

Case Study: TESOL International Association

A globally respected organisation, TESOL International Association is dedicated to advancing the expertise of English language teaching.



Through a rich portfolio of programmes, publications, tools, and resources, TESOL supports practitioners at every stage of their careers, connecting educators across more than 150 countries.

Central to TESOL's mission is its publishing arm — TESOL Press — which produces a significant and growing catalogue of materials, from print and digital books to online teaching tools and multimedia resources, created by a diverse community of authors and educators from around the world.

The Challenge

As TESOL's publishing output grew, so did the complexity of managing royalties. With contributions from a wide range of authors and educators, calculating and distributing royalties accurately had become an increasingly demanding task. The organisation had been relying on spreadsheets and manual processes to track sales, calculate payments, and issue statements.

This approach was not only time-consuming but inherently fragile. Manual data entry introduced the risk of errors, reconciliation was difficult, and the process was impossible to scale sustainably. As TESOL continued to expand its catalogue — adding new formats, new contributors, and new sales channels — it became clear that a more robust, dedicated solution was needed.

"Managing royalties across a growing catalogue with manual spreadsheets was becoming unsustainable. We needed a system that could give us accuracy, transparency, and room to grow."

Michelle Kim - TESOL International Association

Why Ingenta?

TESOL selected Ingenta Folio following a careful evaluation of available solutions. What set Ingenta apart was not just the capability of the Ingenta Folio platform, but the depth of experience behind it. Ingenta has been a trusted partner to the publishing industry for decades, bringing a profound understanding of the operational realities that rights and royalty managers face every day.

Unlike generic financial or contract tools, Ingenta Folio was designed from the ground up for publishing — encompassing the full lifecycle from contract and acquisition through to rights management, royalty calculations, and contributor statements. That specialist focus, combined with a modern, web-based architecture, made choice for TESOL.

The Solution

Ingenta Folio is a comprehensive, web-based platform that covers every stage of the rights and royalty lifecycle. For TESOL, the immediate focus has been on managing periodic royalties for TESOL Press — ensuring that every sale from the TESOL Press Bookstore flows accurately into royalty calculations, and that contributors receive timely, transparent payments.



At its core, Folio automates the calculations that previously required manual effort, dramatically reducing the time spent on each royalty period and eliminating the scope for spreadsheet errors. The system provides a clear, auditable view of every transaction, making it straightforward to review, query, and approve statements before they are issued.

New titles, whether print, digital, or multimedia, can be added to the system with minimal manual input. Each new contract is captured in a structured, searchable way, and its terms feed automatically into the royalty engine when sales data is processed. This means the system grows with the catalogue, rather than the workload growing with each new publication.

Automated Calculations

Royalty calculations that previously required manual spreadsheet work are now handled automatically, reducing processing time and eliminating a key source of errors.

Improved Transparency

Contributors and internal teams have clear visibility into how royalties are calculated, supporting trust and reducing the volume of queries at payment time.

Scalable Catalogue Management

New titles are onboarded with minimal manual input, ensuring the system scales efficiently as TESOL's catalogue continues to grow.

Accurate, Timely Payments

Automation and structured data ensure contributor payments are accurate and issued on time, protecting TESOL's relationships with its author community.

Solid Data Foundation

All contract terms, rights information, and transaction data are held in a single, structured platform — providing a reliable foundation for future expansion.

A Foundation Built for Growth

TESOL's current use of Ingenta Folio for periodic royalty management represents the beginning of what can be a much broader operational transformation. The Ingenta Folio platform is designed to scale — supporting not just royalty processing, but the full spectrum of rights management, including sub-rights, foreign language licences, and digital distribution agreements.

By establishing clean, structured data and reliable workflows now, TESOL has put in place exactly the foundation needed to take on greater complexity as its publishing ambitions evolve. Whether that means managing a larger and more diverse contributor base, expanding into new formats and markets, or introducing contributor-facing reporting through Ingenta's Aperture portal, the infrastructure is already in place.

For Ingenta, the partnership with TESOL reflects a long-standing commitment to making enterprise-grade rights and royalty management accessible to mission-driven organisations of all sizes — bringing the same depth of functionality that serves the world's largest publishers to specialist associations and independent presses.



Want to Learn More?

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Special thanks to TESOL International Association: www.tesol.org

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