



Music Systems Architecture & Product Management

WHAT IS ENCORE?

ENCORE Music Tech Solutions offers system architecture, design, development, and implementation aimed at scaling business operations within the music industry.

CEO / Product Manager, Janishia Jones has led a decade-long career working in business operational roles for some of the most revered music companies in the world.

ENCORE builds proprietary systems & integrates complex models that expand operations for your highest ROI.



Efficient 

Trusted 

Reliable 

Innovation Starts Here.

PRODUCT LIST

✓ ROYALTIES PROCESSING SYSTEM

- ✓ RECONCILIATION PROCESS
 - ✓ *ALLOCATION TOOLS*
 - ✓ *PROCESSING TOOLS*
 - ✓ *RECONCILIATION REPORTS*
- ✓ INTERNAL STATEMENT IMPORTING
 - ✓ *ROYALTY MATCHING TOOL*
 - ✓ *SONG MATCHING TOOL*
- ✓ REPORTS
 - ✓ *INTERNAL SOURCE MAPPING*
 - ✓ *UNMATCHED ROYALTIES*
 - ✓ *DISCREPANCY REPORTS*
- ✓ ADVANCED ACCOUNTING TOOLS
- ✓ *DEALS ANALYSIS MODULE*
- ✓ *AUDIO MODULE*
- ✓ *SYNCH LICENSING TRACKER*

✓ CLIENT PORTAL BUILDING

- ✓ CLIENT SUMMARY DASHBOARD
- ✓ STREAMLINED ROYALTY REPORTS
- ✓ ACCOUNT BALANCES SUMMARIES

✓ FINANCIAL ANALYSIS DASHBOARD

✓ ACCOUNTS PAYABLE INTEGRATION

✓ FTP TRANSFER INTEGRATION

✓ CWR FORMATTING

✓ AGREEMENTS DATABASE

✓ PUBLISHERS DATABASE

✓ TRAINING

Import Statement

Upload CSV File

Choose File No file chosen

Format Source Income Type Territory

- BMI
- ASCAP (INTL)
- EMPIRE
- HFA
- KOBALT
- MLC

ROYALTIES PROCESSING SYSTEM

Import Statement: Matching Tool

Work Title

TO GROW

WRITER(S)	SHARE
Assata Perkins, Ernest Franklin	100

Source Territory Payment Date To

Source ID	Source Title	Source Writer	Source Share	EMP ID
41817966	TO GROW	AVX MUSIC PUBLISHING	100.00	Click to
41817967	WE COMIN	AVX MUSIC PUBLISHING	100.00	Click to

ID	Parent Batch ID	Backup	Payment Date	Source	Income Type	Territory	Statement Period	Batch Amount
BCH000002		Songtrust Deposit 02262021.pdf	2021-02-26	Songtrust	Mechanicals	US		\$9
BCH000003		Kobalt Deposit 06042021.pdf	2021-06-04	Kobalt	Mechanicals	US		\$340
BCH000006		BMI Deposit 07202021.pdf	2021-07-20	BMI	Performance	US		\$100
BCH000007		Buck Productions obo Viacom Deposit 07222021.pdf	2021-07-22	Viacom Media Networks, Inc.	Synch	US		



Account Balances Summary

Royalties Summary Details **Account Balances**

ACCOUNT BALANCE SUMMARY
EMPIRE PUBLISHING, INC.

