

# FADEL<sup>®</sup> IPM SUITE

## HARNESS THE POWER OF IP

### From Negotiation to Payment

FADEL IPM Suite is a cloud-based, AI-powered platform that helps licensors, licensees, and publishers manage the full IP lifecycle—from deal negotiation to royalty processing, compliance, and reporting. With automation and predictive analytics, it streamlines complex licensing workflows, ensures accuracy and compliance, and delivers actionable insights that drive profitability.

The powerful system integrates with financial, order management and other systems, and gives teams full visibility and control across rights, royalties, and product approvals—all in one secure, scalable platform.



### Unlock Greater Efficiency and Profitability

Say goodbye to spreadsheets and manual reconciliation. IPM Suite reduces the time, cost, and complexity of managing IP by capturing, validating, and processing contracts, usage, and royalty payments. The result? Fewer errors, faster audits, and stronger, more transparent partnerships.

According to Licensing International, over \$1 billion in royalties are lost each year due to poor licensing management. IPM Suite transforms this landscape by giving both licensors and licensees full visibility into contracts, rights, and royalties—so nothing falls through the cracks.



*We chose FADEL to implement an innovative rights and royalties management solution that will help us link and analyze our intellectual property rights information and more efficiently manage our royalty processing.*

-Executive Vice President and CFO,  
Marvel Entertainment, Inc.

#### Licensing & Royalty Management for **Licensees**:

- Timely, Accurate Royalty Calculations & Reporting
- Stay on Top of Financial Obligations & Sales Compliance
- Audit Readiness
- Out-of-the-Box Statements for Disney, Marvel, Hasbro, Warner Bros. Mattel, Viacom and others
- Licensing Business Insights and Analytics

#### Licensing & Royalty Management for **Licensors**:

- Management of Licensee Ecosystem
- Capture Complex Deals and Rights across Licensees
- Eliminate Underpayments and Compliance Issues
- Brand Protection with Product Approvals and Sales Compliance
- Streamline Financial Processing & Reporting with ERP Integration
- Business Performance, Analytics & Forecasting

For small to midmarket licensees, we also offer our starter solution, [LicenSee By FADEL](#)

# FADEL IPM SUITE PRODUCT OVERVIEW



Deal  
Management

## Negotiate contracts with ease

Deal Management captures agreement terms, creates approval workflows, processes payments, allows for contract amendments, and creates a history and audit trail.



Rights  
Management

## Manage complex rights and payments

Rights Management supports deal search and creation, rights hierarchies, advances and guarantees, payment schedules, royalty rates, and collision checking/rights clearance/ hole analysis.



Royalty  
Management

## Calculate royalties in and out

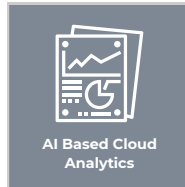
Royalty Management processes sales and usage data, calculates and validates royalties, allows recoupments, handles violations, enables analytics, and generates statements.



Accounting  
Engine

## Calculate payments and accruals

Integrate with ERP financials for AP, AR, and GL, and implement revenue or expense recognition policies.



AI Based Cloud  
Analytics

## Leverage AI for business insights

Provide business insights and instant executive dashboards and reports based on trend analysis, generative AI, predictive modeling, and machine learning.



Forecasting

## Manage forecasts against royalty-bearing contracts and rights

Forecasting integrates with your ERP Financials, allowing licensors to view licensee business plans, true up forecasts to actuals and manage accruals.



Product  
Approvals

## Streamline product approvals

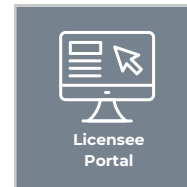
Use Product Approvals to onboard licensees, share brand assets, review submissions, manage approvals, assign SKUs, and ensure compliance and quality control.



Digital Asset  
Management

## Centralize brand guidelines, assets, design proofs, and approval records

Organize and share brand assets and guidelines, and store compliance documentation.



Licensee  
Portal

## Collect royalty reports from licensees

The Licensee Portal is a tool for licensors to collect sales and royalty reports from licensees all in one place.



*"It is clear to us that FADEL will be a partner in this process, working hard to ensure our success. They bring significant thought leadership and experience in the world of licensing, including deep expertise with some of the largest licensors in the world."*

*-Controller, Tervis*

## About Us

FADEL, innovator of rights and royalty management software, has worked with some of the biggest names in media, entertainment, publishing, high-tech and advertising. By automating talent and content rights management across videos, photos, ads, music, products, and brands and streamlining the processing of licensing royalties, FADEL's cloud-based solutions have empowered businesses to significantly maximize revenues and increase process efficiencies. Founded in 2003, FADEL is headquartered in New York City and also operates offices in Los Angeles, London, Paris, and Lebanon. For more information, visit [fadel.com](https://fadel.com).