



# Satellite Service Provider Content Procurement Solution

Powered by ASC Contracts™

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# Content Procurement Overview

**Satellite Service provider with the rights to transmit content signal such as sports networks, pay-per-view T.V. etc. to their subscribers' residents required a Contract Management Solution (CMS) system to:**

- **Manage programming procurement contracts.**
- **Host all required Network and Pay-Per-View contracts and contractual terms.**
- **Assist in the change management and revision process.**
- **Provide auto-renewal of contracts and auto-notification of contract expiry.**
- **Assist with the application of contractual obligations.**
- **Maintain relevant historical information.**



# Business Challenge

- **Operational inefficiencies:**
  - Paper intensive contract management process.
  - Lost or misplaced contracts, order re-issues, faxing of contracts, no automated renewals etc.
  - Lengthy contracting process affected sales cycle.
  - Tracking and managing multiple versions of a single instance of content.
  - Maintaining relevant historical information.
- **Major billing discrepancies and Revenue Leakage:**
  - Missing contracts and multiple versions of same contract.
  - Missed contract renewals.
- **Compliance and Legal Risk issues**



# CMS Solution Overview

## ASC Contracts™ Content Procurement solution:

- Automates the creation of new and revised Content Provider Pay-Per-View and Network contracts.
- Provides instant on-line access to all contract information including bar coded signed contract images.



The screenshot displays the ASC web application interface across three overlapping browser windows. The top window shows the 'Provider Record' for 'PROV370643', with tabs for 'Provider', 'Contracts', and 'Hierarchy'. The 'Provider Legal Name' is 'Allarcom Programming' and the 'Revision' is 1. The middle window shows the 'Provider Contracts' table with columns for 'Form', 'Revision', and 'Signed Image'. The bottom window shows the 'Pay per View License Agreement (Signed)' for contract 'LA370644', with tabs for 'Contract', 'Amendments', 'Notifications', 'Orders', and 'Misc'. The 'Legal Contact Information' section is visible, listing 'Linda Jaimeson' as the contact.

Form	Revision	Signed Image
LA370644	3	2
ME370647	1	
NET370654	5	
NET395042	4	
LA395043	3	

# Solution Overview (cont)

- Provides a central repository for all contract information.
- Automates notification of contract expiry/renewal.
- Ensures compliance to all contractual obligations and business rules.
- Provides flexible, powerful search and query capabilities.

**Network Programming Service (Draft)**

Service Name: NBA  
Launch Date: 2008-05-25  
Contract Start Date: 2008-05-24  
Expiry Date: 2009-05-29  
Contract Status: Pending Sig.

**Network Contract (Pending Sig.)**

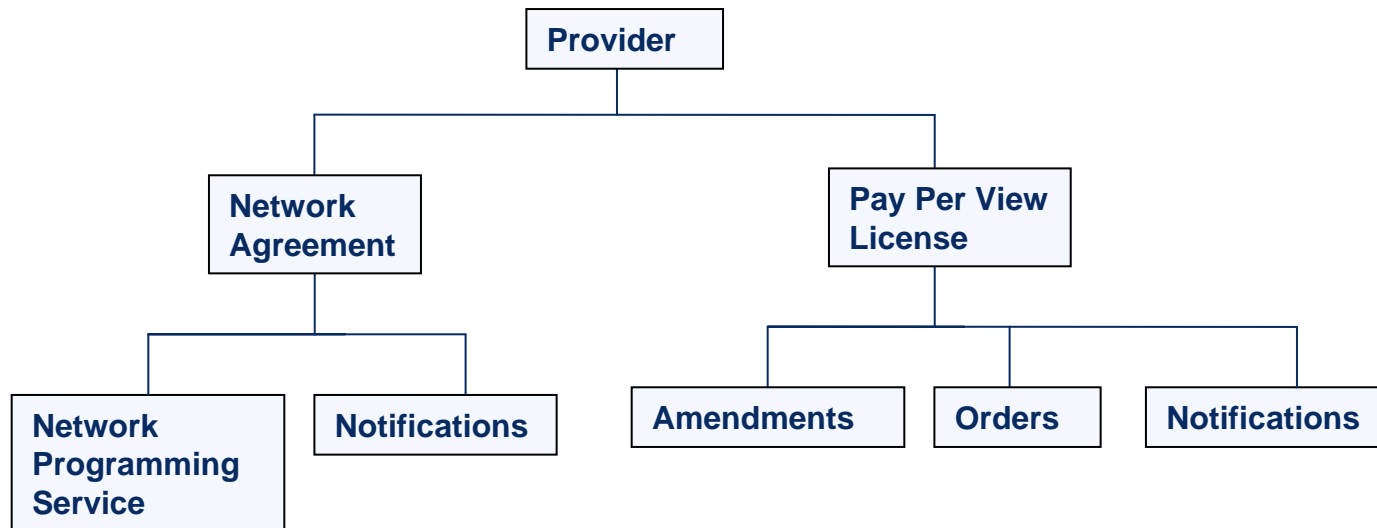
Company Name: Saturday Sports Network  
Contact: John Smith  
Department/Title: Programming  
Address Line 1: 123 Main Street  
Address Line 2: Suite 100

