



# Comet™

A Saturn Software, Inc. Product

## International and Domestic Rights Licensing System

Comet™ automates the rights licensing activities of a production or distribution company. In addition to being a repository of data, it produces a vast array of reports and documents with one-button ease. The program concurrently services the data and workflow needs of multiple departments, including contracts, sales, marketing, finance and distribution.

### **Customized Rights and Territories**

Comet's 3-level rights hierarchy is user definable and rights at the highest level can be added to a deal with a mixture of default include/exclude settings at the subsidiary levels. Territories are user definable and can be set to any combination of parent/child and conflict relationships. A Territory Group filter provides an easy entry method for fast contract construction.

## SALES AND DISTRIBUTION

Comet was designed to maximize the effectiveness of sales activity from negotiation through provisional sale, deal memo and approved contract.

Multiple location operation means that deals may be entered, printed, checked and executed off-site without processing delay. Synchronization or Internet Web Browser Access provides Flexibility On The Road.

### Sales Tools and Reports

- Run instant, pick-n-mix Availability Reports by title or territory, showing rights owned and events-driven, daisy-chained holdback, release and exclusivity windows for confirmed and provisional sales.
- Create searchable Sales Histories and Expiring License Reports by title, market, customer, territory and right category with financial details exportable to Microsoft Word™ or Excel™.
- Identify re-sale opportunities as they arise with Expiring Licenses Reports.
- Integrate Ask and Take prices with Availability Reports and create sales forecasts for management.
- Create interdepartmental workflow for Contract Administration and Sales Order Processing of invoice, tape and publicity at the press of a button.

## CONTRACT ADMINISTRATION

### General

- Highlight rights, clearance, censorship or approval Restrictions via automatic Pop-up Warnings.
  - Draft agreements and track amendments, revisions and signature with Follow-up Reminders where required.
  - Generate contract packages in domestic and international markets for multiple right categories and Record Exclusions, Exceptions, Exclusivities and Windows.
  - Construct contracts from user-defined Standard Deal Templates, changing titles, fees, windows and other terms as appropriate.
  - Add and delete Standard Contractual Clauses with one-click and track revisions on screen.
- ### Sales
- Flag Provisional Sales, sub-distributor and third-party negotiated deals

### Pre-Sales Negotiation Support

- Pitch and Negotiate the sale of a title assisted by interest tracking summaries by buyer, title and territory and on-screen alarms and calendars.
- Order VHS cassettes, screenplays and treatments to be sent in real time.

	Cinematic Rights	Video Rights	Pay TV Rights	Free TV Rights
Candy in Clover	*-SOLD-	*-SOLD- Holdback: 3M from first local Theatrical release	*-SOLD- Holdback: 3M from first local Video release	*-SOLD- Holdback: 3M from first local Pay TV release
Cuts Both Ways	*-SOLD- Next Avail: 5Y, 3M from Del Mats	*-SOLD- Next Avail: 5Y, 3M from Del Mats	-AVAIL-	-AVAIL-
Easy To Please	-No Rights-	-No Rights-	*-SOLD- Holdback (Pending) Next Avail: 20-Oct-01	*-SOLD- (Pending) (Japanese) Next Avail: 20-Oct-01
Hope Springs Eternal	*-AVAIL- Ask: 250K Take 200K	*-AVAIL- Ask: 85K Take 75K	*-AVAIL-	*-AVAIL-
The Long Age	-No Rights-	-No Rights-	-AVAIL-	*-SOLD- (non-exclusive) Sold rights: Free Net, Free Terr Unsold rights: Free Cab, Free Sale
Lunch is Up	*-SOLD- Minko International Corporation Released: 15-Nov-00	*-SOLD- Minko International Corporation	*-SOLD- Minko International Corporation	*-SOLD- Minko International Corporation

Category	#	Territory	Ask	Take	Net
Cinematic Rights	101300000	UNITED KINGDOM	89,700	53,800	
Anchor Rights	102140000	France	102,600	61,500	
Video Rights	103000000	BENELUX	25,600	15,400	
Pay Per View Rights	104200000	Germany	102,600	61,500	
Pay TV Rights	105200000	Italy	51,300	30,800	
Free TV Rights	106000000	SCANDINAVIA	102,600	61,500	
Merchandise Rights	109500000	Spain	51,300	30,800	
Music Rights	200000000	EASTERN EUROPE	12,600	7,700	poss Czech/Slovak di
Print Publishing Rights	301100000	Japan	128,200	76,900	discussions at Canne