PERIOD	OPENING BALANCE	BALANCE PAYMENTS	ROYALTIES	EXPENSES	CLOSING BALANCE
2022 Q2	\$-42,914.74	\$0.00	\$0.00	\$12,000.00	\$-54,914.74
2022 Q1	\$-42,914.74	\$0.00	\$0.00	\$12,000.00	\$-54,914.74
2021 Q4	\$-42,914.74	\$0.00	\$0.00	\$12,000.00	\$-54,914.74
2021 Q3	\$-42,914.74	\$0.00	\$0.00	\$0.00	\$-42,914.74
2021 Q2	\$-12,072.92	\$0.00	\$128.18	\$0.00	\$-11,944.74
2021 Q1	\$-12,072.92	\$0.00	\$79.09	\$0.00	\$-12,152.01
2020 Q3	\$-12,320.18	\$0.00	\$128.18	\$0.00	\$-12,192.00
2020 Q2	\$-12,320.18	\$0.00	\$0.00	\$0.00	\$-12,320.18
2020 Q1	\$-12,320.17	\$0.00	\$79.09	\$0.00	\$-12,241.08
2019 Q4	\$1,610.73	\$0.00	\$0.00	\$12,000.00	\$-10,389.27
2019 Q3	\$1,599.13	\$0.00	\$11.61	\$0.00	\$1,610.74
2019 Q2	\$1,599.12	\$0.00	\$0.01	\$0.00	\$1,599.13
2019 Q1	\$1,564.82	\$0.00	\$24.30	\$0.00	\$1,589.12
2018 Q3	\$1,440.00	\$0.00	\$20.82	\$0.00	\$1,460.82
2018 Q2	\$-248.05	\$0.00	\$1,712.08	\$0.00	\$1,464.03
2018 Q1	\$-239.40	\$0.00	\$11.28	\$0.00	\$-228.12
2017 Q4	\$-230.87	\$0.00	\$11.28	\$0.00	\$-219.59
2017 Q3	\$-239.79	\$0.00	\$10.89	\$0.00	\$-228.90
2017 Q2	\$220.13	\$-680.25	\$20.40	\$0.00	\$-439.72
2017 Q1	\$21.81	\$0.00	\$282.31	\$0.00	\$260.52
2016 Q4	\$0.00	\$0.00	\$11.81	\$0.00	\$11.81
2016 Q3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2016 Q2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2016 Q1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2015 Q4	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2015 Q3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2015 Q2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2015 Q1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2014 Q4	-	\$0.00	\$0.00	\$0.00	\$0.00

Statement Announcement

Your '[Qtr/Yr]' Statement is Available

Your [Qtr/Yr] statement is ready!

To view your statement, log into the [Client Portal](#) > Royalties > Summary or Details tabs to check it out. If you have any difficulty accessing the portal, or have any questions about your statement, please don't hesitate to reach out to the [Client Management Team](#).

You may also track your working balance from the client portal by accessing Royalties > Balances. It updates quarterly reflecting your royalties received vs. royalties paid out.

Questions regarding royalties can be sent to,

Kind Regards,

Account Balances Summary – An accounting of quarterly transactions (Client Portal)

Statement Announcement – Quarterly notifications sent to each client regarding statement availability

Client Management

Streamlined Royalty Details

Royalties Summary **Details**

EMPLOYER

Start Date(Qtr) Start Date(Yr) End Date(Qtr) End Date(Yr) Title Writer Display Limit

Q1 2022 Q2 2022 Starting Title: Ato Wiley 13

Filter Reset

Source	Description	Work ID	Title	Writer(s)	Recording	Pub Share(s) %	Income Type	Territory	Units	Quarter	Amount
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		9Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		4Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		3Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		7Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		16Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		1Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		1Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		3Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		2Q 2022	\$0.00	
Mechanical Licensing Collective/MC	M.C. EMPIRE Stylus First Jan 2022	EMP230	Stress	Ato Wiley		25.00	US		1Q 2022	\$0.00	

'All Quarters' Payouts

Payouts

Display: 2022 Q2

Filter by Writer: Ato Wiley (Publishing)

