

SCHILLING RIGHTS MAKES IT EASIER



BENEFITS AND KEY FEATURES

Contracts are created
quickly and automatically

Time-saving
and easy to use

Pre-existing data
eliminates manual routines

Digital signing of
contracts and
integration to portal

Schilling Rights makes it easier to manage all your contracts and rights in connection with acquisitions, own utilisation, and sales to foreign partners.

With increasing digitisation, contract and rights management has become much more complex. Schilling Rights gives you a complete overview of your contracts and acquired rights and of how they are utilised across different platforms, languages, and territories. With Schilling Rights you are always in control of your rights obligations and you can easily follow up on settlements.

Acquisition of rights

Schilling Rights supports all steps in the acquisition process – the first negotiations, signing the contract, and own utilisation. Automatic creation of contracts based on your own templates guarantees compliance with company standards and saves a lot of time by eliminating manual routines.

Control of rights

Once you have acquired your rights you can easily keep track of how they can be utilised in terms of:

- Formats
- Platforms
- Languages
- Territories
- Periods

You can also easily keep track of all the specific terms and conditions for each contract:

- Number of contributors
- Royalty rates
- Royalty splits
- Settlement frequency
- Advances

Sale of rights

The Schilling Rights solution supports you in negotiations, co-production offers, evaluation of offers, auctions, preparation and creation of agents, and licence agreements, and helps you follow up during the entire sales process. You can easily match up acquired rights with prospects or existing customers by tagging them with genres, territories, and languages.

Easy contractual compliance when buying and selling rights

Schilling Rights ensures that you are always compliant with the contract in relation to content and terms and with your own company standards. Response codes ensure that you are always in control and automatically follow up on all activities, both buying and selling. Status reports give you an easy overview that can be customised to match your own requirements. With notifications it is easy to structure the process so that the involved parties only get the status updates that are relevant for them.

Everything in one system

When all your data is stored in one system it is easy to find the information you need. You can always keep track of your contracts, and a printed contract will no longer get lost. All data is stored electronically and can always be found. Think of all the mistakes you avoid when data only has to be entered once. If you also use Schilling Royalty, the Rights module automatically feeds the royalty system with the relevant data.

Self-service for authors and agents

You can take it one step further and save even more time and money by using the Schilling Author Portal. Many publishers spend a lot of time and money preparing and sending information such as for example royalty settlements and sales figures to authors as well as responses to various enquiries. With the Author Portal you can make this information available online as soon as it is ready. The process can be automated – and you can cut down your expenses for printing, postage, etc.

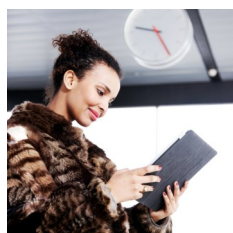
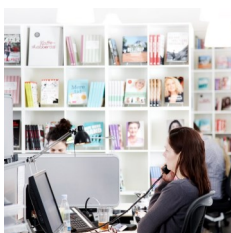
With the Author Portal you can upload contracts and give authors access to see them, make comments, print – and even sign the contracts and amendments online. Schilling's author portal offers many different options and advantages. You can for example let authors see information about negotiations, rights, and other sales information distributed by sales channels, territories, and royalty rates, income from secondary rights, settlement terms, etc. What would it mean to your publishing company to provide this level of openness and accessibility to your rights owners?

Schilling Rights – practical and easy to work with:

- Buying and selling rights.
- Control own utilisations, secondary rights, co-production, supplements, and options.
- Overview and follow-up in the entire contract signing process.
- Efficient contract generator.
- Royalty and licence administration.
- Warnings and notifications.
- Process management, marketing, and follow-up.
- Multiple book deals and global advances.
- Statements, payments, invoicing, etc.



If you would like to know more about Schilling Rights, contact us at +45 70 27 99 00 or read more on www.schilling.dk.



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