

PRESS RELEASE

Baldersbækvej 24-26
DK-2635 Ishøj
Denmark
Tel +45 70 27 99 00
Fax +45 70 27 99 10
schilling@schilling.dk
www.schilling.dk

7 January 2014

Norwegian publisher, Schibsted Forlag, selects Schilling to streamline their contracts, rights and royalty processes

Schibsted Forlag AS is a fully owned subsidiary of Schibsted Media Group, which is a leading European media company.

With digitisation and increasing complexity in publishing processes, Schibsted needs a solution that supports efficient handling of their contracts for printed and digital content – a solution that will also optimise their royalty calculation and payment processes.

"After an intensive and thorough analysis and proposal process that involved many potentially suitable suppliers, we came to the conclusion that Schilling's Contract, Rights and Royalty solution matched our requirements best," explains Tor Røseth, CFO at Schibsted Forlag. "When we looked at the potential benefits of a cooperation with Schilling, we were convinced that Schilling's solution would significantly improve our processes and provide us with a positive business case."

Schilling's Contracts, Rights and Royalty is part of the total Schilling Publishing solution, which is based on best practice and supports the full value chain of modern publishing. It includes the Publishing Lifecycle Management solution and also the Author Self-Service Portal – a strong platform for publishers to strengthen their author relations.

"We always strive to improve our service to our authors, and the partnership with Schilling will be an important means of reaching this goal," says Christian Norman Aass, CEO at Schibsted Forlag. "We see this project as the beginning of a long-lasting partnership."

"I am very enthusiastic about our partnership with Schibsted. Their ambition to improve efficiency in their contract, rights and royalty processes and their long-term goal to enhance their author relations are fully in line with Schilling's strategy – to be the preferred partner of publishers who are changing in order to adapt to the new digitised publishing world through best practice and performance improvement," says Kent Valentin Fallesen, VP of Sales at Schilling.

