FOX / RPX

Royalty Software
OFFICER solutions, Austria
Summer 2019

OFFICER

ABOUT US

OFFICER Solutions was born in 1996 in Munich/Germany. Today, we deploy our royalty solutions from our home base in Austria to a growing international user base. Our customers are located in the Americas, Europe and Asia. We cultivate personal relationships with our user base and our customers have a direct influence on our work. We offer installable software applications on standard Windows boxes and Macs, as well as Desktop-As-A-Service (DaaS) solutions in the cloud, allowing users to work from inside a web browser at any location in the world. Customers with limited work force can utilise our royalty services: We handle your royalty statements for you with our software.

CLEVER

Our applications have been optimised for a fast setup and extreme flexibility. Import meta data and sales and get your statements ready on the very first day of usage! One single metadata import can create a full data set for bundles, playlists, tracks, licensors and contracts, reducing manual data entry to the minimum.

More than 30 import slots allow the processing of any sales report in CSV, TAB or Excel format. Optional GooglePlay and iTunes/AppleMusic import slots offer maximum ease of use. Royalty Statements are generated as PDFs and additional detail files (XLSX, CSV, TAB).

AFFORDABLE

Reasonable pricing and a modular design allows you to only pay for what you need. You can upgrade for more features at any time, when necessary. We offer two royalty systems: FOX and RPX (Royalty Producer X).

While FOX typically covers the needs of most independent companies in the realm of the digital music business, RPX offers advanced contract features for historically grown companies. Both applications are available as perpetual software licenses with no automatic, recurring fees for Mac OS and Windows.

DIGITAL NATIVE

The logic of FOX is built around the digital marketplace. Free yourself from rigid workflows and use your content everywhere without compromising your royalty management. Royalty Producer X goes further and offers expanded contract features, allowing companies with a long history to move their contract structures into the realm of the digital marketplace.

Both applications offer great performance on modern desktop computers and laptops and a sophisticated archive logic allows processing of huge data sets even for years.

BUY OR RENT

Buy real software you can actually own

While we definitely embrace lots of the achievements in cloud services for the consumer marketplace, we strongly believe that a business owner has a different view on these developments. We at OFFICER solutions try to keep our customers as independent as possible when it comes to royalty administration. We sell our products as timely unrestricted software licenses. You can use the software forever.

Rent and optimise your cashflow without compromising your independence

Even our monthly subscription plans do not deprive you from your data. When you stop the subscription, the software goes into read-only mode and you can still access and export the data you accumulated over time. We try to keep you as independent as possible, by offering optimised solutions and our great expertise.

FOX

FOX is a modern royalty system for indies in a digital world. The software does not penalise these clever, digital native companies, but embraces their modern structure by presenting simple steps to get royalty accounts in order.

FOX was developed with a very fast setup procedure in mind. If your metadata is available as CSV, Text/Tab or Excel file, you can build a fully working royalty system with just a couple of clicks. During development, we always had the thousands of modern companies in mind, that keep their royalty structure simple - on purpose.
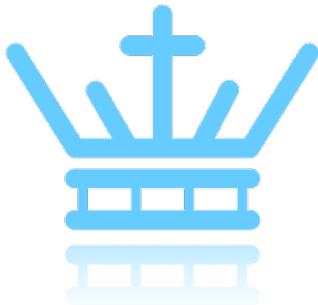
RPX

Our flagship product Royalty Producer X (RPX) covers even complex contract scenarios. Historically grown companies will find the right options to move their legacy contracts with sliding shares and deductions into the era of music streaming.

RPX inherits all the technological advances from FOX to unite them with classical business structures that have grown for many years.

EMBRACING THE DIGITAL AGE

Fox is a new development from OFFICER solutions. While being in the business of royalty software since more than 20 years now, we decided to invest in the creation of a modern royalty system that does not rely on old business structures and rules, but fully embraces the digital age of the entertainment industry.