Incl.	Title (Double-click)	Territory	Contact	Genre	Availability	Informed
<input checked="" type="checkbox"/>	Candy in Clover	Japan	Roger Hannel	Comedy	SOLD Acorn Int.	03-Jan-00
<input checked="" type="checkbox"/>	Cuts Both Ways	Japan	Roger Hannel	Drama	AVAIL	25-Oct-00
<input checked="" type="checkbox"/>	Easy To Please	United State	Claire Fairburn	Comedy	AVAIL	13-May-00
<input checked="" type="checkbox"/>	Hope Springs Eternal	Japan	Roger Hannel	Artthouse	SOLD Minko Internat	19-Oct-01
<input checked="" type="checkbox"/>	Lunch is Up	United State	Claire Fairburn	Animation	AVAIL	13-May-00
<input checked="" type="checkbox"/>	The Long Age	Japan	Roger Hannel	Science Fiction	AVAIL	04-Apr-00

The holdback for Home Video Rights shall expire:  No Holdback

On

The earlier of

The later of

Years:  Months:  From Holdback Event:

Notice of Delivery

but in any event no later than

Memo Text: The earlier of 3 months from First Local Theatrical Release or 1 month from Notice of Delivery, but no later than 01-Jun-2002

Report Text: Earlier of 3M from 1st Th Rel or 1M from 1st NOD, but NLT 01-Jun-02

on availability reports.

- Print AFMA® (available to AFMA® members only) or user-designed, theatrical and television Deal Memos.

### Acquisitions and Productions

- Create interdepartmental workflow for processing (split) commissions on sales, Participant Royalty Reports and investment income tracking.
- Establish Recoupment Order and cross-collateralization terms.
- Track cast and credits by title and Manage Talent and talent agents details.
- Administer to cast, credit and other Approvals and Requirements.

- Access Contact Addresses, on-screen calendars and reminders with a fully featured, integrated Customer Relations Management system: including mail merge, e-mail, and 2-way synchronization with hand-held devices in a concurrent mixed-use environment.

### Title and Catalog Management

- Click on Hot-links to full-screen Websites, Trailers, Flyers and Stills by series, episode or feature title.
- Trigger release dates, financial kickers, goalposts and options.
- Track Features, Series, Episodes and/or Clips individually, by genre, season and code number, synopsis, producer, copyright holder, principals, inventory, availability status and other ad-hoc categorizations.

# FINANCE

## Invoicing and Cash Receipts

As soon as deals are entered, Comet™ can create invoices immediately. Information from the cash receipts journal and the invoices can be used to predict cash flow and streamline collection activities.

- Create mixed Foreign Currency contracts, fee, guarantee, royalty and materials recharge invoices, receipts and payment applications.

- Push-button Batch Invoice Printing with automatic generation of payment term descriptions and due dates, invoice address selection, bank payment-account details, currency amounts and VAT calculations.

- System-wide Prompt-List Management of multi-period payment terms and installments based on trigger events such as “Execution” or “Delivery of Materials”.

- Print invoices showing Multiple Titles and/or Multiple Payment Terms.

- Prepare Value Added Tax (and VAT-only) invoices and receipts.

- Track Partial Payments and multi-invoice cash application, with automatic currency gain/loss, bank charge and VAT calculations.

- Book cash receipts to a range of Bank Accounts.

## Financial and Management Reports

Users can select from a bank of Over One Hundred Financial Reports filtered by a variety of user-selected criteria which can be e-mailed from the screen or exported to Microsoft Excel™ or Word™. Alternatively users can generate their own reports and save the layouts.

- Prepare Aging and Collection reports.

- Calculate Contract

Fulfillment statements

based on percent and

dollar value basis.

- Automatic, user-defined Allocation of

Revenue by territory and right category.

- Performance Indicators, including

sales-by-title-by-year cross-

tabulation and

title/territory pricing

comparisons.

