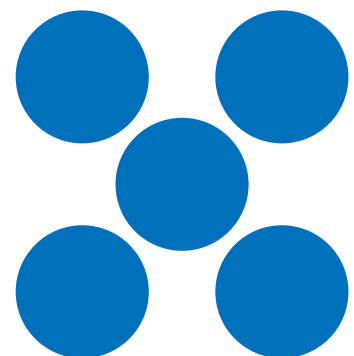
Ingenta Rights and Royalties helps you take control of this critical area of your business. Our **Rights** application provides accurate and timely data about which rights you own and the extent to which they are being exploited. It alerts you to expiring rights so you can forecast cash flows and identify opportunities for new deals. It is underpinned by the ability to effectively manage associated contracts at a granular level. The Rights application is complemented by our **Royalties** application which enables you to calculate complex royalties quickly, easily and with confidence. You can license each application individually, alongside existing solutions, or combine them in one powerful product.

**Don't want to leave business on the table, or leave yourself open to legal action? Make sure that all your staff understand the implications, and potential, of your rights and royalties.**

Rights acquisition (primary and subsidiary)
Rights definition & inventory
Acquisition contract creation
Contract management
Rights sales

———

Royalty calculations & payments
Royalty statements
General Ledger updates
Recovery and retentions
Full audit track and trace
Reporting

# Joined-up management of intellectual property

Whether you take advantage of both of our applications, or choose to integrate them individually with existing or alternative systems, our Rights and Royalties applications will facilitate collaboration and approval across departments, functions and locations. Accurate and up-to-date information about your contracts is made widely visible, to ensure compliance with all obligations, maximum exploitation of rights, and easy calculation, collection and payment of royalties.
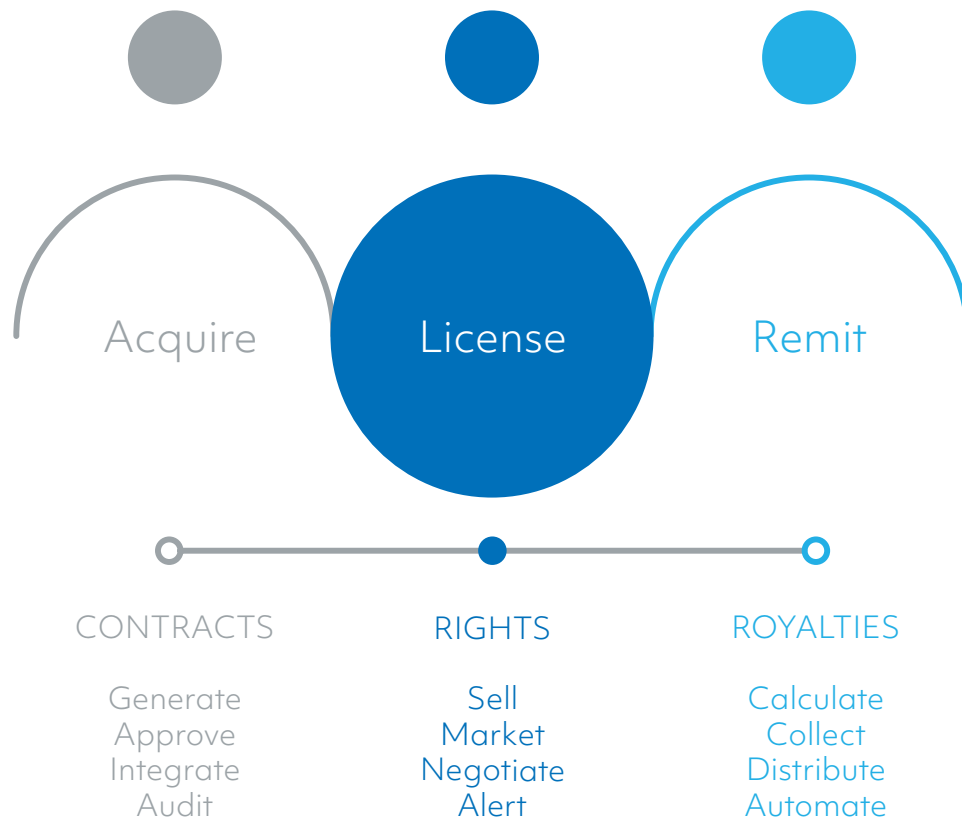
"I want contributors to be encouraged by the rigor and transparency with which we handle the legal and financial aspects of our relationship."