We just asked ourselves some very simple questions: What if a new entertainment company starts its business in the year 2019? What kind of royalty rules would be taken into consideration? Where does all royalty relevant information come from? It is clear that the possibilities of independent companies have grown tremendously in the past years. At the same time, the administrative challenges have shifted. We learned from our more than 300 customers that - if the possibility exists - they always try to streamline and simplify all business operations, including royalty administration.
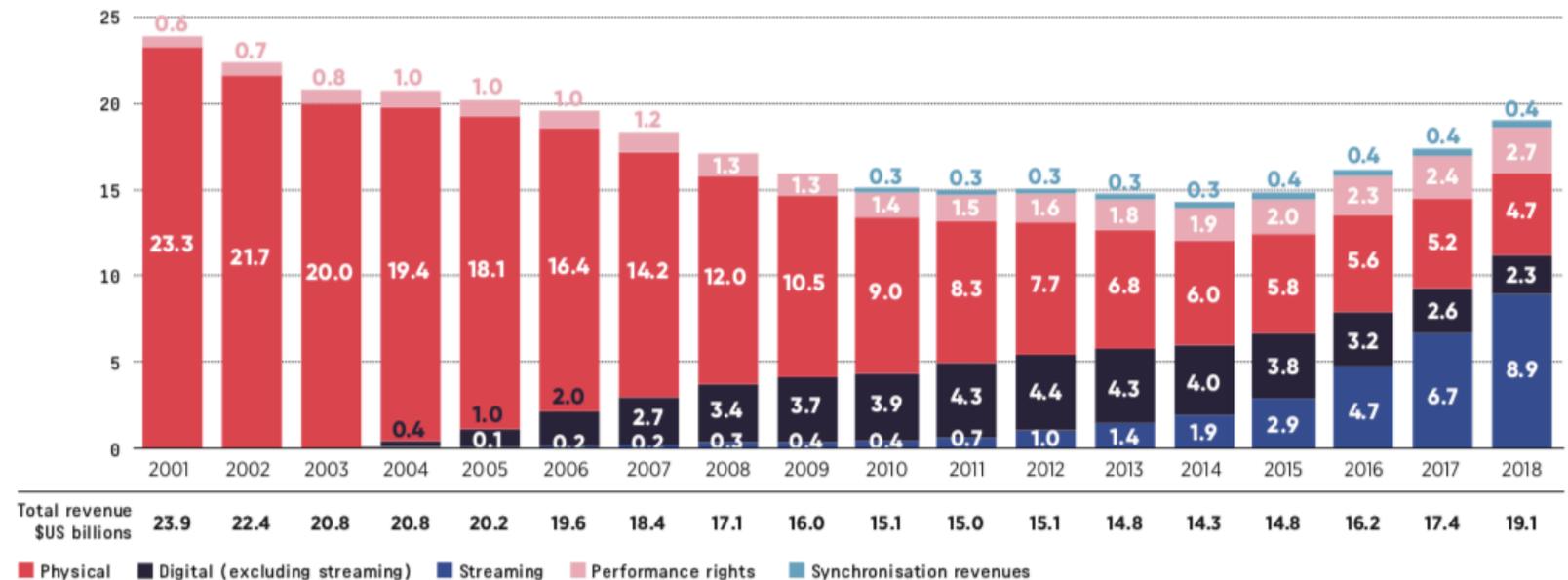
music industry revenue by income in 2018, source: ifpi.org

Especially when considering the independent music industry, the old rules that have been brought into the game mainly by the major companies many years ago, just don't make sense anymore. Today's entertainment companies have good and direct relationships with their artists and licensors. New deals are straight forward, easy to understand by the artist and easy to administer by the company.

Fox has been created to offer modern, digital native companies the power they need for their royalty administration today - without the overhead of historical complexities. We can sum up the main concept of Fox in two words: **Power and Simplicity**.

ROYALTY ENGINE

Power

Fox can handle multiple accounts per asset and bundles can be made of assets with different accounts. All accounts are pro-rated equally, when setting up assets and bundles, but all shares can be adapted manually for full control when necessary.

This brings full support for compilations, electronic music (remixers) and other special products.

When building bundles, the royalty accounts are automatically connected through the assets being used. But Fox also offers the possibility to add accounts directly to a bundle. So a party can be paid for each bundle sale, independently from the assets: e.g. a designer for doing the cover artwork, a compiler for building the playlist, etc.

Simplicity

Sales reports can be ingested in any currency. Fox will convert reports into your home currency, based on the rules you want. Current exchange rates are retrieved online automatically and are ready to use.

But more importantly, users can enter the real amount of money they received in their home currency for a foreign currency report and Fox will adapt every single sales line accordingly. Because the incoming amount may not only depend on an exchange rate, but also bank and other transaction fees.

Fox is very capable of identifying every sales line with some clever logic. If a reference number does not match or is even missing, Fox will do a full text search to identify an item.

If the search result is unmistakable, the user does not have to interact. If the search result offers multiple matches, the user just has to make a simple choice. If all measures do not lead to a result, the "error resolve" procedure kicks in (see on the left).

BIG DATA

Power

Fox is based on the latest FileMaker technology. Technically, the software can ingest sales reports of any size as there is no file size limit. Practically, a modern desktop computer has its limits and can not compete with huge, ten thousand dollar server computers.

But Fox was build with speed in mind. The internals are optimized for fast identification of sales lines by using a single database for reference numbers to match against. So the system does not have to switch between a bundle and an asset database.

The royalty engine is mainly based on a super-fast import process, where statement lines are not generated programmatically (slow with any database), but copied from the sales database. Calculations are only done once and saved results are shown.

Finally, statement documents are generated once and available forever, without the need of additional processing power to generate and view them.

To keep a desktop database system like Fox clean and snappy, we included an archive function, so users can move data out of the way, when it is not needed for royalty processing anymore. The archived data is still available and searchable, when the need arises.

Simplicity

The digital marketplace is a great opportunity for entertainment companies. But it also involves rather small companies with no IT staff or knowledge into dealing with big data.

Fox has been created to allow mere mortals the use of big data with a desktop software they can actually own. We followed two main concepts to keep away the hassle of big data from people that are rather focussed on creativity than tech-stuff: Streamlining incoming information and compression.

Fox is built to be an interface between big data that digital outlets produce and the user's business reality. As entertainment companies try to simplify their royalty administration, it is obvious that the incoming information is more complex and rich than actually needed.

So Fox focusses on streamlining information: While each sales report line often shows individual countries, the user may just want to separate "Americas", "Europe" and "Asia". Digital music outlets can report "high quality streams", "subscription income" and many other sales types, while a royalty manager to just needs to focus on "downloads" and "streams" on a royalty statement.

