



# LICENSE MAESTRO

The complete solution for licensing administration



**V**  
**Vistex**

Bold Vision. Brilliant Execution.®

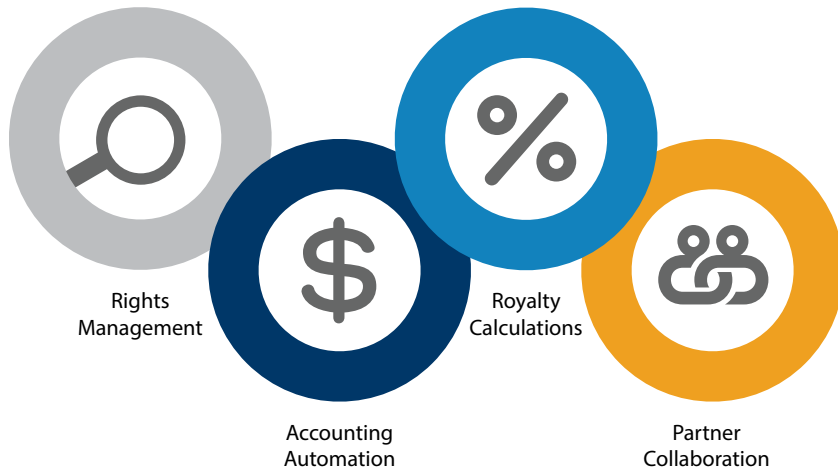


## THE COMPLETE SOFTWARE PACKAGE THAT OFFERS 360° CONTROL OF YOUR LICENSING BUSINESS

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# LESS HASSLE. MORE CONTROL.

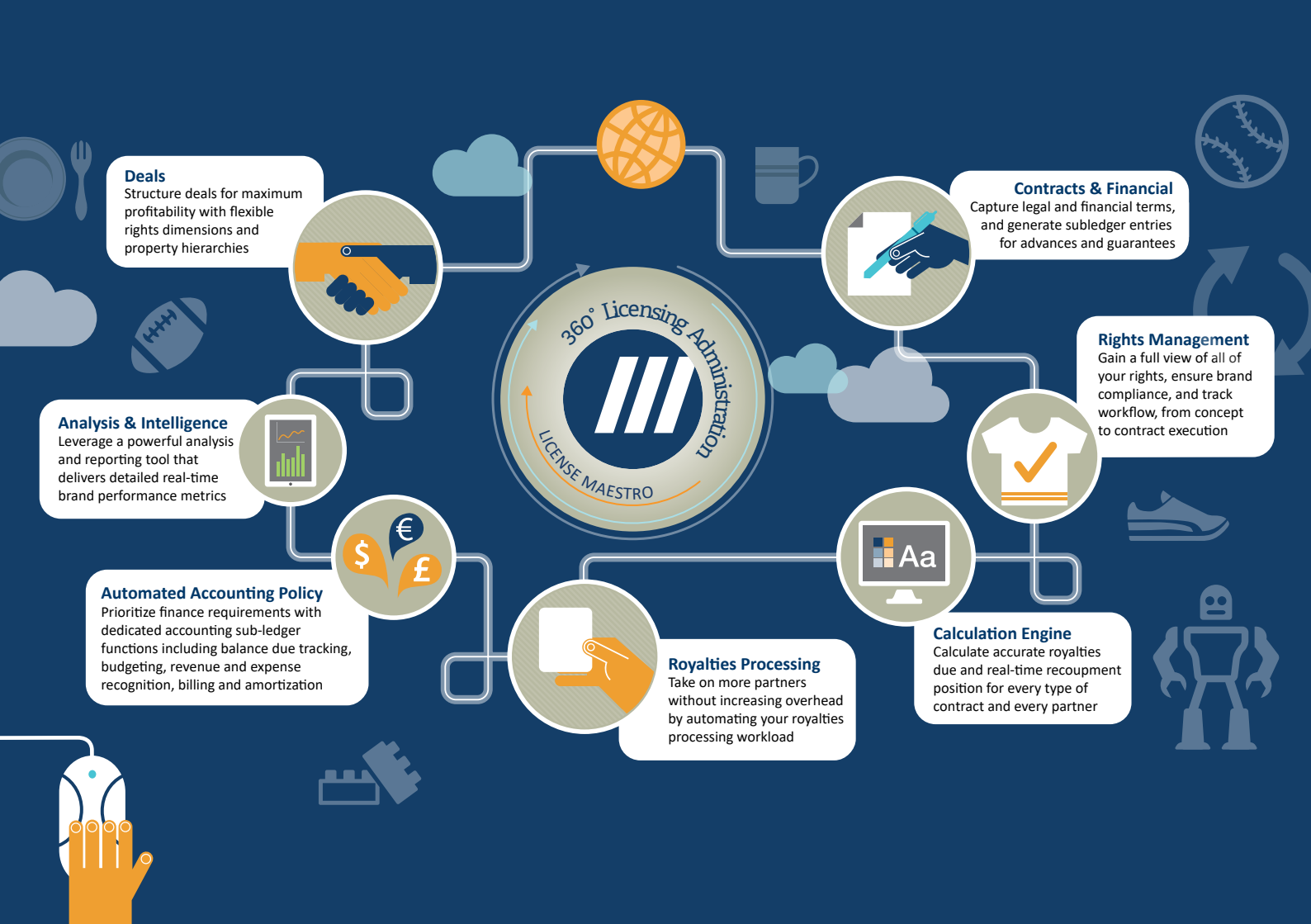
License Maestro – part of the Counterpoint Suite from Vistex – allows you to:

