Royalties Management

Recognize revenue and successfully manage rights and royalties

SAP Partner

Making Your Royalties Management Program Add Up

Auditability, tracking and, data management are vital functions for any organization that tracks royalties and rights, processes that are vital in ensuring that royalty monies owed or due are administered accurately. Failure to properly manage royalties can lead to erroneous payments, broken trust from partners, and negative impact on your bottom line. Vistex's royalty management solution accurately calculates royalties and rights by automating, validating, and facilitating the processes that can make the difference between profitability or loss.

- **Inbound Royalties**
  Recognize accurate revenue by successfully managing royalty programs

- **Outbound Royalties**
  Leverage automated processes to manage royalty expenses

- **Rights Management**
  Identify and track the usage of relevant products, technology, endorsements, media rights or joint development

Vistex® | Now it all adds up™

Benefits of effective
Royalties Management

Outbound Royalties (Expenses) Decisions

Whether incorporating patented technology into a product's design or using brand imagery to make products more appealing, manufacturers use others' intellectual property (IP) and rights to boost sales. By tracking the receipt and payment of monies ahead of time, Vistex's royalty management solution tracks the usage of royalties and rights between licensees and licensors, providing your organization with the necessary visibility into guarantees and advances. This allows businesses to calculate, track, and draw down on royalty monies, spreading it out over time, and provide an accurate picture of true profitability.

Because Vistex's royalty management solution is inside SAP ERP, transactional, financial, and master data are accessible in one place, without duplication, giving your organization end-to-end visibility into royalty programs. With Vistex's royalty management solution, your business can accurately identify the sale of relevant products and accurately determine who should be paid, what amount, and under which circumstances.

As accrual, calculation and settlement of royalty payments all are important factors that contribute to the overall order-to-cash process, Vistex's royalty management solution helps define royalties due at a product level, based on sales activity. This minimizes the risk of nonpayment liability and creates a reliable system to support audit requests from licensors and IP owners.

Inbound Royalties (Revenue)

By calculating and processing incoming royalties at the time of use per the license or agreement, Vistex's royalty management solution places royalty program information at your fingertips, enabling the successful management and deployment of royalty programs. In addition, the solution manages and tracks royalty payments received and processed for IP rights licensed at the conclusion of every product or service sold, per agreement. Ultimately, errors that could result in profit leakage, audit and/or legal exposure, earnings restatements and strained relationships or license termination, as well as lost sales, are mitigated.

Royalties Management Adds Up to
Real Solutions, Real Benefits

- Complete flexibility in calculating royalties

- Single system provides a centralized location and integrated approach to contracts, calculations, and data

- Receive customer royalty details with inbound reporting data loads

- Embedded solution leverages SAP master, transactional, and financial data seamlessly and without duplication

- 360º view into full audit and compliance tracking

- Proactive visibility into accruals

- Mass processing capabilities

Deployment Options | Run it your way

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, Vistex's innovative solution extensions for SAP empower your organization with unprecedented visibility into any program and performance. Gain deeper insight and enable fact-based decisions to drive revenue, control cost, minimize leakage, and streamline processes. With a range of deployment options for all your programs, you choose the way that works best for your business needs.

Add the right option for your business

On-Premise   In Cloud   Hybrid

Vistex®

About Vistex

Solutions for SAP

Innovative solution extensions for SAP software.

SAP resells these applications under the following names:

SAP Business Suite

SAP Incentive Administration by Vistex
SAP Data Maintenance for ERP – Resources by Vistex

SAP S/4 HANA

SAP S/4HANA® for rights and royalty management by Vistex

About Vistex®

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

Software   Services   On-Premise   In Cloud

Vistex®   Now it all **adds up**™

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