During import, the data set can be reduced (compressed), e.g. by combining 5 different "streaming" sales types into just one.

SALES INGESTION

Power

Fox is prepared for the unexpected. All necessary sales reports can be imported into the system and are then processed by the identification engine: EANs, UPCs, ISRCs, ISBNs - you name it. When a sales line does not match any known asset, the user will be guided through an "error resolve" procedure.

During this workflow the user can either add new, previously unknown reference numbers to an existing item of your catalog or even create a new bundle or asset on-the-fly. Problems resolved that way will not come up again, as the system is constantly learning.

So while previous royalty systems (including ours) demanded for a complete and orderly managed metadata catalog and contract system before importing sales, Fox is using a much more dynamic, fluid approach.

As soon as we talk "user generated content" - like on Youtube - the reported references would always be a surprise for a regular royalty system. Not for Fox.

Simplicity

Sales reports can be ingested in any currency. Fox will convert reports into your home currency, based on the rules you want. Current exchange rates are retrieved online automatically and are ready to use.

But more importantly, users can enter the real amount of money they received in their home currency for a foreign currency report and Fox will adapt every single sales line accordingly. Because the incoming amount may not only depend on an exchange rate, but also bank and other transaction fees.

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TWENTY YEARS OF EXPERIENCE...

...leave their marks

As a company, OFFICER solutions has a strong record for deploying specialised systems for independent record labels. In recent years, more and more companies from other industries bought our legacy Royalty Producer software. While being focussed on the music industry, the software still was the best they could get for their needs and money.

With Royalty Producer X (**RPX**), we introduce a royalty system that can handle any licensable asset, across multiple industries. As soon as income for intellectual property has to be shared with licensors, Royalty Producer X comes into play.

A modern royalty system for long standing companies and any intellectual property

With Royalty Producer X, all different asset types can be sold individually and independently (e.g. a recording, a photo) or as part of a bundle (e.g. album, photo gallery). Users can even mix different asset types in one bundle: 10 recordings & one movie). They have full freedom to build contract structures that reflect their own way of monetising their various assets. Royalty Producer X paves the way for a digital media world, where the limits of product formats and delivery methods are reinvented very frequently.

Due to our heritage of serving the music industry for over two decades, we developed many features to help long standing record labels move over their classic contract structure into the era of internet music sales.

Some artist contracts just can't be renegotiated, so we invested a lot of expertise to find viable solutions for contractual setups like: escalations (sliding shares), PPD vs. NET prices, budget, low budget, sellout deductions and more.

SUPPORT FOR COMPLEX SCENARIOS IN RPX

Account Groups

Account Groups are used to accumulate multiple accounts into one royalty statement for a recipient. As the name implies, multiple accounts can be gathered into an account group to cross-colateralise all accounts. This part of the system also allows the user to manually input advances or special royalty income, beside the royalties being generated by sales reports. All statement claims and payments are listed to show the current balance.

Accounts

Accounts hold the actual shares that need to be payed when an item was sold. To speed up the process of adding new accounts, RPX offers unlimited, user definable templates to work with. Bundles and assets are handled separately. The contract structure can be build by combining any set of country group, bundle or asset type and sales type. All types can be set up individually and we usually help new customers with the process of determining the necessary types to reflect their grown contract structure.

We developed a new approach to escalations (sliding scales): By defining escalation sets, sales for multiple, specific contract lines can be tied together and influence the scale to use. For instance, domestic sales can be looked at in a separate escalation set than exports or only domestic sales could use escalations. Additionally, sales of every separate sales type can be "translated" into unit equivalents that are usually album sales. So a physical album sales and a digital album download can have their usual value of "1", while Streams have

to reach 2000 sold units in order to represent an "album" sale. We call this "unit equivalents" and this can be set up for each contract line, separately.

There are three types of escalation sets that consider different values: "units", "turnover" and "royalties". While the "unit" type represents the classical form of doing escalations, "turnover" and "royalties" are more modern approaches to the idea of paying higher rates when business is doing well. When choosing "turnover", the royalty rate will grow, when a certain turnover is reached. The "royalties" type orientates itself on paid royalties, directly. This feature can also help to depict certain "investment" deals, where you may want to show sales developments on statement, but only start paying royalties, when a certain turnover has been reached. The other way around (at the investor's contract), you can only pay until a certain turnover is reached to then halt any further payments.

Channels

Channels are the source of sales reports. These can be distributors, aggregators, licensees or even your own web shop. A channel can be assigned to a specific sales import slot and offers several other settings to ease the way for recurring imports of sales from the same source.

When importing sales from an aggregator, RPX allows you to also import the actual web store (DSP) name.

This name will be shown on the royalty statements and you can also use the store name for reporting and charting. E.g. You import a sales report from TheOrchard (Channel). Each line of the report shows the store that sold the content: Apple Music, Amazon, Spotify, etc. We took this idea even further and RPX can now "translate" reported web stores into system web stores. This comes handy under two circumstances: First, some services report many names for basically the same web store (e.g. Amazon JP, Amazon US, etc.) and some web stores are so small that one would rather tie them under a common "others" entry. Translating reported web stores also adds the possibility to seamlessly switch aggregators, without your licensors nothing it.