Streamline and automate back-office processes. Save time so you can focus on what really matters – growing your licensing business.

Improve outbound & inbound payment accuracy, and keep a complete audit trail.

Make more informed business decisions with all licensing-related business data at your fingertips.





# KEY FUNCTIONALITY

## Rights Management

Capture all legal and financial terms, including grant of rights, advances, guarantees and interim payments in multiple currencies.

Create customizable workflows to improve collaboration between teams for contract entry, approval, amendment or renewal business processes.

Generate payables or receivables for the subledger, and analyze performance by brand, SKU, partner or any other rights dimension configured in the system.

### Key benefits

Manage the complete contract process in a central repository, enabling your teams to quickly access, share and update all contractual data.

## Royalty Calculations

Process sales and royalty reports, calculate earnings, recoupment, and participations based on contractual terms. Load data in multiple formats or currencies, and produce statements at the SKU level.

The system flags potential royalty compliance issues such as deduction cap excesses, sales that fall outside of the grant of rights, and sales of unapproved SKUs.

Analyze sales and royalties with a powerful yet simple click-and-drag tool across any rights dimension and date range, produce graphs and export to Excel.

### Key benefits

Automated mapping and calculation of royalty data reduces manual effort to a minimum.

Easily slice and dice data in order to identify opportunities to grow your licensing operations.

## Accounting Automation

Review the financial status of your licensing business, see what is due, has been paid or collected. Track recoupments, issue and print invoices or payment vouchers, apply cash or generate payment requests, and track open balances in real-time.

License Maestro can be used as a standalone system, or with corporate account codes from an existing software package.

### Key benefits

Gain the complete picture of your licensing financials such as recoupment position by contract. Seamlessly integrate with your corporate ledger system.

License Maestro rescues you from time-consuming manual processes and provides all of the functionality you need to administer your licensing business.



# ADDITIONAL FEATURES

## Attachments

Upload files or embed links for any kind of document or file in License Maestro, so you can store and quickly access documents such as scanned copies of agreements and certificates of approval.

## Custom Reporting

Issue invoices and vouchers using company branded templates, so you have consistency across all communications with licensing partners.

## Ledger Interface

Integrate License Maestro with an existing financial software package, allowing it to act as a subsidiary journal to the corporate General Ledger and transfer journal entries using your corporate account codes.

## Custom Fields

Capture, store and report on all data required by your business, by creating and managing additional fields in License Maestro.

## Notifications

Set up interest profiles and email notifications to get notified of events such as expiration dates or overdue royalty reports for specific sets of contracts. Configure a personalized dashboard to track such events and various business performance indicators.

## Maestro Data Getaway

Import and export data without programming or code. Use License Maestro's pre-defined import types to load sales data from any source, and export views to publish data to systems or file formats.

# ADDITIONAL MODULES

## Accounts Payable for Licensors

Manage financial obligations to intellectual property owners based on your licensing contract terms and conditions. Automatically generate and track payment requests, reconcile variances between guarantees and actual royalty expenses, and review payables aging and future cash requirements. Ensure timely payments to avoid penalties and take advantage of potential early payment discounts.

