

InfoPower Systems Advantage

InfoPower is the most powerful and affordable on-line "Software as a Service" (SaaS) licensing business system available to licensing agents and licensors in our industry. In addition to our licensing business systems, InfoPower offers additional services that include on-line licensee reporting, product development and outsourced administrative services that can be tailored to meet your specific requirements. Our products and services focus upon the real-world needs of licensing agents and licensors using an enterprise approach, which improves both operating efficiency and information integrity. InfoPower is a fully integrated software solution consisting of full contract management, rights management, financial management and product development.

InfoPower systems and administrative services make it easier for licensing groups to improve their licensing process while reducing costs. InfoPower provides cost effective solutions in several distinct ways:

- An enterprise approach that automates the royalty management process using a date effective/event driven logic that eliminates manual tasks. Contractual oversights are eliminated and collections increased.
- Accessible from wherever your business activity dictates. On-line and real-time systems availability provides options that are not available with conventional "at the office" systems.
- Licensee royalty reporting as well as other query options are available to improve contractual compliance and communication.
- From a single contract entry, InfoPower performs a series of automated processes. The financial terms of the contract are enforced by the scheduling for future payment and royalty revenue tracking to determine amounts due and payable by the licensee.
- Capability to calculate and pay (voucher) third party splits from royalties collected.

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InfoPower
Licensing Business Software as a Service (SaaS)

Outsourced Administration Services



*The most cost effective and
reliable approach to managing
licensing contracts using InfoPower
Enterprise Licensing Software*

Outsourcing Overview

Since 1983, InfoPower has been an active participant in the evolution of computer systems. Systems that once filled climate controlled rooms have been replaced by Personal Computers that have mobilized the workplace. Business professionals have come to expect systems that can manage the most intricate details of their business. This level of expectation comes at a price, which is an increase in the level of software sophistication.

Within the licensing industry, this is particularly true as contract negotiations and data tracking requirements have become more complicated. In meeting the demand to manage this increasing level of intricate detail, software designs had to become more sophisticated. As a software developer, we see a need for a highly skilled consistent workforce to manage contracts using a highly sophisticated software system.

Based upon our experience, InfoPower is convinced that the solution to providing a highly skilled resource is outsourcing. Outsourcing is a matter of dealing with core competency, where each party does what they do best. In contract management, it is of utmost importance that information is properly defined and then entered into database correctly. Who then is better at providing this resource then the software developer? Those most familiar with the software application.

The Value in Outsourcing

- ◆ Faster implementation and package usage when contracts are loaded and maintained by an experienced outsource staff.
- ◆ Avoid clerical training expenses and retraining expenses for replacement staff.

- ◆ Avoid loss of data integrity when required to replace experienced clerical staff.
- ◆ Outsourced clerical staffing, with pricing based upon the number of active contracts managed, is far less expensive than the cost of internal staffing and benefits.
- ◆ Additional cost savings are realized in a reduction in errors, integrity of data and timely processing.
- ◆ Assurance that all contract revenues are collected in full, with continuous audit and review of contract terms against revenue collected.
- ◆ Outsourcing programs can be designed around the clients specific requirements from contract maintenance to full administration.

Clerical and Professional Services



InfoPower offers a full array of administration services to reduce its client's operating expense and/or to assist clients with limited staff. The cost for admin services varies from client to client, based upon the number of active contracts managed and the outsourcing options selected.

Regardless of the administration options selected, InfoPower's service is more cost-effective than in-house processing.

Administration options include:

- Contract Entry
- Royalty Report Entry
- Invoice Processing
- Failure to Report Royalty Follow-up
- Delinquent AR Collection
- Cash Receipts Processing
- AP Processing
- Payroll Processing
- Bank Reconciliation
- GL Financial Reporting
- Federal and State Tax Preparation and Filing

Compliant Audit Services



InfoPower's Compliant Audit Service manages licensee compliance issues by focusing on the licensor and licensee relationship. Not only do we examine the accuracy of reporting, but also recommend how license compliance can be improved when problem issues are discovered.

Audit services are affordable as the service is essentially free. Fees are based upon a percentage of the revenues recovered, the client is only responsible for travel expenses that exceed our fees. Periodic audits make a statement that it is the property owner's intention to enforce contractual compliance and to assure that all royalties due are collected.

The Bottom Line

Utilizing InfoPower's Outsourced Administration Service and/or Auditing Services will improve your operating efficiencies, lower operating expense and increase your organizations royalty collection revenues. Outsourcing makes sense for smaller licensing operations where InfoPower becomes an integrated partner serving the full requirements of the organization. In larger organizations, InfoPower outsourcing makes sense for critical functions such as contract management and systems monitoring to assure that all contractual revenues are collected.

For More Information Contact

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