

SCHILLING RIGHTS GROW YOUR REVENUE

To be in control of your contracts and rights is a must in the future if you want to increase your revenue. With Schilling Rights you will be able to manage all your rights in connection with acquisition, own exploitation, and resale.

The digital opportunities have made management of rights even more complex and difficult than before. If you are not in control of your contracts and rights, it may have grave consequences for your revenue. Schilling Rights gives you an overview, transparency, and efficient utilisation of your rights and ensures progress in the acquisition of new rights.

Sale of rights

Selling rights will become an increasingly important factor for increasing your revenue. With Schilling Rights you get a solution that will be your focal point for negotiations, co-production offers, evaluation of offers, auctions, preparation of agent and licence agreements, and follow-up in the entire sales process. Schilling Rights will give you an overview of your portfolio of unexploited rights and the system helps you quickly identify relevant customers.

Control of rights

A problem often seen in connection with the sale of rights is the lack of transparency in the

divestment of rights. This is bad for buyers and sellers alike. With Schilling Rights you can define the rights you want to sell by configuring the following in advance:

- Territories
- Countries
- Languages
- Types
- Permissions
- Validity period
- Currency
- VAT and taxes
- Settlement split between seller and buyer
- Settlement frequency, etc.

Purchasing of rights

In the purchasing process, Schilling Rights supports all steps – from the first negotiation, entering of the contract, to own exploitation. The solution also includes a highly efficient contract generator for the acquisition of rights that ensures the quality in the agreements and saves you a lot of time and manual routines.

**PUBLISHING LIFECYCLE
MANAGEMENT**

AUTHOR PORTAL

RIGHTS

MARKETING - CRM

SUBSCRIPTION

ROYALTY

PUBLISHING ANALYSER



Easy negotiation process

The negotiation process for rights can be slow, difficult, and tiring, even for well-motivated buyers and sellers. With Schilling Rights you continuously ensure progress in the negotiations. You can stay in control and maintain the overview with response codes that ensure automatic follow-up on the activities of both buyers and sellers. Status reports give you an easy overview and you can customise them according to your own requirements. With the notification function it is easy to structure the process so that the involved parties only get the status updates that are relevant for them.

In the negotiation process in connection with the sale of rights, marketing efforts are supported and price setting streamlined. Rights are made visible for potential buyers online and can even be tested by the buyer which speeds up the decision process.

Exhibit rights online

With Schilling's Rights solution you can exhibit your rights online. Thus, potential buyers can

quickly see with their computer, tablet, or smartphone which rights they can buy. The exposure of your portfolio of rights internationally and in real time will help increase your revenue. It becomes very easy for buyers to do business with you.

Manage auctions

With Schilling Rights you can also handle auctions. This provides further opportunities to increase your sales and it is a good way to manage the price setting of your rights. The auction process is supported by practical reports that interpret the incoming offers based on for example total advance, print run, price, type, royalty process, etc.

Efficient rights management

Your rights are your goldmine and the key to long-term value creation and revenue. With Schilling Rights you can select among your unexploited rights and transform them into value. It is easy and gives you an accurate picture of the value of your rights.

Schilling Rights

supports among others:

- Digital Object Identifier (DOI)
- International Standard Text Code (ISTC)
- Manifestations
- Options
- Permissions
- VAT/taxes

Schilling Rights – a clever and simple way to increase your revenue.

- Buying and selling rights.
- Control own exploitation, subsidiary rights, co-production, supplements, and options.
- Overview, resource allocation, and follow-up in the entire negotiation process.
- Efficient contract generator.
- Royalty and licence administration.
- Warnings and notifications.
- Identification of unexploited rights.
- Process management, marketing, and follow-up.
- Statements, payments, sales order, invoicing, etc.



If you would like to know more about Schilling and what we can do for you, contact us at +45 70 27 99 00 or read more on www.schilling.dk.



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