

PRESS RELEASE

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Leading publisher, Norstedts, chooses Schilling to streamline their contract, rights and royalty processes

With relentless pressure on margins in the industry, any book publisher is forced to constantly monitor and optimise business processes. To cope with digitisation, increasing internationalisation, and complexity in the publishing processes, Norstedts needs a solution that supports more efficient and lean handling of their contracts, rights, and royalties.

Norstedts is one of the leading book publishers in Sweden and their publishing program comprises fiction, non-fiction, reference books, and dictionaries. Norstedts is an international and innovative publishing house and has extensive international trade of publishing rights.

Norstedts already has an ERP solution from Schilling that includes Finance, Publishing Lifecycle Management, Royalty, and other modules. For Norstedts it was important to find a solution that can support and grow with their organisation to ensure the most efficient solution, both in terms of value and cost. The next step is to implement a part of Schilling's Contract, Rights and Royalty solution.

"We have worked with the Schilling system for close to five years now. Having a fully integrated solution has given us an advantage. Our relationship with Schilling is based on a mutual partnership and Schilling has in-depth knowledge of and many years' experience with the publishing industry. This means that we have a partner who continuously provides a solution that matches many of our needs and leads us in the direction of best practice", says Peder Hägerström, IT and Production Director at Norstedts.

"Norstedts is already a valued customer of Schilling and – unlike others who start out with one module and integrate with their existing systems – they have chosen our full enterprise solution. You can do both, each publisher's situation is different, and they all gain great benefits from using our modules that encompass best practice and support the full value chain of modern publishing", says Kent Valentin Fallesen, VP of Sales at Schilling.

For more information, please contact: Kent Fallesen, VP of Sales, kvf@schilling.dk.