QUARTER	DATE	ORIGIN	NET	% BAL	EXPENSE	% BAL	ROYALTIES TO DATE	PAYMENTS TO DATE	AMOUNT PAID
2022 Q2		Paper Royalty Tracking LLC	20,992.16	20,992.16	0.00	20,992.16	289,932.00	133,404.44	0.00
2022 Q2		Paper Royalty Tracking LLC	20,992.16	20,992.16	0.00	20,992.16	289,932.00	133,404.44	0.00
2022 Q1		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	267,940.00	133,404.44	0.00
2021 Q4		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	267,940.00	133,404.44	0.00
2021 Q3		Paper Royalty Tracking LLC	9,734.25	9,734.25	208,245.80	0.00	208,245.80	217,940.56	133,404.44
2021 Q2		Paper Royalty Tracking LLC	14,298.40	14,298.40	192,247.77	0.00	192,247.77	202,636.77	133,404.44
2021 Q1		Paper Royalty Tracking LLC	18,984.32	18,984.32	154,963.45	0.00	154,963.45	215,388.08	133,404.44
2020 Q4		Paper Royalty Tracking LLC	0.00	0.00	159,969.89	0.00	159,969.89	171,298.59	133,404.44
2020 Q3		Paper Royalty Tracking LLC	28,405.95	28,405.95	189,969.89	0.00	189,969.89	171,298.59	133,404.44
2020 Q2		Paper Royalty Tracking LLC	9,734.25	9,734.25	84,969.89	0.00	84,969.89	164,248.23	133,404.44
2020 Q1		Paper Royalty Tracking LLC	19,916.15	19,916.15	70,969.23	0.00	70,969.23	137,417.23	133,404.44
2019 Q4		Paper Royalty Tracking LLC	0.00	0.00	94,969.89	0.00	94,969.89	113,859.89	133,404.44
2019 Q3		Paper Royalty Tracking LLC	0.00	0.00	94,969.89	0.00	94,969.89	113,859.89	133,404.44
2019 Q2		Paper Royalty Tracking LLC	14,882.22	14,882.22	94,969.89	0.00	94,969.89	113,859.89	133,404.44
2019 Q1		Paper Royalty Tracking LLC	19,916.15	19,916.15	12,969.00	0.00	12,969.00	113,859.89	133,404.44
2018 Q4		Paper Royalty Tracking LLC	41,111.71	41,111.71	44,969.89	0.00	44,969.89	14,969.89	0.00
2018 Q3		Paper Royalty Tracking LLC	244,150.00	244,150.00	7,969.89	0.00	7,969.89	7,969.89	0.00
2018 Q2		Paper Royalty Tracking LLC	6,520.70	6,520.70	6,070.20	0.00	6,070.20	6,070.20	0.00
2018 Q1		Paper Royalty Tracking LLC	593.41	472.10	4,730.45	0.00	4,730.45	4,730.45	0.00
2017 Q4		Paper Royalty Tracking LLC	2,897.91	2,897.91	4,290.20	0.00	4,290.20	4,290.20	0.00
2017 Q3		Paper Royalty Tracking LLC	597.48	478.40	3,938.47	0.00	3,938.47	3,938.47	0.00
2017 Q2		Paper Royalty Tracking LLC	2,848.87	2,848.87	2,444.84	0.00	2,444.84	2,444.84	0.00
2017 Q1		Paper Royalty Tracking LLC	1,739.51	1,478.41	1,870.10	0.00	1,870.10	1,870.10	0.00
2016 Q4		Paper Royalty Tracking LLC	463.87	394.71	384.91	0.00	384.91	384.91	0.00
2016 Q3		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2016 Q2		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2016 Q1		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2015 Q4		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2015 Q3		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2015 Q2		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2015 Q1		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2014 Q4		Paper Royalty Tracking LLC	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Streamlined Royalty Details – Royalty details which include Work ID, Source, Shares, Units, Territories, Income & Type