RPX offers extensive settings for physical sales reports. The reported sales data can be post processed to obtain PPDs or NET prices that can be crucial for royalty calculations: The PPD can be calculated from a reported NET price and the NET price can be calculated from a reported PPD. Additionally, each channel can have its own pricing code table that will translated reported price codes into PPDs and NET prices during import.

RPX supports the historical idea of paying different shares to the licensor, when the initial high price of a product starts to fall off, in multiple ways. First, a reported sales type like "budget" or "sell out" can be re-used during import. Second, a per bundle setting can define the high price and the corresponding deviations of it to declare lower priced accordingly (e.g. set the high price for a specific bundle to be 8 USD, if reported price falls below 70% of 8 USD, declare as budget sales). Finally, the user can set up a period per bundle to control the sales type in a given period. This feature is also useful to mimic the classic "advertising reduction".

Sales

Sales are the basis for your royalty statements. RPX is highly optimised to import sales from different channels. A sales report in RPX states the reporting channel, the sales period, the royalty period, the currency and a payment status. RPX can handle any incoming currency. When setting the payment status to "paid", RPX will convert every sales line into your home currency. The user can either slet RPX use the latest exchange rate for the reported currency, or enter the real amount of money that was actually received from the reporting channel. This is helpful when dealing with external currencies that do not only have a varying exchange rates, but payments are reduced by additional bank and transaction fees. Just enter the real amount received and RPX will do the rest.

RPX allows the separation of a SALES PERIOD and a ROYALTY PERIOD. The sales period will always be shown on statement details for documentation purposes. The royalty period gives the user full control over the moment, when a sales report should make it into royalty statements.

All imported sales file are saved as a copy inside the system, for audit trail purposes. To reduce the size of the database, these files are save externally, on your hard disk and not in the database itself. RPX can handle a growing number of sales lines in the future by automatically archiving sales in a separate database. You can "clean up" your sales reports from time to time by "locking" reports if they are not used for royalty calculation anymore. This frees up space in the "live" sales database and keeps the royalty system snappy. The historical sales will still be available for business intelligence in the Analytics module and even sales reports can be "unlocked" again in the future.

Royalty Statements

Royalty statements are created and administered in the statements module. The list view shows all important details about the statements: totals, payment and delivery status. You can create statements at any time (e.g. to plan your cash flow) for some or all contacts. When using RPX for multiple companies, each contact belongs to one of these companies and you can filter the contacts by company, too.

During statement creation, RPX is generating all accompanying files as defined in the account groups: PDFs, Excel and CSV files are available. The files are then ready to view and can be opened with a single click.

A built-in automation feature even allows you to send your statements via email from RPX, directly. The body text is created on-the-fly and includes the list of files that are attached as one single zip file. The delivery process can be fine-tuned by allowing pauses between chunks of emails. This circumvents problems with many hosting companies that try to prevent spam by reducing the amount of emails being sent in a period of time.

The statement PDFs are available in 3 different forms: Minimal, compact and detailed (where the detail and length of the statement grows from minimal to detailed). Every PDF version does NOT show all sales line, but a certain, grouped view. This is the only way to deliver meaningful PDFs as they could reach thousands of pages in the the age of streaming music. RPX therefore adds a

sales details file to the equation. This file shows all original sales data, including web stores and countries.

The language, layout, interval and royalty period can be adjusted individually, on a per contact basis. If you have to deal with artists that constantly forget to invoice you the statement amount, you can switch on automatic "self-invoicing" to let RPX generate a corresponding, internal invoice for your finance department for payout.

A quick way to find out if you need FOX or the higher end system RPX is to answer any of these questions with "yes":

We use escalations / sliding shares in our contracts

We apply different shares, based on price changes (high price, budget, low budget, etc.)

We base our royalty calculations on PPDs, not NET or FIX prices

We have to convert sales report data programmatically to achieve the necessary price base for royalty calculations (e.g. PPDs based on price code)

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RPX (Royalty Producer X) covers even complex contract scenarios. Historically grown companies will find the right options to move their legacy contracts with sliding shares and deductions into the era of music streaming.

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
Contacts Contact entries represent the licensor who is receiving a royalty statement. All statement ☐ions can be set individually:	☑	☑
Period and Interval	☑	☑
Statement Language (Local/English)	☑	☑
Statement Currency	☑	☑
Tax	☑	☑
WHT (Withheld Tax Report)	☑	☑
Statement File Options	☑	☑

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
Payout Limits (when limit is not reached, amounts are carried over)	☑	☑
Activate recurring fees (amount per month, will be added automatically to royalty statements)	☑	☑
Account Groups Account Groups give full controllover cross-colateralization between multiple accounts. All accounts inside an account group will be cross-colateralized. Carry overs are always administered on the account group level. Profit Split deals are based on the total income of an account group,. with eventually multiple accounts.	☑	☑
Accounts Accounts describe the contract situation with a contact (licensor)		
Template system to set up typical contract structures once and re-use them for new accounts Free definition of different shares for any combination of sales type and territory for bundles and assets	☑	☑
Classic royalty share, based on net Income, individually for any combination of sales type and territory. Separate share for bundles (albums) and assets (tracks)	☑	☑
Unlimited sales types and country groups (territories, country sets), as defined by the user	☑	☑
Deduction in percent, individually for any combination of sales type and territory, user defined deduction name	☑	☑
Profit Split Deals, based on net income and expenses, support for profit split deal advances	☑	☑
Deduction of US mechanicals, from unit prices controlled by sales type and countries	☑	☑
Automatic WHT report (withholding tax) accompagnying statements, activated per contact	☑	☑
Separate price share to generally deduct income, before applying the royalty share	☑	☑
Unlimited accounts per bundle,/asset user definable account share on bundle/asset, default is pro rata	☑	☑
PPD price base	☒	☑

