

The 'Award' winning Powerhouse



Fox Music encompasses music publishing and licensing businesses, dealing primarily with Fox Entertainment Group television and film soundtracks.

www.foxmusic.com

Industry:

Music, Media & Licensing

Products and Services:

Counterpoint Suite - iMaestro



A trophy cabinet complete with Academy Awards, Grammys, Golden Globes and Emmys – Fox Music, a division of 20th Century Fox encompasses music publishing and licensing, with dozens of scores and soundtracks reaching platinum, multi-platinum and gold status.

Dealing primarily with Fox Entertainment group, the company catalog owns copyrights from over 1900 productions that span the gamut of the film and television music world with major hits such as *Titanic* and *Avatar* to small independent movies – *Black Swan*, *Juno* and *Sideways*.

It doesn't stop there, the company also manages music for local news channels across the US and cable divisions including Fox News and Fox Sports and TV themes and background music from primetime shows including *Glee*, *How I*

Met your mother, *Homeland* and 25 seasons of *The Simpsons*.

As the defacto publisher for all of Fox's US division, the company upgraded to **iMaestro** – Counterpoint Suite' end-to-end copyright, licensing and royalty administration solution in 2007.

"iMaestro has been a great addition to our team. There is always a constant flow of information into our department from the various divisions – agreements, cue sheets and the delivery of audio, this means we have a lot to manage and track. iMaestro is the hub!" commented Cathy Merenda, VP Music Publishing, Twentieth Century Fox.

A Vistex Case Study

“There is still so much more to offer with iMaestro and moving forward I do think that we have yet to unlock its full potential!”

A scalable solution, iMaestro automates tasks and allows large independent and major music publishers to efficiently manage and register copyrights, license catalogs, process royalties, pay clients and prepare reports by seamlessly transferring information between all users of Counterpoints publishing and label applications.

Counterpoints royalty administration software - **Record Maestro** is already in use by the Finance department for its digital record label, the integration between both systems means Fox Music can easily import mechanical statements from the system for processing.

In addition, iMaestro is also used by Fox’s Music Clearance Department.

“Although we don’t interface much with them, I do need an annual report for total licenses and payments by publishers. This would normally take the department a week to prepare – now it takes seconds.” stated Merenda.

As an enterprise system, iMaestro has also become ‘another member’ of the Licensing team, providing a global repository offering multiple license types. Users can log the full life cycle of requests including pitching of songs, quotation, licensing, printed document creation, reporting and historical inquiry.

“The system is extremely flexible and setup is based on the users preference so it becomes bespoke which is great as it allows us to work the way we want. Counterpoint are always on hand to answer questions or help solve issues so we have a great relationship.”

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