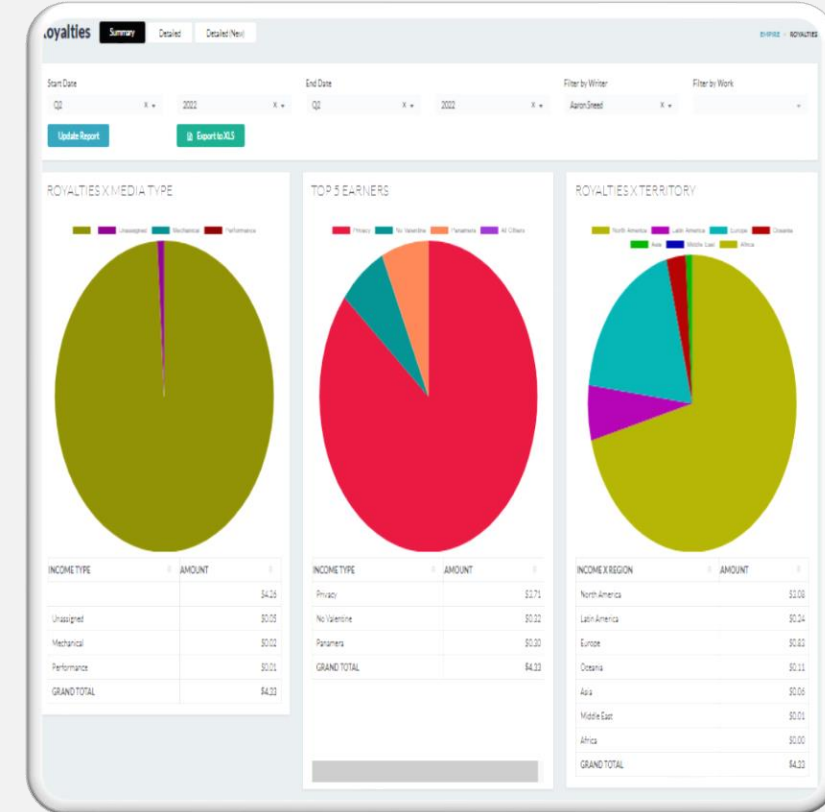
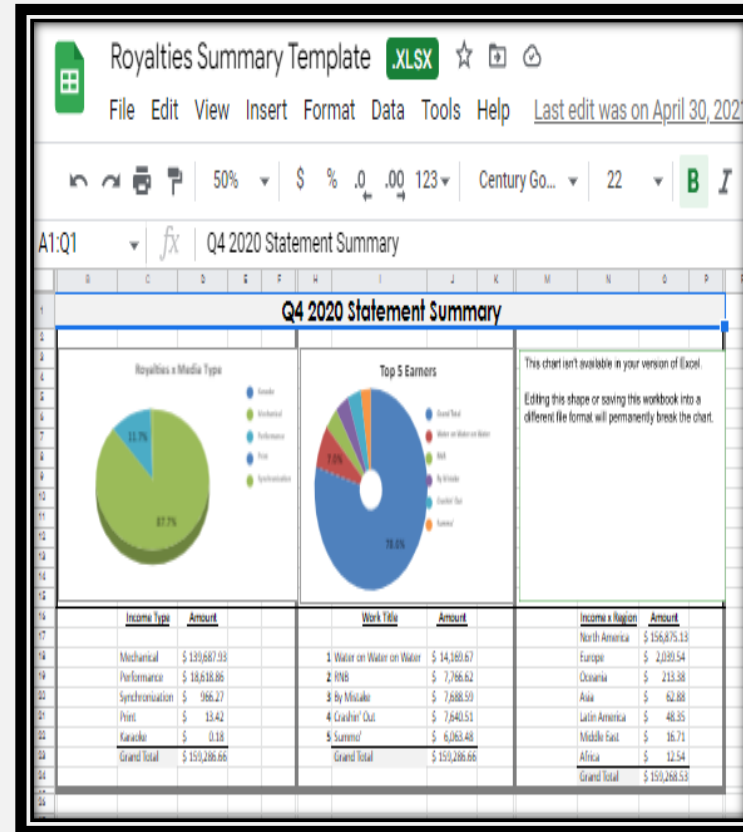
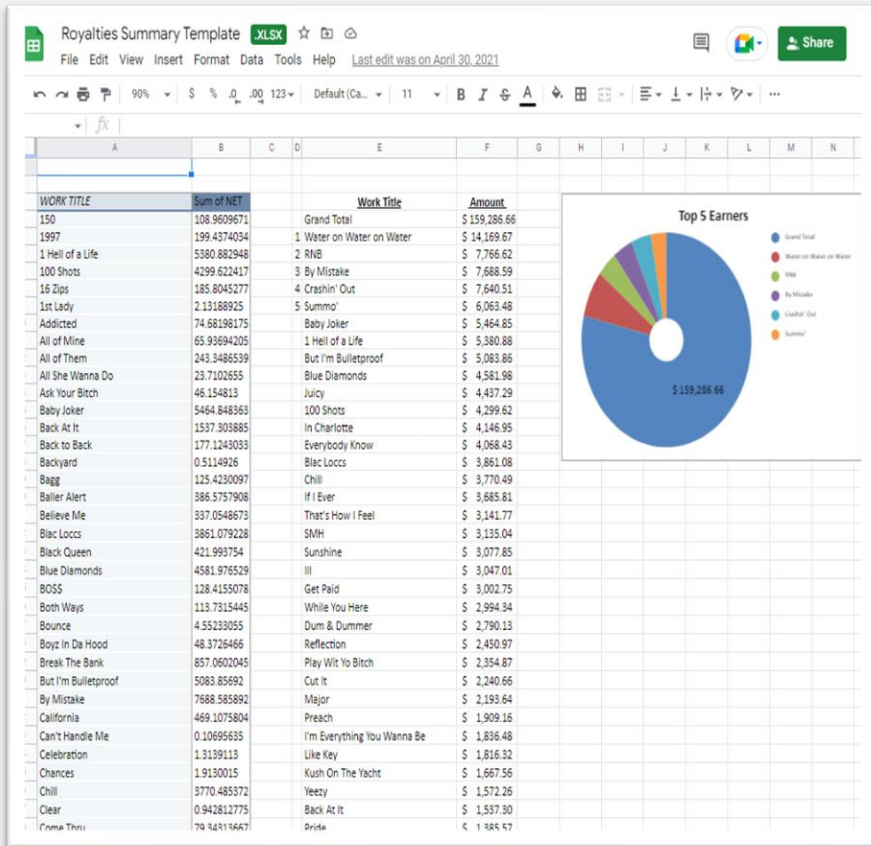
"All Quarters" Payouts Summary – A full view of all transactions quarter over quarter by writer name