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Fixed price base	☒	☑
Packaging deduction	☒	☑
Alternative rata settings: asset (pro rata), time (pro rata temporis), per asset, no rata	☒	☑
Sales quota (use only a percentage of sold units for royalty calculations)	☒	☑
Reserves: Built reserves and release reserves in the next statement period or in up to 4 stages, in multiple periods	☒	☑
Support for price based royalty shares (e.g. Budget, Sellout, etc)	☒	☑
Support for timely programmed royalty shares (e.g. advertised sales in a certain period)	☒	☑
Escalation sets (sliding shares), based on units	☒	☑
Escalation sets (sliding shares), based on income (also useful for investment deals)	☒	☑
Escalation sets (sliding shares), based on paid royalties	☒	☑
Escalation sets supporting unit equivalents (e.g. 6000 streams equal one bundle sale)	☒	☑
Escalation sets grouping sales from multiple sources (e.g. different escalation sets for domestic and export sales)	☒	☑
Metadata All sellable bundles and assets are administered in the metadata module. A bundle is a collection of multiple assets. An asset is the smallest, sellable entity and can have unlimited accounts. When adding assets to a bundle (creating the playlist), all asset related accounts are automatically added to the bundle, accordingly. Additionally, separate accounts can be added to bundles (e.g. a compiler or an artwork artist).	☑	☑
Bundles can have multiple reference numbers / EANs / UPCs	☑	☑
Bundle can have playlist	☑	☑

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
Bundle automatically ad☐s accounts from assets of the playlist	☑	☑
Bundle automatically assigns a pro rata share to accounts, when adding an asset to a playlist (can be manually altered by the user)	☑	☑
Bundle can handle pro rata temporis shares, per asset fixed royalties and no rata, individually on a contract level	☒	☑
Bundle can be programmed to set specific sales types for a given period (e.g. high price for the first 3 selling months, afterwards budget)	☒	☑
Bundle can be programmed to set specific sales types, based on a deviance from a given high price (e.g. when price is less than 80% of high price, use the budget sales type, when less than 60%, use low budget sales type, etc.)	☒	☑
Bundle can belong to a group (e.g. label) to help administration and facilitate searches	☑	☑
Bundle can belong to a catalog (catalog information can be used to limit lookups during sales imports to a certain set of metadata, allows the use of a publishing and recording catalog at the same time)	☑	☑
Bundle can have a specific bundle type that will issue different royalties, based on the type (e.g.: album, compilation, sublicense or CD,LP,DVD)	☒	☑
Bundle can have format information for administration purposes only	☑	☑
Bundle can administer US mechanicals	☐	☐
Bundle can issue automatic, recurring fees (percentage)	☒	☑
Asset can have multiple reference numbers (ISRCs, ContentIDs, etc,)	☑	☑
Asset can be added multiple times with the same ISRC to different bundles and still be identified separately, per bundle	☑	☑
Asset can receive new ISRC by user input	☑	☑
Asset can receive new ISRC by system function (system can automatically allocate new ISRCs, based on company code and year)	☑	☑
Asset can administer US mechanicals	☐	☐

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
Asset can have a specific asset type that will issue different royalties, based on the type (e.g.: track, video or lyrics, etc.)	☒	☑
Channels Channels are the source of sales information or expenses. A channel can be an aggregator or DSP, as well as a specific music store, a license partner or physical distributor. Several ☐ions on a channel facilitate maximum comfort for data import, including post processing features to convert and enrich sales data as needed.	☑	☑
Setup currency and country per channel	☑	☑
Specific custom import per channel (set import order once, then re-use comfortably)	☑	☑
Supported file formats: TAB, CSV, XLSX, XLS, MER, FileMaker12	☑	☑
Custom Import for iTunes/Apple sales repors (fully automated import script can process all sales of a month at once, including paid totals)	☐	☑
Custom Import for GoogePlay sales reports	☐	☑
Setting: Allow deduction of US mechanicals	☑	☑
Setting: Evaluate ISRC or the combination of EAN/UPC & ISRC to identify assets	☑	☑
Setting: Convert numbers into system format (seemlessley work with files in different number formats)	☑	☑
Setting: Allow country and/or sales type to be skipped for more data compression (reduce overall amount of sales data, when possible)	☑	☑
Setting: Standard sales type as a fall back ☐ion, when no sales type is reported	☑	☑
Setting: Activate WHT (witholding tax) reporting for a channel and set up related countries. WHT reports are generated per contact, along with the royalty statement	☐	☑
Setting: Restrict lookup of metadata items from sales to a specific catalog (facilitates the use of the same system for separate recording and publishing rights catalogs. Gives productive results, even when looking up metadata based on artist/title information, only.	☑	☑

