

PRESS RELEASE:

sanoma

# **SANOMA LEARNING CHOOSES SCHILLING TO STREAMLINE THEIR ROYALTY PROCESSES IN THE NETHERLANDS, BELGIUM, SWEDEN AND FINLAND.**

Sanoma Learning, part of the Sanoma Group, has signed an agreement with Schilling to implement Schilling's publishing suite in Sanoma Learning's four subsidiaries Sanoma Pro, Sanoma Utbildning, VAN IN, and Malmberg.

Since 2011 Schilling has provided publishing solutions for Sanoma Pro and Sanoma Utbildning. Based on these two companies' experience of close cooperation with Schilling, Sanoma Learning did not hesitate to choose Schilling to provide a publishing system for the entire learning group – a solution that will integrate with the group's SAP ERP.

*"The agreement is an important milestone for Schilling and marks the first step in our strategy to become the preferred supplier of contract, rights and royalty solutions in Holland and Belgium", says Jesper Schilling, Director, Sales and Account Management.*

It is vital for Sanoma Learning to have a proven solution that continuously supports their activities in the market and which can grow in pace with their need to constantly ensure efficient business performance and to always be at the forefront of the educational publishing industry. *"Our company's experience with Schilling's solutions and the close cooperation with the Schilling team over the years made the choice of Schilling an easy one. We look forward to expanding our partnership with Schilling and reaping the benefits of having a common system in all our subsidiaries. We look forward to having a solution that ensures the same processes in all countries and one that integrates well with our corporate finance system, SAP", says Arnoud van der Steenstraten, BT/IT development manager at Sanoma Learning.*

*"We are honoured and proud that we have been chosen by Sanoma Learning, one of Europe's leading learning companies, to be their partner and to streamline contracts, rights, and royalties in their subsidiaries across the world. We are very pleased to welcome VAN IN and Malmberg and we look forward to having the same long-lasting relationship as we have with our other customers," says Jesper Schilling.*

For more information, please contact Jesper Schilling, Director, Sales and Account Management, [js@schilling.dk](mailto:js@schilling.dk).



## About Sanoma Learning:

*Europe's leading learning company, Sanoma Learning, is part of the Sanoma Group, a front-running consumer media and learning company that impacts the lives of millions of people every day. Providing multi-channel learning solutions with meaningful content for primary, secondary, and vocational education organisations, Sanoma Learning help people understand the world. Sanoma's learning products and solutions go beyond textbooks. They provide learning solutions that are developed with the interests of students and teachers in mind. Their solutions help teachers to be efficient and able to focus on their core competence, namely teaching, and support students to reach higher levels and realise their full potential.*

## About Schilling:

*Schilling has worked with publishers for more than 20 years. 96% percent of Schilling's customers would recommend Schilling to other customers. Schilling specialises in software solutions that support best practice business processes within publishing, including Publishing Lifecycle Management (PLM), Contracts, Rights and Royalty (CRR), and Author Relations modules – solutions that provide business insight, ensure efficient business performance, and have a proven return on investment of 12 to 18 months.*

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## WE GROW PUBLISHING

Schilling is a leading European provider of highly specialised software and know-how for the publishing industry. We grow publishing in partnership with our customers and supply the industry with innovative thinking and turn-key solutions. Successful delivery is not enough – our goal is to deliver success to our customers. Our customers are among leading international publishing houses in Denmark, Norway, Sweden, Finland and UK.



If you like to know how we can help you with contract, rights and royalty, please contact Jesper Schilling at [js@schilling.dk](mailto:js@schilling.dk) or call +45 40 13 52 35.



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