CLIENT ROYALTIES SUMMARY

DOCUMENTATION

DESIGN

EXECUTION



The Client Royalties Summary analyzed quarterly earnings by media type, song title, and territory

FINANCIAL ANALYSIS DASHBOARD

DOCUMENTATION

File Edit View Insert Format Data Tools Help Last edit was made on February 17 by Marc Bernasconi

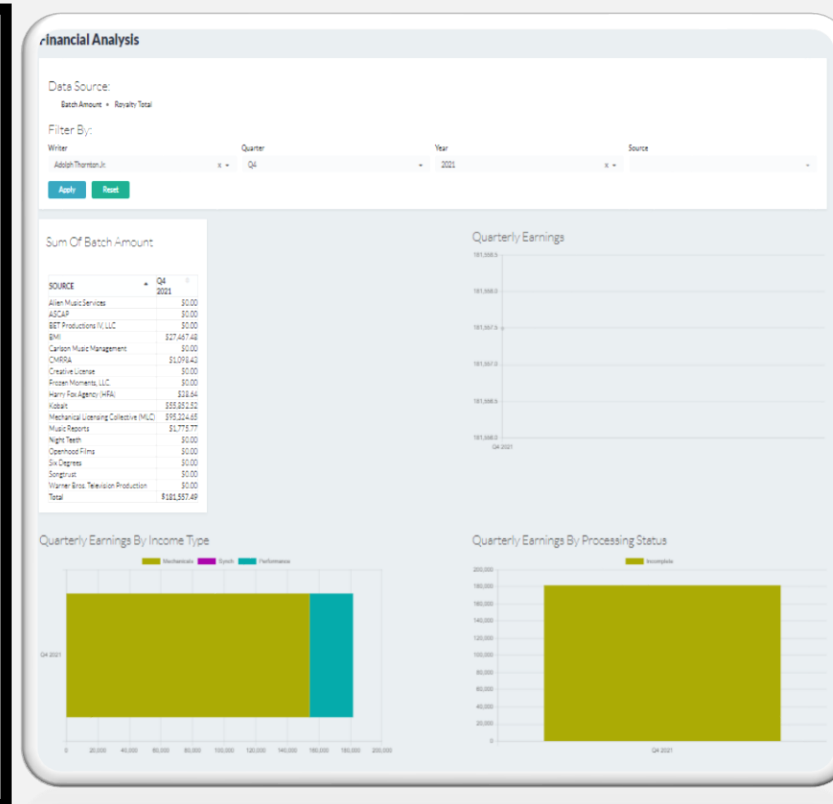
Sum of Sum of BATCH AMOUNT

Category	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Grand Total
Client Management	\$ 1,044.73	\$ 11,014.11	\$ 14,217.98	\$ 41,204.35	\$ 67,481.17
Client Services	\$ 284,633.61	\$ 229,052.32	\$ 421,204.35	\$ 1,000,000.00	\$ 1,735,890.28
Client Support	\$ 4,428.83	\$ 4,271.35	\$ 6,495.24	\$ 6,495.24	\$ 21,690.66
Client Training	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 10,000.00
Client Support (Net)	\$ 6,495.24	\$ 6,495.24	\$ 6,495.24	\$ 6,495.24	\$ 25,980.96
Client Support (Net) (Total)	\$ 6,495.24	\$ 6,495.24	\$ 6,495.24	\$ 6,495.24	\$ 25,980.96
Client Support (Net) (Grand Total)	\$ 6,495.24	\$ 6,495.24	\$ 6,495.24	\$ 6,495.24	\$ 25,980.96

DESIGN



EXECUTION



The Financial Analysis Dashboard captures data utilized by Finance, Royalties, and Client Management Teams



AGREEMENTS

DOCUMENTATION

DESIGN

EXECUTION

'Schedules' Tab

Search Filters

1. Create **'New Schedule'** button - creates blank schedule template (*see 'statements template' below)

Search Results

2. **'Schedule'** - Links / opens to the corresponding agreement (*See 'Schedule' template below)
3. **'Territory'**- Linked to the corresponding 'Administrator' within agreement (*See 'Schedule' template below)
4. **'Writer(s)'** - Lists all writers linked to the 'Writers' tab (ie. [Writer 1 Name], [Writer 2 Name], [Writer 3 Name], etc.)(*See 'Writers' tab above)
5. **'Description'** - free text
6. **'Deal Type'** - Linked to checked boxes (*see 'Schedule Template' below)
7. **'Rate'** - Linked to checked boxes shares or Commission (%)(*see 'Schedule Template' below)
8. **'Term Start Date'** - Links to 'Term Start Date' within the 'Schedule' template (*see 'Schedule Template' below)
9. **'Term End Date'** - Links to 'Term End Date' within the 'Schedule' template (*see 'Schedule Template' below)
