



R.B. Zack & Associates, Inc.

RoyLT - Complete Royalty Management

Royalty Management Simplified

RoyLT is a complete royalty system that helps your business maintain licenses, process sales income, calculate royalties owed, generate statements, and maintain project finances. It was originally developed for Rhino Records and has been in use since the year 2000.

Because it was developed initially for a company that specialized in compilations, the licensing functionality includes 3rd party and outgo licensing as well as foreign and mechanical. Royalty rates are specified for a song or track making digital royalties a snap. License reports make it easy to identify missing license rates and compare rates for songs on multiple albums.

Domestic and foreign sales income can be loaded into the system from tab delimited files, and foreign income can also be entered via the user interface. Foreign exchange rates can be entered for automatic conversion of foreign sales to dollars. Reports keep you informed of how well and where your products are selling.

Project expenses can be cross-collateralized among several recording projects or specific recording projects. Publisher expenses can be cross-collateralized by song.

Royalty rate calculations include rate reductions for discounted sales, rate escalations for high volume sales and de-escalation for returns. Flexible sales reserve policies accommodate potential returns. Rates can be described as a percentage of retail or wholesale receipts, a fixed amount per unit sold, or a percentage of the statutory copyright rate. RoyLT also includes AFM payment calculations.

Preliminary royalty statements can be reviewed and adjustments made including balance transfers before final statements are printed and income and expenses are posted to your accounting system. Income and expense accruals insure visibility against your budget.

- Maintain licenses
- Process sales income
- Calculate royalties owed
- Generate statements
- Maintain project sales finances
- Track where and how well products are selling

RoyLT is a client server application that runs on a PC platform using a PowerBuilder user interface coupled to an Oracle database.

For more information about R. B. Zack & Associates' RoyLT System, contact us today at sales@rbza.com or 310.303.3320.