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
Setting: Automatically set a specific store for all imported sales or identify and streamline store information. (e.g. Apple Music, iTunes, Beats could be combined into one single store. E.g. all Amazon stores per country could be combined to one Amazon store. E.g. smaller, irrelevant stores can be combined to an "Other" store. Allows to report stores)	☑	☑
Setting: Simple post processing of reported prices by a given factor (e.g. reduce the reported totals by a distribution fee to obtain a net income)	☑	☒
Setting: Complex post processing of reported price information. PPD and NET can be processed independently. • translate PPD, based on a price code table • calculate PPD recursively from NET, based on two different percentages for two different country groups (e.g. Domestic / Export) • calculate PPD recursively from PPD, based on two different percentages for two different country groups (e.g. Domestic / Export) • calculate from Total / Units (if no unit price is provided) • calculate NET from PPD based on two different percentages for two different country groups (e.g. Domestic / Export) • calculate NET from NET based on two different percentages for two different country groups (e.g. Domestic / Export) • calculate from Total / Units (if no unit price is provided) The sequence of post processing can be defined (e.g. First process PPDs then NETs). If only one price is reported (either NET or PPD), the system will set the unreported price to the same value as the reported one.	☒	☑
Import and administer price code tables to provide the post processing functions above	☒	☑
Translate reported sales type based on **one** sales type field/column (e.g. "HQ stream", "Streaming" and "non permanent download" can be translated to "stream"	☑	☒
Translate reported sales type based on up to **two** sales type field/columns (e.g. reported "digital" & "Spotify" can be translated to "Stream"	☒	☑
Post process / set Sales Types based on bundle settings for high price deviations or fixed sales types for a certain period (see metadata section)	☒	☑
Sales Sales are generally imported for a chosen channel and a chosen month of the year. Sales data can also be added manually at any time. Expenses are also seen as sales (though, negative ones).	☑	☑
Support for foreign currencies (all reports are converted into the home currency on payment)	☑	☑
Separated "Sales Period" and a "Royalty Period", so the user can always decide when specific sales data should be accounted for on a royalty statement.	☑	☑
A copy of all original reports is saved into the system for audit trail purposes.	☑	☑

	FOX	RPX
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Option to lock a report and remove sales data from the live royalty system, keeping the databases small and snappy. Locked reports can be unlocked at any time. Sales data from a locked report is not available for royalty calculations, but still available in the reporting section for business intelligence use.	☑	☑
Automatic archiving of sales allow the later use in business intelligence, even when report is locked	☑	☑
The paid amount for a report can be entered manually to reflect possible bank fees and other deductions or by clicking a button to insert the total in home currency, based on the current exchange rate.	☑	☑
Royalty Statements Royalty Statements can be generated at any time for any contact and its current period. New statements have the "pending" status and the contact is locked for new statement generation, until the statement status is moved to "approved". This makes sure that there is only one statement version per contact and period. On statement generation, all necessary files are generated by the system on-the-fly.	☑	☑
Three different PDF statement types available which can be chosen on a contact level: minimal, compact, detailed (aggregated reports)	☑	☑
Statement summary file as XLSX	☑	☑
Sales details file in TAB, CSV, XLSX to accompany the PDF (the sales detail file holds all original sales information behind a statement)	☑	☑
WHT (Withheld Tax) Report, as set up on a contact level	☐	☑
Automatic (self-) invoice can be generated along with the statement. (licensor issues a statement to your company)	☐	☑
Payout Limit can be set on a contact level. If the statement royalties do not reach the payout limit, the statement amount will be carried over to the next royalty period.	☑	☑
Setting: Standard sales type as a fall back ☐ion, when no sales type is reported	☑	☑
Send statement files as one ZIP file via email directly from the system via smtp server or via email client (Mac: Apple Mail, Windows: Outlook only)	☑	☑
Automatic email body generation, based on system settings	☑	☑

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
US Mechanicals FOX and RPX offer two different, ☐ional US Mechanicals reporting systems. One emraces the **classic** reporting to a publisher or agency, like Harry Fox. The other one is based on a **pre-paid** Mechanicals system, where a certain amount of digital sales are pre-licensed and pre-paid.		
Classic: Set up and administer an HFA code table, where each sales type can be activated or deactivated for reporting (e.g. Downloads: ☑, Streams: no)	☐	☐
Classic: Administer the current US statutory rate centrally, in the system settings	☐	☐
Classic: Administer a current MX statutory rate centrally, in the system settings	☐	☐
Classic: Set up publisher, author and "report to" information per asset (supports multiple licensors)	☐	☐
Classic: Set up rate per assigned licensor on asset: current US statutory rate, custom US rate, MX rate (current staturory rate will always use the current rate from the central system settings, custom rates will always stay as entered)	☐	☐
Classic: Create US Mechanical reports to right holders for any period at any time	☐	☐
PrePaid: Administer licensed songs and connect one licensed songs to multiple assets (recordings)	☐	☐
PrePaid: Administer paid licenses and control current balances for each licenses song	☐	☐
PrePaid: Issue automatic warnings when license balance runs low for a song (individual threshold can be set for each song)	☐	☐
Analytics You can filter statement and sales data from the archive for analytical / business intelligence purposes at any time, even when sales reports have been locked to keep the royalty system small and snappy.	☑	☑
Charting System: Top Ten countries, accounts, channels, stores	☑	☑
Charting System: Sales (units and income) over a period of time	☑	☑
Reporting: Filter royalty statement data by: period, bundle/asset, sales type, country group, channel, store, contact, account, account group	☑	☑
Reporting: Filter sales data by: period, bundle/asset, refno, sales type, country group, channel, store, contact, account, account group	☑	☑