**Provider Hierarchy**

Form	Revision	Signed Image	Description	Contract Type	Contract Start Date	Service Name	Status
PROV370643	1		Allarcom Programming	-----	-----	-----	-----
LA370644	3	2	Allarcom Programming - Sports network	-----	-----	-----	Signed
AMD370644-001	1		Allarcom Programming	-----	-----	-----	Draft
GEN370644-001	1		Allarcom Programming	-----	-----	-----	-----
NOT370646	1		Allarcom Programming	-----	-----	-----	-----
LA395043	3		Allarcom Programming - Pams Product	-----	-----	-----	Draft
ME370647	1		Allarcom Programming	-----	-----	-----	Draft
MES370649	1		Allarcom Programming	-----	-----	-----	Draft
NET370654	5		Allarcom Programming	Affiliation Agreement	2008-05-24	{}	Pending Sig.
NPS370654-001	1		Allarcom Programming - NBA	-----	2008-05-24	NBA	Draft
NET395042	4		Allarcom Programming	Affiliation Agreement	2008-07-03	{}	Pending Sig.
NPS395042-001	4	2	Allarcom Programming - pams service	-----	2007-07-03	pams service	Pending Sig.



# Solution Overview (cont)



# Benefits

## ✓ **Cost Reduction and Revenue Generation**

- Automatic renewals.
- Allows for quick identification of non-compliant customers.
- Allows for more informed negotiations.
- Reduces revenue leakage.

## ✓ **Operational Efficiencies – Cost Savings**

- Automates paper intensive contract management process.
- Improves compliance, enforces business rules.
- Bar coded signed contract images ensure authenticity and accuracy.
- Automates change management process.
- Automated notifications.
- Allows for email and faxing direct from the desktop.
- Active Detail Accounts payment reports.
- Adhoc and scheduled reporting on active and historical contracts.
- Powerful and flexible search and query capabilities.

## ✓ **Speed of Implementation and Ease of Use**

- Easy to use web based application.
- Scalable and configurable to suit individual needs.



# ROI Case Study

- **Client Overview:**
  - **Average 100 contracts at \$1M per year.**
  - **Average annual contract value is \$100M**
- **Expected hard savings over 3 years is \$616K, comprised of:**
  - **\$315K Savings in Operational Costs**
  - **\$300K Contract Costs Reductions**
- **Investment payback expected in less than one year.**





# Summary

**ASC Contracts assists Communication companies with the procurement of content by:**

- **Capturing and managing customer agreements and order activity.**
- **Enforcing business rules and improving compliance.**
- **Providing instant on-line access to all contract information including bar coded signed contract images.**
- **Providing a central repository of all contract information that is searchable and reportable.**
- **Automating change management process.**
- **Automating contract renewals and notifications including expiry notifications.**
- **Capturing and managing historical information.**
- **Providing flexible and powerful search and query capabilities.**



# Contacts

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