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*Alliant Participations is deployed at large entertainment concerns both in Hollywood and Europe and is proven to support the convergent characteristics of participations and royalty models.*

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*With Alliant Participations, your system does not become obsolete simply because your contract terms change.*

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*By eliminating manual processes and providing data analysis tools, our approach allows employees to perform strategic decision support functions involving forecasting, tracking, reporting and other deal modeling activities.*

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## Alliant Participations

The Solution for Evolving Business Models

### overview

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Effective processes and systems for managing participations, rights and revenue sharing agreements can create efficiencies in your operations, compliance, and negotiations. However, the challenge of managing these complex processes is often underestimated. Consider the following:

- Can you easily adapt to structural changes in your contracts?
- Do your participations processes yield accurate, predictable, and timely results?
- Can you provide adequate control and audit capabilities?
- Are your statements clear and consistent with contract terms?
- Can you respond quickly and thoroughly to information requests from management and participants?
- Are you paying your valued talent, producers, and other participants in a timely and accurate manner?

### negotiation agility

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It is likely that the participations, royalty and rights terms your organization negotiates are not getting any easier to track. Industry consolidation and new distribution channels further complicate matters. Accuracy and timeliness of payments and receipts all remain critical to securing and maintaining valued relationships.

With *Alliant Participations*, you maintain and manage your contracts in a controlled manner. You can create fields and information types to track specific data. You can also describe contract terms and evolve those terms as your business changes.

### access to the data you need

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Simply collecting the data needed to process royalties and rights can be a daunting task. *Alliant Participations* automatically collects, normalizes, aggregates and integrates data into a common repository. Sophisticated error detection processes suspend and reprocess invalid information. Specialized query tools allow you to report on and analyze transactional data. These tools enable you to quickly respond to business changes (i.e. acquisitions, divestitures, and re-organizations), which often result in modifications to external systems or data sources.

### simplified business rules management

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*Alliant Participations'* powerful and reusable business rules management facility defines how data is gathered and manipulated. *Alliant* can apply business rules on a contract-by-con-

tract basis, allowing for variation over time and among contracts.

Using business rules, you can efficiently configure unique calculation methods to meet your specific needs. Some examples are:

- Derive gross revenues from any number of sources: licensing, sub-distribution, direct-distribution, etc.
- Vary distribution fees over time and over any transaction attribute: product, territory, media, market, etc.
- Cross-collateralize and recoup amounts (payments, advances, production costs, third party participations, etc.) across contracts, products, or a group of products.
- Manage limits, minimums and multipliers for revenue, costs, and expenses.
- Apply interest calculations and proceeds to principal, based on agreement-specific terms.
- Generate deferment payments based on specific events and calculated based on another deal.
- Enable a single participant's payment to be apportioned and/or, reported to multiple payees or statement recipients.
- Vary rates using virtually any variable, over an unlimited number of tiers, delineated by accumulated units or revenue.
- Generate advance payments outside of *Alliant Participations*, interface or trigger within the system, and track and recoup in any number of ways.
- Automatically track guarantees with payment triggers for recoupable or non-recoupable shortfalls.
- Vary reserves for returns or bad debt by any transaction attribute.
- Provide revenues, costs and other data in one currency, process them in another, and express payments and reports in any currency.

## flexible statements

Contractual requirements for statement presentation can vary significantly. *Alliant Participations* provides for user-specific statement formats, defined independently from contracts, for maximum reusability and user-defined schedules to guide statement preparation. *Alliant Participations* then manages approvals and images are stored and managed for future reference.

## system control and auditability

With *Alliant Participations*' comprehensive administrative tools, you determine when and how to enter, review, and approve contracts. User-defined keywords allow you to easily find, group, and report on any enti-

ty. Sophisticated role-based controls determine access levels and the system maintains a complete audit trail.

*Support ever-changing commercial models*

A Notes Facility allows you to associate notes, which can consist of any file type or external file links, with any entities.

## the product-centric advantage

*Alliant Participations* is a proven product that uses a modern architecture and industry standard platforms. *Alliant Participations* easily interfaces with existing distribution, sales, financial, and order processing systems.

Our technology approach provides the features expected in an enterprise-class systems environment and enables rapid deployment to meet your specific needs in a sustainable manner. This approach allows us to deliver upgrades in a matter of days. Such upgrades provide continual enhancements, and are a major differentiator when comparing *Alliant Participations* with custom solutions and other service-centric approaches.

## About REAL Software Systems, LLC

REAL Software Systems (RSS) provides software solutions for the management of royalty, rights, and revenue sharing agreements. RSS products are used to manage the challenges of contract complexity, uniqueness and volumes in convergent industries including Entertainment, Publishing & Information Services, Merchandising, Life Sciences and Technology & Industrial Products. Our enterprise-class software annually processes over \$6B in royalty payments for some of the world's leading intellectual property companies such as:

Readers Digest, The Thomson Corporation, Electronic Arts, BBC Worldwide, MGM Studios, Getty Images, Allergan, Dell and IBM. The scale and diversity of these customers is a testament to the flexibility and scalability of our products and approach. RSS has operations in Los Angeles, Boston, and London. For more information please visit [www.realsoftwaresystems.com](http://www.realsoftwaresystems.com).

*Alliant Participations' architecture supports a high degree of flexibility and scalability in a cost-effective manner.*

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SOFTWARE SYSTEMS

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