10. **'# of Works'** - tally of works added to the schedule (See 'Schedule template below)

Schedules Template

1. **'Schedule'** - Dropdown

Schedule Options:

1. Schedule A
2. Schedule B
3. Schedule C
4. Schedule D

2. **'Works Search'** - typeahead / create new works (if not found) within system
 - a. New Works:
 - i. Generate new 'WK ID'
 - ii. Creates new 'Works' template → 'Works' page
 - iii. Adds work to **'New Works Report'** → 'Processing' → 'Reports' tab
 1. Weekly Notification Email copyright@empi.re
 2. [Email Template](#)
3. **' + Works'** Button - Adds selected works to 'Works Display' window (*See below)

Agreements Module Phase I is a data management system to record contract terms. Includes General Info, Writers, Publishers, Schedules, Options, Delivery, and Restrictions

ADDED VALUE

FTP TRANSFER

MusicMark FTP Transfer

Click to edit this page. To delete, open the ... menu and select Delete.

Target release	20 May 2022 Type // to add a target release date
Epic	Type /Jira to add Jira epics and issues
Document status	DRAFT
Document owner	@Janishia Jones @stephen
Designer	@Janishia Jones
Tech lead	@Chase Walker
Technical writers	@Marc Bernasconi
QA	@Natalia Bobkova

Tracks registration statuses from PROs in real-time; efficient copyright tracking system

★ Objective

o deliver a report that fulfills the technical requirements of MusicMark's EBR ftp transfer setup

★ Success metrics

Goal	Metric
Create a ftp transfer tool	Connects to MusicMark's ftp transfer portal & transfers data
Create a transfer file template	Fulfills MusicMark's EBR file requirements
Merge work titles across ASCAP, BMI, and SOCAN on file template	Combines works assigned to ASCAP, BMI, and SOCAN affiliated writers to one file
Consolidate ASCAP, BMI, and SOCAN syndication results	Removes works from separate ASCAP, BMI, and SOCAN syndication pages when works are submitted via FTP transfer tool
Create a return mechanism via ftp transfer	Collects data from outside source via ftp and compares data with work details. If matched, updates accordingly. If unmatched, generates a discrepancy report
Records ISWC - source work identifiers	Maps incoming ISWC (Source ID's) to Primary Work ID