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
Settings The general application settings allow a very deep indiviualisation of the royalty system, including contract structures and language variables	☑	☑
Royalties: Set up unlimited sales types that will be translated on sales import sand used for individual royalty shares (e.g download, stream, physical, sublicense)	☑	☑
Royalties: Set up unlimited country groups that will be translated on sales import sand used for individual royalty shares (e.g. domestic, export)	☑	☑
Royalties: Set up unlimited bundle types that will be translated on sales import sand used for individual royalty shares (e.g. album, compilation)	☒	☑
Royalties: Set up unlimited asset types that will be translated on sales import sand used for individual royalty shares (e.g. track, song, video)	☒	☑
Royalties: Set up unlimited account templates to save time when creating new accounts. A template represents a typical contract setup and can be altered when creating a new account, based on a template.	☑	☑
Contacts: Set up default settings for newly added contacts, like language, currency, tax and statement settings	☑	☑
Recurring fees: Set up recurring fees for assets and bundles, separately. The name of the fees is user definable. The system can be told to add recurring fees to newly added metadata, automatically or manually. Recurring fees will be generated on a montly basis and can be switched on and off on a bundle or asset basis	☑	☑
US Mechanicals: Set up the US mechanical system and choose between classic report mode and pre-paid mode	☐	☐
Sales import: 30 import slots for digital sales (units and net tota, simple post processingl)	☑	☑
Sales import: 1 import slot for phyisical sales (sales, returns, net total simple post processing)	☑	☒
Sales import: 20 import slots for phyiscal sales (sales, returns, NET, PPD, total, complex post processing)	☒	☑
General: Set up catalogs. Used to restrict the lookup of metadata items from sales to a specific catalog (facilitates the use of the same system for separate recording and publishing rights catalogs. Gives productive results, even when looking up metadata based on artist/title information, only.	☑	☑
General: internal number format and currency	☑	☑
General: ISRC country and company code for automatic ISRC code generation	☑	☑

Legend ☑ = features is present / ☒ = feature not available / ☐ = optional feature	FOX	RPX
General: Technical preferences for statement and PDF generation	☑	☑
Layout: Set up text information and label names in two differen languages (home and english) to create statements in any language: • all header labels showing up on the statements • carry over information • statement intro and outro text • statement footer • invoice body text	☑	☑
Layout: Set up company logo and statement prefix for a **single** company	☑	☑
Layout: Set up company logo and statement prefix for **multiple** companies	☐	☐
Email: Settings for email delivery for a **single** company	☑	☑
Email: Settings for email delivery for **multiple** companies	☐	☐
Currencies: Activate system currencies from a list of all currencies, set up WHT (witholding tax) per country, retrieve current exchange rates	☑	☑
Multi Company Option Administer catalogs, contacts, accounts and royalties for multiple companies, issue royalty statements in the name of multiple companies	☐	☐
Buy Or Rent You can buy a perpetual, timely unrestricted software license or rent the software with monthly payments	☐	☐
Deploy on your own computer or in the cloud (DaaS) You can deploy our software on your own computer or use a Desktop-As-A-Service solution to host the app (additional costs).	☐	☐

DEPLOYMENT OPTIONS

Run on your own personal computer

Our apps were built with speed in mind. Nevertheless, the software has to deal with lots of data and big files. As every database-centric software, it loves a fast disc system. So here are our recommendations. They are equal for Macintosh and Windows computers:

- a recent computer, not older than 4 years
- a Core i3 or better processor
- a minimum of 8GB of RAM
- an SSD (highly recommended)

We do not recommend using Windows 10 Home in a professional business environment, based on the history of problems with automatic updates from Microsoft. Windows 10 Pro allows the user to postpone updates to a later, safer date, when all obvious bugs are already ironed out. As Microsoft phased out support for Windows 7, the best recommendation for Windows users is Windows 10 Pro.

Our software runs on macOS 10.11-10.14 and Windows Pro 7-10

Pros:

You have full control over your application and data.

No additional, monthly costs.

Software can be moved easily to another computer

Cons:

Application can only be used locally, on the computer it is installed on.

You have to take care about a backup plan, yourself

Computer performance can vary, if the computer is used for other intensive tasks during royalty statement generation or when importing large data sets.

Run on your own desktop in the cloud (DaaS)

We work with 3rd party companies to offer Desktop As A Service solutions (DaaS) as either a Windows or a Mac Desktop.

You may be happy with less power, but here is what we are generally using as DaaS systems and we are very satisfied with the overall performance:

- 2 processor cores
- 4-8 GB of RAM
- SSD/FusionDrive

Using a DaaS service costs approximately 40 EUR per month (without our license costs). The services can be used from any Windows, Mac or Linux computer via a modern web browser. You can either deploy your purchased or rented software on the DaaS system.

Pros:

Any team member can use the software from any place in the world

Constant, guaranteed performance, no performance hit

Royalty calculations can run unattended

Great down- and upload speeds enhances productivity with big files

Secure, 99.99% uptime, automatic backups

Can be cancelled at any time

Your software can be moved to a real computer, easily

Cons:

Additional, monthly costs

PRICING

What is the cost of your products?

