

## FADEL® IPM SUITE™ – HARNESS THE POWER OF IP

### IP Commerce in the Cloud—From Negotiation to Payment

FADEL Intellectual Property Management (IPM) Suite enables businesses to protect, manage, monetize, and measure their IP, empowering maximum performance of their IP Commerce.

A cloud-based solution, IPM Suite enables businesses to verify, capture and manage rights and royalties for their IP assets. The secure and scalable architecture supports multi-currency, multi-language and multi-organization deployment capabilities.

Flexible in its design, IPM Suite allows you to choose the right modules that fit your business needs. Functionality seamlessly integrates with your existing systems, for example 3rd-party contract management systems for contract compliance, order management systems for validating product sales against the contract and enterprise financial systems for automated invoicing, collections, payments and financial reporting.



### Greater Profitability across the Licensing Lifecycle

IPM Suite reduces the time it takes to track and manage IP by automatically capturing, verifying, and processing all related tasks. This automation increases efficiency and eliminates usage and payment errors.

The Licensing Industry Merchandisers' Association (LIMA) estimates that more than one billion dollars in inbound royalties are lost every year due to poor licensing royalty management. Licensees, on the other hand, are spending millions annually to generate, print and distribute payee statements to authors, content owners and other participants.

IPM Suite gives both licensees and licensors visibility into contracts.

#### Licensing & Royalty Management for Licensees:

- Gain complete visibility into data for better negotiating power
- Get notifications for licensing violations
- Meet financial obligations such as minimum guarantees
- Automate royalty calculations and generate statements
- Optimize revenue & be audit ready with robust, on-demand reporting

#### Licensing & Royalty Management for Licensors:

- Protect, manage and monetize your IP for new distribution channels
- Properly enforce licensing terms and calculate financials
- Prevent the underpayment of inbound royalties
- Empower forecasting for future costs and revenues
- Eliminate accounting & legal costs for contract reviews, disputes & litigation

# FADEL IPM SUITE PRODUCT OVERVIEW



## Create and monetize new IP.

IP Planning enables you to design, plan, assemble and deliver master content and products—while maintaining full insight into the cost of production & distribution and rights availability of all content elements.



## 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.



## 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.



## Manage forecasts against royalty-bearing contracts and rights.

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



## 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.



## Calculate payments and accruals.

Finance Management integrates seamlessly with your ERP's AP, AR, and General Ledger, incorporating revenue recognition rules and attribute mapping into your accounting process, chart of accounts, and accounting sub-ledger.



## Gain 40+ reports and BI integration.

Business Analytics & Reporting includes business views, KPIs, dashboards, ad-hoc reporting, data warehousing, and IP usage tracking. Supports integration with SAP BO, IBM Cognos and Oracle OBIEE.



## Provide & view forecasts and statements online.

Self Service allows for licensee, agent, and talent to access talent royalty statements and history online, document sharing, portal integration, and ACH/wire transfer payments.

*"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.

## 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, and Lebanon. For more information, visit [fadel.com](http://fadel.com).

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