DEDUPLICATION / MERGING PROJECT

Deleting / Merging Writers & Works

Target release	29 Apr 2022
Epic	EMPIRE-771 - [Pub System Updates] Works/Writers: Create Delete feature to the "Edi" drop-down DONE
Document status	DRAFT
Document owner	@Janishia Jones @stephen
Designer	@Janishia Jones
Tech lead	@Chase Walker
Technical writers	@Marc Bernasconi
QA	@Natalia Bobkova

🚩 Objective

To prevent duplicate creations of writer names & work titles in Backstage which result in erroneous payouts. Fix the current set of duplicate writer names & work titles.

📊 Success metrics

Goal	Metric
De-dupe writer database	All variant writer names linked to one Primary Writer
De-dupe works database	All variant work titles linked to one Primary Work
Merge royalties from variant writer names	All allocated royalties with variant writer names linked to Primary Writer & corresponding Primary Work
Merge royalties from variant work names	All allocated royalties with variant work names linked to Primary work
Ensure no loss of historic data	When records are merged, retain all linked transactions & associate them accordingly to the Primary Work and/or Primary Writer (Do not lose the association with the variant work or variant writer)
Prevent attempts to create duplicate work & writer names; create variant work & writer names.	Work / Writer name variant table captures identifiable entries and links them to Primary Writer ID's & Primary Work ID's. Search will include type-ahead & selection methodologies using existing variant works & writer names. If no entry exists, the system will create a new Primary Writer name or Primary Work
Limit permissions for new works & new writers to legal & copyright teams	Only legal team (Ben, Sarah Beth, and Vinny) & Copyright team (Lashel, Kim, and Brett) have the ability to create new works or writers
Capture time / user at point of creation & deletion of new works & new writers	Report provides timestamp & user name whenever a work or writer is deleted or created

Prevents attempts to create duplicate work & writer names; reduces erroneous payouts

UI / UX DESIGN & MODULES

AUDIO MODULE

DEALS MODULE

Audio + New Track

Track Title Artist Name Writer Original Publisher Genre Tempo

Track Title	Release Date	Artist Name	Writer	Original Publisher	Time	Genre	BPM	Mood	MP3
Track Name	Mo/Day/Year	Artist Name	Writer Name	Original Publisher Name	##:##	Country	Upbeat	Somber	TrackName.mp3

Deals Module

#	Writer Name	Deal Name	Deal Broker	Manager Name	Contact #	Email	Contact Address	3 Yr. Forec...
1	Deshawn Happie White	Happie Pipeline ...						✓
2	Drell On The Track	Drell Initial Conv...						✓
3	Eric Bellinger	Full Catalog	Al McLean	Nieman Johnson				✓
4	ForeveRolling	ForeveRolling	Al McLean	Kam Johnson	(502) 322-7106	fundamentallysound8@gm...		✓
		Illmind Catalog	Vinny Kumar					
		Crocodil...		Erin Hinojos	(360) 908-6022	erin@gooddeathcollective...		✓
			Al McLean					✓

AGREEMENTS PHASE II

Example	Writer Name	Controlled	Co-pub Deal	Co-pub Share (%)	Admin Deal	Commission (%)	Rate Reduction	Rate Reduction (%)	Rate Redu...
Admin Deal (15%)	Writer 1	1	0	0%	1	15%	0	0%	S
3 controlled writers	Writer 2	1	0	0%	1	15%	0	0%	S
3 admin deals	Writer 3	1	0	0%	1	15%	0	0%	S
100% Controlled		3							