## Forecasting

Create annual budgets based on guarantees or estimated royalties, and update and reforecast monthly or quarterly as the system automatically reconciles with actuals. Operating within a single system significantly lowers the risk of administrative errors and increases the quality of your forecasts.

## Accounts Receivable for Licensees

Track revenue due to you from licensing contracts in any currency, and ensure timely payment from licensees and agents. Automatically generate invoices, and reconcile guarantees against actual revenue based on earned royalties. Manage financial accounting policies and foreign exchange gain/loss.

## Agency

If your company is a licensing agency, this module will allow you to define the governing agency agreements for the brands you are representing, track receivables due from licensees, determine your commission and expenses, and calculate payments due to the licensors.

## Amortization

Define the amortization schedule for a contract and automatically generate monthly revenue and/or expense entries to be posted to the general ledger by contract, property, rights dimension, guarantee and fiscal year. Leverage License Maestro data to improve the accuracy, avoiding manual errors and using specific amortization models such as capped or accelerated by royalties earned.

## Custom Reports

Generate specialized reports based on your License Maestro data. Select from the inventory of multiple included performance and management reports and configure each report view to match your business needs.

# LICENSING PORTAL

## Additional Modules for Licensors and Agents

### Online Product Approvals

Provide a secure website for licensees to submit products for your review and approval based on the terms of their contracts.

Include style guides and create tailored approval workflows per project, including third party approvals. Open projects from email notifications, and use web-based markup tools to provide feedback on submissions.

Collect SKU information to build a product catalog and enable a smoother sales reporting process down the line.

### Key benefits

Improve the speed to market of new products by streamlining the communication and creative collaboration process with your partners. Moving the process from your inbox into an online platform allows you to consolidate all relevant material in one place and never miss an important update or follow-up.



### Online License Reporting and Account Review

Allow licensees to submit royalty reports securely online. Licensees can enter data manually or upload Excel files, and match their reports with the contractual grant of rights. Submitted reports will automatically be loaded to your License Maestro system ready for review and processing.

Provide the ability for licensees to view the summary of their contracts, invoices, outstanding royalty reports and statement of account, including their recoupment positions.

### Key benefits

Considerably reduce your administration overhead. You will save time spent loading and matching the sales data and your licensees can re-print their own invoices and have financial information at their fingertips.



There's more to see!  
Vistex offers additional features and optional  
modules that make License Maestro even more  
powerful and valuable to your business.



Vistex's License Maestro has been providing support to the brand licensing industry for over two decades.

- American Medical Association
- Arsenal Football Club
- Beano Studios Ltd
- The Beanstalk Group
- CBS Enterprises
- Codemasters
- Everlast Worldwide
- Global Icons
- IBML (Sports Direct)
- Jarden Consumer Solutions
- The Joester Loria Group
- Kryptek
- Marquee Brands
- Paramount Pictures
- Sequential Brands
- Shell Brands International
- Sony Consumer Products
- TOMY International
- Turner Broadcasting
- USAOpoly
- VF Corporation
- Viacom

**“License Maestro gives us the agility and accuracy we need to efficiently manage complex royalty calculations and payments.”**

**Karen Owen**

CBS Manager at Codemasters



# Make More. Keep More. Grow Smarter.

The Counterpoint Suite by Vistex provides solutions to administer critical rights and royalty processes for the music, media and licensing industries. Recognized as the industry standard for more than 30 years, Counterpoint solutions serve the needs of music publishers, record labels, distributors, digital service providers, film, TV, computer games, brand licensing and consumer products.

Counterpoint is part of Vistex, Inc., which provides enterprises across 15 industries with solutions that manage pricing, incentive, rebate, rights and royalty and channel programs to enhance business performance while reducing labor and infrastructure costs. Vistex software and services are optimized by industry to deliver an end-to-end solution for the design, management and administration of the entire spectrum of go-to-market programs.

Vistex empowers enterprises with unprecedented visibility into program performance, helping them gain deeper insights to better enable fact-based decisions that drive revenue, control costs, minimize leakage, and streamline processes. Vistex helps companies manage the full life cycle of their go-to-market programs through strategy, software, implementation, execution and analytics.

**Headquartered near Chicago, Illinois, with more than 1,300 employees in offices around the globe,  
Vistex services more than 1,000 customers worldwide.**



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