



Manage Your Intellectual Property Accounting With Ease

**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. Drill down from contracts to sales orders, through shipments, accruals, statements and payments. All the information you need, 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 consistent 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.



Uniting Licensees with World Class Royalty and Intellectual Property Solutions

Eliminate royalty processing costs.

AX_{IP} gives you the tools to manage your intellectual property. With the ability to capture terms from even your most complex license agreements, AX_{IP} automatically calculates all royalties and automatically generates general ledger accruals at user-defined intervals. Analysis reports and inquiries are available at the touch of a button. Preliminary statements may be run at any time and are fully automated as well. Completely integrated with Dynamics AX's General Ledger and Accounts Payable system, AX_{IP} generates all required accounting entries. AX_{IP} handles all aspects of royalty accounting – sales, returns, deductions, guarantees and advances.

Reduce errors, fines and penalties.

Take the anxiety out of royalty audits. Built-in triggers and alerts will inform you when not in compliance with terms of your license contracts so that you can take corrective action.

Improve Sarbanes-Oxley compliance.

All intermediate results used to calculate accruals for each sales order are saved in the system. With complete transparency from sales order, accrual calculation and related accounting entries through statements and payments, AX_{IP} provides the evidence your auditors need to certify compliance.

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.

For more information, contact: Fanny Fishbein

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AX_{IP} Licensee Royalty Management

Features two modules that provide total visibility for license-related activity, sales of licensed products, and royalty payment history

Royalty Accounting Features

- Multiple participants with multiple assignees
- Definable participation levels (Payout %)
- Comprehensive distribution rules & selection criteria
- Calculation based on gross, net & top revenue
- Advance recoupment definitions & rules
- Multiple payout rules for assignees
- Multiple payout scenarios & associations
- Advance payment approval & processing workflow
- Recoupment restriction rules
- Cross-contract collateralization
- Recoupable expense management
- Source net calculations
- Event alerts and triggers
- Earning alerts & deficiency report
- Comprehensive statement reporting

Key Business Benefits

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

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

Validate licensee compliance

Validate Sarbanes-Oxley compliance

✓ License Contract Management

This module allows an organization to comprehensively track and report on contract information over time, as well as specify the terms for royalty payments used by the royalty calculation routines. It Includes:

- Contract life-cycle and status management
- 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, percentage of a SKU, or one or more components of a SKU

✓ Royalty Calculation and Reporting

This module processes an organization's sales history file to determine sales of items containing licensed content. The application calculates all royalties based on information stored in the Contract Database and maintains a database of royalty-related activity for analysis and reporting. The system optionally generates the A/P transactions and/or GL journal entries to reflect licensed sales. It Includes:

- Flexible royalty calculation – Unit based or percentage of sale
- Automatic calculation of contract-specified deductions
- Both contract, territory and SKU specific rates and allowed deductions
- Flexible statement reporting — user definable statement consolidations and report intervals
- Budget vs. actual reporting
- Gross & net sales tracking
- "What if" royalty calculation reporting
- License performance reporting & analysis
- All databases, reports and application screens are customizable without programming

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