EDITORIAL DIRECTOR

"I want our contracts to be more consistent, easier to put together, and more effectively implemented with a system that ensures we are compliant by default."

LEGAL DIRECTOR

Rights & Royalties

Acquire     License     Remit

CONTRACTS     RIGHTS     ROYALTIES

| CONTRACTS | RIGHTS | ROYALTIES |
|-----------|--------|-----------|
| Generate | Sell | Calculate |
| Approve | Market | Collect |
| Integrate | Negotiate | Distribute |
| Audit | Alert | Automate |

"I wish it was easier to integrate and review contract information so we can see where we aren't making the most of the rights we own."

RIGHTS DIRECTOR

"I'd like to be able to calculate, report on and pay royalties more quickly, with greater confidence and less manual effort."

FINANCE DIRECTOR

# "I want to know that everyone is putting the author first."

EDITORIAL DIRECTOR

"The author market is so competitive these days. We have to outperform our competitors in every aspect of author care: from creatively structured deals, to complete transparency when it comes to compensation. I want everyone involved in these relationships to remain focused on delivering everything to which we've committed, whether by having access to the contract itself, or – even better – having relevant contract terms embedded in the tools they're using. Finally, I want a system that is easy and helpful to use, so that internal staff, and authors themselves, can quickly check and approve any information at any time."

## Easy from end to end

Our Rights and Royalties applications are fresh and intuitive to use, combining our three decades' experience of these functions with a contemporary approach to user-oriented interface design. Their term-by-term approach makes it easy to compile a contract, with a library of standard terms and a wizard to guide custom data entry, and to ensure that its terms are observed, with each requirement flagged up to users across the organisation as they undertake related tasks.

## Better customer service

Your authors and contributors will benefit from quicker, more informed responses to their enquiries. Their interests will be better served, as your staff will be better informed about opportunities and obligations, and you will be readily able to monitor and evaluate performance against the contract with ad hoc and scheduled reports.

## Benefits

- Single system or individual applications
  - Reduce overheads and inaccuracies caused by multiple datasets
  - Interoperate easily with any existing modules or system

- Flexible deployment options
  - Configuration not customisation
  - Regular enhancements and upgrades

- Comprehensive reporting and process approval embedded across all functions

- Workflow and calendaring

- Contact data management

# "I want to identify potential contractual problems before they occur."

LEGAL DIRECTOR

"At the moment, checking individual contracts when queries come up is time-consuming, and I'm not as confident as I'd like to be that we are consistently acquiring all the rights that we should, avoiding conflicts or fulfilling all our obligations. I need a system that provides our editorial, marketing and permissions teams with an instant view onto the clauses that should be informing their decisions, without having to click through PDFs or search through paper archives, and that alerts us to any problems."

## Managing the full IP lifecycle

Our Rights application can be deployed from concept stage, to ensure that legal issues – from territorial rights and marketing obligations to supply chain management and insurance – are properly considered and consistently administered. An audit trail helps you keep track of and approve edits and versions through the contract's lifecycle, with authorised users able to roll back inappropriate changes.

## Ensuring compliance

Check-box workflows during contract creation ensure consistency and compliance before a user can progress through each stage. The system will then distribute the contract for approval by all the relevant figures in the organisation. Once the contract is agreed, the system will flag up requirements (e.g. production, marketing commitments) to relevant users, and issue alerts in circumstances such as expiry or potential collision of rights, ensuring you avoid potentially costly disputes.

## Benefits

- Contract creation, approval and management

  - Create new or upload / convert existing contracts
  - Use templates or generate a completely custom contract
  - Set mandatory clauses and enable easy addition of optional ones
  - Rich set of standard clauses, rules, formulae
  - Prompt for and validate variable data as it is entered
  - Structure contracts into hierarchy to enable up or down inheritance of terms
  - Output contracts for approval
  - Keep track of versions and edits (audit trail)

- Product-neutral and business-integrated

  - Multiple types and levels of intellectual property, delivery formats, sales models, currencies, languages, customer types, supply chain management, scheduling and more

  - Interface with and incorporate data from title databases, business intelligence systems, contributor management systems, accounts payable systems, general ledger – and partner systems and processes.

