United ERP

Manage Your Intellectual Property Accounting With Ease

AX$_{IP}$™

Uniting Licensors with World Class Royalty and Intellectual Property Solutions

United ERP, LLC, an Award Winning Certified Microsoft Business Partner

Our commitment to our clients is to simplify and fully integrate royalty and intellectual property accounting and ERP systems without sacrificing quality or capacity. We've developed a strong, proven methodology to "get the job done right" – on time and on budget.

Microsoft has recognized United ERP's industry expertise, solutions, client references, and collaborative skills by presenting United ERP with its prestigious "*Teamwork Award"*.

AX$_{IP}$ – A single source for all your royalty information

AX$_{IP}$ seamlessly integrates and extends ERP functionality to help licensors, licensees and agents maximize licensing effectiveness and reduce costly errors.

AX$_{IP}$ is always up-to-date and always synchronized. No need to reenter General Ledger or Accounts Receivable entries. All the information you need is in one centrally-accessible system.

Ease of use and shorter learning curve

The **AX$_{IP}$** family of products is built on the Microsoft Dynamics AX Enterprise Resource Planning (ERP) engine, and presents a consistant look and feel and integration with Microsoft Office products. This familiarity provides an environment that is easily and quickly learned, ensuring a shorter learning curve and greater user productivity, resulting in a lower total cost of ownership.

Eliminate royalty processing costs

AX$_{IP}$ gives you the tools to manage your intellectual property. From SKU approval to statement processing organizations have the ability to automate tedious manual processes based on the needs of the individual business. The statement processing module validates reported amounts against contract terms.

AX$_{IP}$ handles all aspects of royalty accounting – from guarantees and advances through statement processing as well as contract sunset entries associated with normal contract expiration or early termination. Completely integrated with Dynamics AX General Ledger and Accounts Receivable modules, **AX$_{IP}$** makes all necessary accounting entries. Analysis reports and inquiries are available at the touch of a button.

Support Sarbanes-Oxley compliance

Licensee statements and royalty calculations are recorded and archived for later retrieval. Full drill-down capability from licensee statements to the general ledger to specific contract terms provides full traceability to substantiate financial reporting. A**X$_{IP}$** provides the evidence your auditors need to certify compliance.

Ensure licensee compliance

Track licensee SKUs through the development process managing required approvals utilizing user-defined workflows. Statement validation processing identifies any reported activity that may require attention, such as territory or channel violations as well as sales of unauthorized SKUs.

Make better and faster decisions

Balance Scorecard provides you the tools for in-depth analysis of key areas of your business. You can quickly and easily monitor progress toward your goals and react quickly to performance trends.

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AX_{IP} *Licensor Royalty Management*

Features License Contract Management and Royalty Compliance Reporting that provide total visibility for license-related activity

Royalty Accounting Features

- Full support for foreign agents

- Advance/guarantee recoupment definitions & rules

- User product hierarchies for properties, categories, articles, and SKUs

- Advance payment approval & processing workflow

- Recoupment restriction rules

- Cross-contract collateralization

- Recoupable expense management

- Source net calculations

- Event alerts and triggers

- Earning alerts and deficiency report

- Comprehensive statement reporting

Key Business Benefits

Ensure better management of royalties and intellectual property by improving enterprise communication

Manage licensee compliance

Improve decision-making through on-demand access to all royalty- related transactions

Reduce costly errors by use of centralized contract management system to ease document management

Support all your global transactions with multi-company, multi-currency and multi-language capabilities

✓ License Contract Management

This module allows an organization to comprehensively track and report on license agreements from deal memo to contract expiration. The system allows specification of terms for advances, guarantees, and royalty payments used by the royalty calculation routines. It includes:

- Contract life-cycle and status management

- Alerts and email event notification

- Comprehensive contract management

- Advance/guarantee/ revenue tracking and reporting with amortization scheduling

- Flexible royalty calculation capabilities

- Unlimited number of defined territories per contract – terms may be defined at either the contract or territory level

- Application screens are customizable without programming

- Configurable logging to track contract maintenance

- Flexible Licensed Content Definition – attach royalty to: an individual SKU, article, category, distribution channel, or property

✓ Royalty Compliance Reporting

This module allows an organization to process licensee statements entered manually or automatically uploaded from Excel, with flexible levels of detail. Statement processing routines automatically check the statements for errors, validate licensee SKUs and ensure that the reported information is in compliance with contract terms.

- Flexible royalty calculation – Unit based or percentage of sale

- Pro-forma reports available for review

- Automatic calculation of contract-specified deductions

- Contract, property, channel, article and territory specific rates, advances & guarantees

- Flexible statement reporting — user- definable statement consolidations and report intervals

- Budget vs. actual reporting

- User- definable criteria for required marketing & advertising spending

- "What if" royalty calculation reporting

- License performance reporting and analysis

- All databases, reports and application screens are customizable without programming

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