Licensing Module

#	Synch ID	Project Title	Negotiator	Received	Request Attachment
1		1 IBM Style X Profile	Jasmine Kirkwood	10/1/2020	
2		8 POWER BOOK II: GHOST - Ep #205	Jasmine Kirkwood	TV	9/23/2021
3		9 Love & Hip Hop: Atlanta	Jasmine Kirkwood	TV	7/29/2021
4		10 Dangerous Moms (Pilot) (NBC)	Jasmine Kirkwood	TV	8/27/2021
5		11 OPEN MIC (SPONSORED)	Jasmine Kirkwood	Internet	1/10/2022
6		12 The Late Late Show With James Corden :: ep 1021	Jasmine Kirkwood	TV	1/26/2022
7		13 Reasonable Doubt #107	Jasmine Kirkwood	TV	2/23/2022
		SUM	64		

Payees

Agreement ID Original Publisher Writer

Agreement #	Original Publisher	Payee Name	Total Payout (%)	Payment End Date	Arbitration	URL
AGREXXXX	Publisher Name	Payee Name	XX.XX%	Mo/Day/Year	XXX.XX	Attachment

- Duplicate current payouts screen
- Establish Payee Hierarchy (Publisher → Writer(s) → Payee(s))

SYNCH LICENSING MODULE

PAYEES MODULE



 C-SUITE

 STAKEHOLDERS

 ENGINEERS



COLLABORATIVE

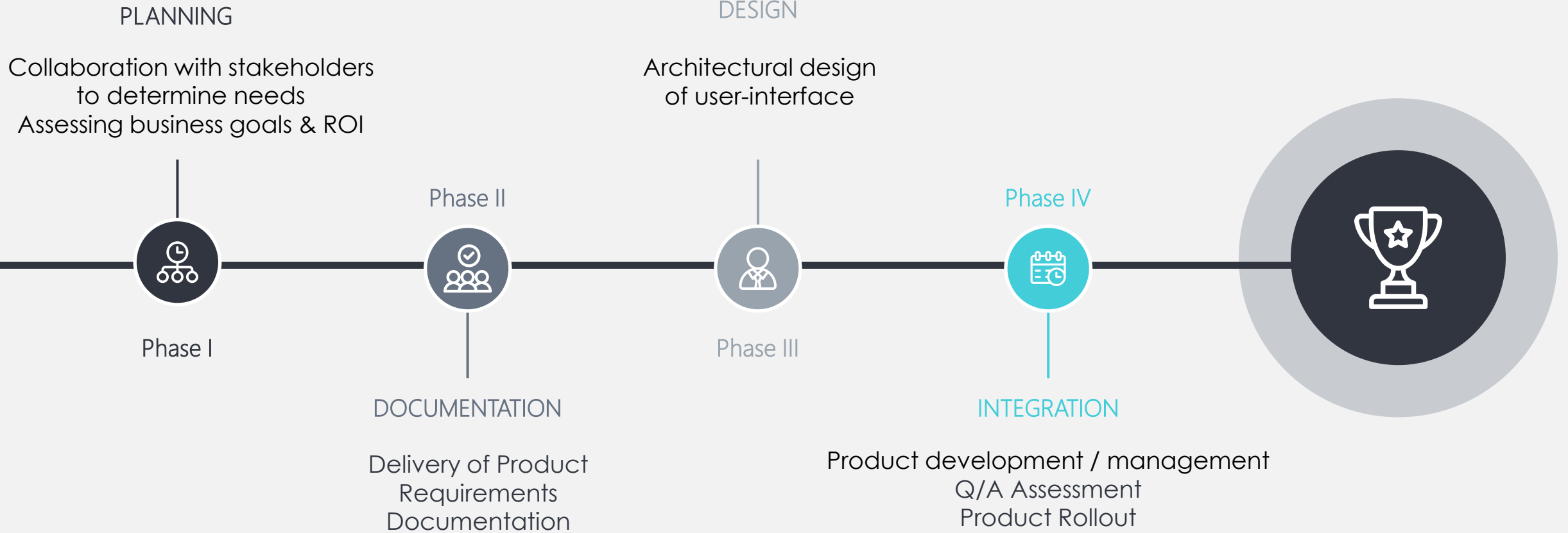


TRAINING MODULES

Example

MUSIC PUBLISHING 101

PROJECT MANAGEMENT



www.encoremusic.tech



ENCORE
MUSIC TECH
SOLUTIONS

info@encoremusic.tech

LET'S BUILD!