# "I want to take a more proactive approach to our rights opportunities."

RIGHTS DIRECTOR

"Our products are in demand in a wide number of territories across the world, and in a variety of formats. Revenue opportunities are shifting to new markets, and I'm juggling multiple spreadsheets and systems to keep track of what we own and what we've licensed. I want to be able to see at a glance what we've negotiated for each work, so I can easily spot the gaps where new licenses could be negotiated, and to be confident that our system can cope with whatever royalties arrangement is required to seal the deal."

## All commitments and opportunities at a glance

A full rights inventory ensures you know what rights you own, how they can be licensed, what you have and haven't exploited, what's expiring and more. You can also enable third parties to log in and see what rights are available, either to request more information or to purchase online.

## A foundation for flexible business development

Move beyond rights management to proactive marketing and selling of your assets. Find out quickly which categories of rights have the best potential, and respond cohesively to opportunities for even the most granular fragments of works.

## Benefits

- Market, license and manage
  - Primary, subsidiary and secondary rights / permissions
  - Any kind of IP, at any level, in any territory
  - Books, journals, chapters, characters, brands, images, fragments
  - Alerting of deals due to expire

- Identify rights yet to be exploited, e.g.
  - Digital rights
  - Mobile rights
  - International / foreign language rights
  - Co-edition rights
  - Media rights, including movie rights, TV rights, music rights and more
  - Consumer product rights
  - Reprint permissions

- Automatically generate rights sales packages
  - Letters, information sheets, sample copies

# "As our rights deals become more complex, I need to solve tomorrow's problems today."

FINANCE DIRECTOR

"Royalties are the lifeblood of any publishing business – they ensure that we and our contributors get appropriately paid. We need a much more comprehensive system to cope with the greater complexities involved in managing royalties today, from customers buying in new formats through new channels, to contributors expecting to be able to check in online at any time. I want to be able to pull up at-a-glance summaries of who has been paid what, when and what's due next – so that I can deliver accurate calculations across all our evolving sales channels."

## No limit to your options

Our Royalties application is structured around contracts, not assets. This greater flexibility means there is no need to restrict the nature of the deals your rights team can negotiate: you can manage royalties for multiple titles, contributors, payees, and product levels – from a fragment to a series, across any territory.

## Less manual, more efficient

You can eliminate many of the manual tasks associated with royalties management, not least by doing away with spreadsheets and integrating all relevant information into a single, intuitive interface.

## Benefits

- On-demand and scheduled reporting

- Contributor services
  - Process advances and minimum guarantees
  - Calculate and record royalties
  - Generate customised royalty statements
  - Manage rate escalation, including across multiple products or formats

