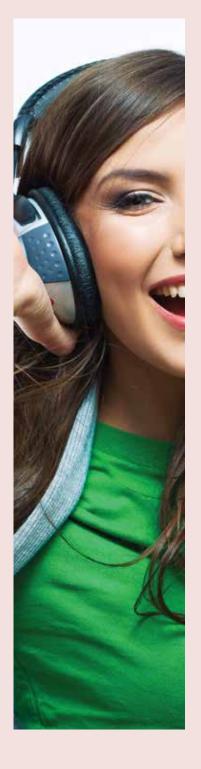# MUSIC COMPANY IMPLEMENTS INTEGRATED ROYALTY MANAGEMENT
PROCESS MEETS TECHNOLOGY FOR BETTER PERFORMANCE

A global music publisher and distributor wanted to transform its royalty management process to better manage sales from music records as well as digital downloads. The company owns a rich collection of record labels, catalog of best-selling songs, and more than one million copyrights. The music company had a business imperative: streamline business processes and modernize legacy applications to capitalize on royalties from digital music revenue.

Infosys transformed the royalty management capability of the company. Legacy processes and systems were equipped for sales of music records, but they could not assimilate digital music. Significantly, rising sales from digital music increased the sources, volume, and complexity of music sales data.

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The Infosys solution aligned the enterprise with workflows for seamless royalty management and financial accounting.

We introduced new workflows to manage processes for master data entry, leveraged tools for accelerated data entry, and

automated processing of monthly and quarterly data for income-expense analysis and reconciliation reports.

Orchestrating a business solution

The Infosys approach focused on making a business impact across people, processes, and technology.

Automation

Our team introduced a high degree of automation into the royalty management business process to eliminate human intervention and redundancy. We simplified applications to make them more business-oriented and user-friendly.

Performance

Infosys focused on business outcomes at the architectural and application level. We streamlined business processes before undertaking detailed analysis, planning, and mock runs, to deliver superior performance. Our team incorporated data governance techniques for master data management and implemented sophisticated methodologies to manage a huge volume of sales data.

Technology

We transformed the technology landscape to integrate the ecosystem of music labels. Our business consultants replaced legacy applications with bespoke solutions for better sales and royalty management.

Infosys helped the company integrate digital music with records sales to improve management of artists and music labels. Our solution improved turnaround time by 75% despite the company registering a 400%+ growth in the volume of sales data. Significantly, the music company saved US$3 million within three years through advanced sales management tools and business process automation.

For more information, contact askus@infosys.com

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