ECLIPSE ROYALTY AND RIGHTS MANAGEMENT SYSTEM POWERED BY MICROSOFT DYNAMICS™ GP

Monotype

"Prior to working at Monotype, I spent 10 years as a royalty auditor. I have worked with many royalty systems in the past and find ER-RMS to be one of the most flexible systems available. The system has tremendous reporting capabilities and the audit trails are the best that I have found. The staff at Eclipse are truly professional".

Ryan H Hallett, Manager of Royalty Operations

Monotype Imaging

Established in 1999, Monotype Imaging, previously known as Agfa Monotype Corporation, offers font solutions to independent software vendors who develop applications and operating systems in the laser printer market.

The Solutions

ERRMS is responsible for managing Monotype's royalty contract and OEM sales worldwide. Monotype recently completed a major conversion to Microsoft Dynamics™ GP 2010 and the latest ERRMS release.

Eclipse managed the conversion from an old version of Dynamics, which was extensively customized and upgraded to GP 2010 with ERRMS. The conversion lead to a more stable and maintainable platform moving forward.

Solution Overview Industry

Publishing – Royalty accounting for Monotype's royalty contract and OEM sales worldwide.

Scenario

Microsoft Dynamics™ GP upgrade with ERRMS.

Benefits

A more stable and integrated platform for managing their royalty accounting.

Zizzle

Looking to capture a piece of the $20 Billion toy market, Zizzle is placing its hopes on innovative new ideas that will help fuel demand for its products.

The Solutions

Zizzle worked with Dynamics™ GP partners Access Technologies and selected ERP software by Microsoft Dynamics™ GP for their solution. During the evaluation, Access Technologies included the Eclipse Royalty & Rights Management system.

Lindi Antonelli, Greg Block and Dionne Thies of Access Technologies consulted with Samuel Mathew at Eclipse Computing Inc to include the Eclipse Royalty & Rights Management System into an end-to-end ERP solution at Zizzle.

The system was developed to support multiple royalty contracts per product and multiple contract owners. With sports franchises, a single product can contain contracts at multiple levels, which require royalty payments to the individual player, team and league simultaneously.

Solution Overview Industry

Retail Distribution – Complex royalty accounting for branded toys and action figures.

Scenario

Aggressive product launches planned over a period of 12-18 months.

Benefits

Totally integrated royalty accounting solution, which supports wide range of contracts and payment schedules.

Team Beans/Forever Collectibles

With 50 new products being brought to market each and every week, Team Beans was struggling to account for the multiple royalty contracts in effect. It was clear they needed to find a solution that could fit seamlessly into their Microsoft Dynamics™ GP System.

The Solutions

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The initial challenge was to define flexible rules required for the more than 25,000 active products that Team Beans sells. Once the rules were defined and entered into the system, the improvements to the process were immediate.

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Solution Overview Industry

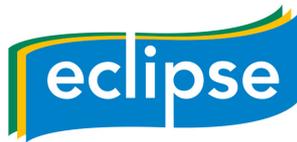Merchandizing – Retail distribution complex royalty accounting for Major League Sports contracts.

Scenario

Team Beans required an automated system for royalties that would help increase business volume and allow expansion into new business areas.

Benefits

Eliminated the use of outside royalty accountants and saved $45,000 per year.

About Eclipse Computing Inc

Eclipse Computing Inc is a subsidiary of The Eclipse Group, founded in 1987 as an international consulting company. In 1995, Eclipse Computing Inc, became a Microsoft certified developer and specialized in developing add-on modules to meet specific business requirements which did not exist within the standard Microsoft Dynamics™ GP product set.

With a number of clients operating in the merchandizing and publishing sectors, it became clear that there was a need for a specialized cost effective solution that could help these types of organizations to more effectively manage their royalty and rights accounting processes. This led to version 1.0 of the Eclipse Royalty and Rights Management Systems (ERRMS) in 1999.

Today, Eclipse is a provider of best-in-class royalty and rights management solutions for the merchandizing, publishing and media & entertainment industries. We have more than 50 installed sites and distribute our product directly and indirectly through the Microsoft Partner network. We are the only company worldwide who are able to offer a royalty and rights management solution specifically designed to integrate seamlessly with Microsoft Dynamics™ GP.

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