- Accounting capabilities
  - Interface with accounts payable and general ledger
  - Process, allocate and collect licensing income
  - Determine advance reserves
  - Recover and reserve advances for returns
  - Pay royalties on earned income rather than sales
  - Meet accounting standards
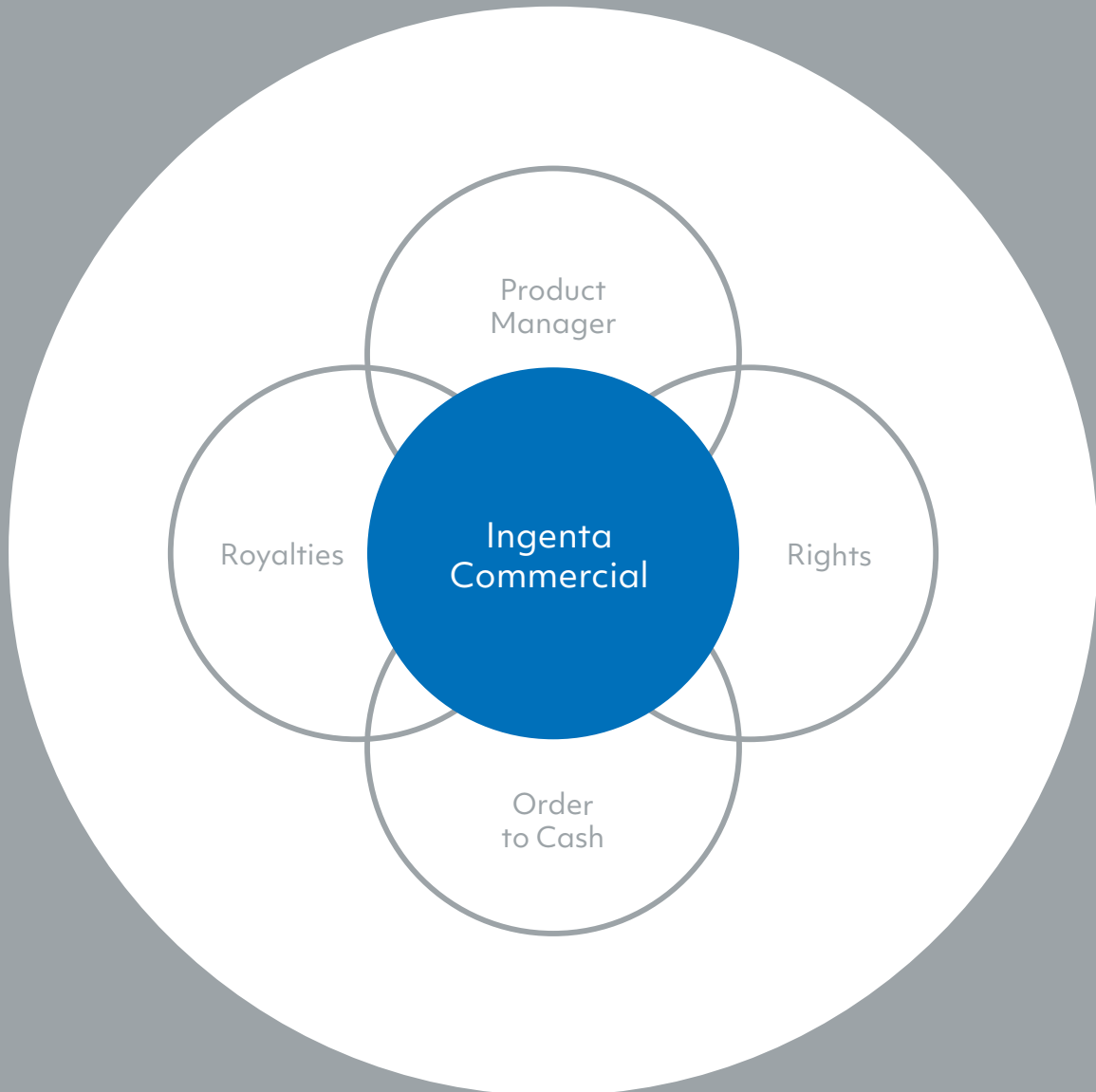  - Offer an unlimited number of payment sales channels

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# Rights & Royalties

- Contract upload and creation (custom or template)
- Contract validation and approval
- Contract audit and monitoring
- Marketing, sales and management of any combination of rights
- Royalty calculation and payment
- Workflow and calendaring integration
- Comprehensive reporting
- Management of contributor, agent and publisher contact data
- Single system or individual applications
- Local deployment or hosted service

COMPLIANCE
REVENUES
RELATIONSHIPS

When it comes to selling, marketing and managing your assets, there are no limits – except those imposed by inadequate systems and processes. To continue to compete, for authors and other contributors, as well as for rights revenues, you need a system that is fit for purpose.

The right system will enable you to sell more proactively and license more creatively, increasing your awareness of opportunities to get the most out of your assets, while ensuring you fulfil your contractual obligations and minimise your operating expenses.

The Rights and Royalties are part of the revolutionary Ingenta Commercial suite, which supports royalties, rights, permissions, editorial, production, online sales and marketing, digital and print distribution. Built on decades of industry expertise, Ingenta Commercial is a strategic investment providing a flexible, modular solution that is product-neutral, cost-effective and can be implemented on a global scale. With Ingenta Commercial, publishers can integrate entire processes, maximise all revenue streams, and transform from print to digital business models.

Ingenta is the world-leading provider of content solutions that transform business. We cover the publishing process from end to end with our suite of commercial products, content and advertising solutions plus client support and professional services packages. Combining our unmatched publishing knowledge, global operations and customer support with our extensive technology products and service offerings, we offer the industry's only full spectrum of solutions to help publishers manage and monetise their content effectively.

Listed on the AIM market of the London Stock Exchange, the company operates jointly from Europe (Oxford) and North America (Boston and New Jersey), with local offices in Brazil, India and China. Assisting over 450 trade and scholarly publishers for nearly 40 years, Ingenta solves the fundamental issues content providers face.

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