We take every single company very serious, even the very small ones. We first listen to the needs of our possible customers and and learn about the business situation and workflow of each company. We then check our possibilities and send an offer that will meet the customer's needs best, regarding price, feature set and training. We do this to reduce the time for both, you and us, to find out if our software meets your requirements. We know from our own company history how frustrating it can be when probing a software solution for weeks, just to find out that it just doesn't match. So we do us all a favour and give honest answers

Buy our software

The license price of FOX ranges between 2000 and 5000 EUR, depending on the feature set needed, the count of companies being administered and the number of bundle and assets to work with.

RPX (Royalty Producer X) starts at 5000 EUR. The effective costs of a license depend on the feature set needed, the number of bundles and assets, the number of companies that have to be administered and the number of users for a client/server system (available later this year).

Special licenses are available, if you want to build your own, individual royalty system, where we hand you over the master password for the software. We offer custom programming at reasonable fees or you (or another FileMaker programmer) could extend the existing system at any time. Please talk to us if you are interested in this option.

Additional costs for setup, data preparations and training may be necessary and will always be discussed with the customer ahead of a purchase. This way, we avoid hidden costs for the customers and at the same time prepare ourselves for all the work necessary to make you run smoothly.

Rent our software

The monthly subscription price for a FOX system starts at *79 EUR**.
The monthly subscription price for a RPX system starts at *199 EUR**

Subscription fees will be charged in advance, per month. The minimum subscription period is 12 months. You can upgrade and downgrade feature sets at any time.

Additional costs for setup, data preparations and training may be necessary and will always be discussed with the customer ahead of a purchase. This way, we avoid hidden costs for the customers and at the same time prepare ourselves for all the work necessary to make you run smoothly.

*Please note: FOX and RPX subscriptions have no limits regarding the amount of sales lines you need to process. The US Mechanicals Module is always included for customers in the US, Canada and Mexico without additional costs. Even our monthly subscription plans do not deprive you from your data. When you stop the subscription, the software goes into read-only mode and you can still access and export the data you accumulated over time.

SERVICES

Support

We offer product support via email, phone and remote access. In certain cases we can work on-site at your company, when tight cooperation with your staff is necessary and fruitful for you. We charge 100 EUR per hour for online training and support.

We conduct extensive talks with each new customer to determine their needs and to offer a reliable quote for both, the software license and training / import work necessary to get a fully working royalty system. So every new software purchase comes with specific hours of training included to get you started as smooth as possible.

Custom Development

We have 20 years of experience in developing complex business solutions for the entertainment industry. Our expertise can help you solve many workflow problems.

We offer special licenses for customers who need customised, individual systems. For an elevated license fee, our software can be delivered with a master password, so any FileMaker programmer can extend the feature set. Naturally, we can add adaptions ourselves. Our rates are very competitive and we usually work faster, as we are the original developers.

Here are some examples of what individual extensions can be useful for:
• statement layouts
• special sales import functions
• connections to existing business systems and databases on your network
• connections to online systems on the internet
• company specific data entry or workflow systems that relate to metadata or contractual information

Updates

Our software is being constantly extended and adapted. Generally, updates are issued twice a year. But we also offer new functions (modules) from time to time that can be ordered separately, when needed (Opt-in).

Software purchase (one time license fee)

Updates are offered 2-3 times a year and sold at between 10% and 20% of the original license cost. There is no obligation to buy updates in the future, but we highly recommend it as they are really inexpensive for the value you get. As the major operating system vendors Microsoft and Apple have increased their pace for OS updates substantially, we also constantly work to keep our software updated and fit for the future.

License Subscription

When new features are available, we will offer them to you as an option. If you opt-in for new features, the monthly subscription fee will be slightly raised, accordingly. There is no obligation to buy new features if you don't need them.

Royalty Services

Some companies do not have the resources to deal with the ever growing amount of data, some of them just want to focus on their real business. For these customers we are offering royalty services based on our software products at very competitive rates. Please contact us to learn what data standards we need from you and what the costs are.

We are also developing a partner network for royalty services. Please feel free to talk to us, if you are either interested in offering royalty services through our software or if you want to use one of our partners.

OFFICER Solutions was born in 1996. Since 2004 we deploy our royalty solutions to a growing international user base. Our customers are located in the USA, Canada, Germany, Italy, Austria, Switzerland, Spain, Norway, Denmark, The Netherlands, Sweden, Finland, Australia, New Zealand, Japan, Belgium, France, Poland and other countries. We cultivate personal relationships with our user base and our customers have a direct influence on our work.

Today, all programming work is done by the founder Rudolf Chelbea in the little Austrian city of Langenlois - home of the best Veltliner white wine in the world.

We offer installable software applications on standard Windows boxes and Macs, as well as Desktop-As-A-Service (DaaS) solutions in the cloud, allowing users to work from inside a web browser at any location in the world. Customers with limited work force can utilise our royalty services: We handle your royalty statements for you.

CONTACT

Awards

Our first software was rewarded in 1998 by the German Ministry Of Education & Research as one of the top 5 business ideas in a national call.

In 2004, we won a 100K funding from the Vienna Business Agency in Austria, to start our international business.

We are a FileMaker Business Alliance member since 1998.