Company	Contract	Title	Due Date	Currency	Fee/Guar	Fee F.C.	Bal.To Inv
GPVD Releasing	0008	Fast Lane		£ U.K.	70,000	70,000	70,000
Aussie Releasing	100040	Dancing Around The Maypol		\$ Taiwan	623,034	20,000,000	623,034
TV Northern Europe	0004	Dancing Around The Maypol	03-Mar-00	\$ U.S.	40,000	64,677	24,000
Aussie Releasing	0100	Dancing Around The Maypol	27-Mar-00	\$ Aus.	105,000	270,818	105,000
Aussie Releasing	0100	Sweet Thing	27-Mar-00	\$ Aus.	155,086	400,000	155,086
Definitive Television	0002	Dancing Around The Maypol	30-Mar-00	£ U.K.	5,000	5,000	5,000
Definitive Television	0002	Sweet Thing	30-Mar-00	£ U.K.	30,000	30,000	(2,900)
GPVD Releasing	0003	Captain Fracasse	31-Mar-00	French Francs	1,000,000	10,783,120	1,000,000
TV Northern Europe	0004	Claude's Cloud	03-May-00	\$ U.S.	61,846	100,000	49,477
Alta Films	change	The Shepherd's Sundial	06-May-00	\$ U.S.	188,952	300,000	151,162
Aussie Releasing	1090	The Frog	05-Jun-00	\$ U.S.	50,000	74,286	25,000
VRT	1092	The Shepherd's Sundial	06-Jun-00	Belgian Franc	15,424	1,000,000	15,424

Invoice	Type	Invoice Date	Due Date	Amount	Description	Created by	Alpha-In
16	Disposition	05-Apr-00	05-Apr-00	49,000.00	Overage Invoice, Title:The Shephe user		
17	Fee/Guarantee	05-Apr-00	03-Apr-00	37,790.40	20.00% deposit for "The Shepher user		

## Royalty and Participant Reports

- Track Reporting Requirements, with automatic calculation of royalty payment terms and amounts due.

- Generate Periodic Participant Statements based on receipt applications, showing previous balance to date, current amounts, and ending balances to avoid under- or over-reporting of revenue.

- Create Royalty Invoices based on statements from sub-distributors in any currency.

### Cine Advance

"	Claude's Cloud	0005	17-Jun-00	17-Jun-00	7.7941	6,757.57	1,314.48	5,443.09
100% of Fee/Guarantee for Claude's Cloud due on execution of agreement.Hong Kong						52,669.16	10,245.18	42,423.98
<b>Total for Cine Advance United Kingdom</b>						<b>6,757.57</b>	<b>1,314.48</b>	<b>5,443.09</b>

### Definitive Television

□	Captain Fracasse	0002	14-May-00		1	12,000.00	0.00	12,000.00	
100.00% payment in full for "Captain Fracasse" due 30 Days after Technical Acceptance.						United King	12,000.00	0.00	12,000.00

## Accounting Integration

Comet™ creates balanced, user-defined transaction level journal entries, varied by contract type, for export to corporate accounting programs and producer-royalty reports.

- Automate Monthly Invoice Batching and closing.

- Calculate and post Variable Sales Commissions and commission splits.

- Track Cross-Collateralization terms tracking.

- Automatically adjust for contract Amendments, Revisions and Cancellations.

## SERVICING

Comet's integral servicing module provides traffic departments with a full range of components for materials management. Duplication, library management of loan items, shipping, satellite delivery and invoicing is supported at the Feature, Title, Series and/or Episode Level. An extensive bank of reports allows users to track delivery, contract Fulfillment and overdue loan items.

### Inventory Management

- Track deliverables and documentation due to be supplied at production/acquisition.

Sys	Category	Medium	Device	Standard	Audio T	Inventory #:	Location	Length	Aspect R
1	First Generation	Video	D2-PAL	PAL	Englis	8907660987	TVX	52.00	
2	Second Generat	Video	Beta SP-	PAL	Englis	65848438	Tape Freight	52.00	
3	Second Generat	Video	Beta SP-	PAL	Englis	89027634	Tape Freight	52.00	
4	Master Tape	Video	D2-PAL	PAL	Englis	X9806650	TVX	52.00	
10	Scripts	docume	VHS-PAI	PAL	Englis	Script-880		52.00	
11	Music Cue Shee	docume			Englis	MC-S80		52.00	
30	Master Tape	Film	35mm		Englis	123486	Tape Archive	52.00	
31	Master Tape	Film	35mm		Englis	2134906	Producer's Li	52.00	

- Manage inventory including video, slides, trailers and documentation across multiple locations.
- Log language tracks' location and access agreements.
- Title-integrated Delivery Status tracking, including satellite and Notice of Delivery.
- Tracking of Overdue Loan Items, with automatic printing of overdue notices.

### Processing Orders

The Comet™ servicing module allows system-wide tracking of inventory and orders and push-button creation of servicing documentation.

- Revenue Recognition (including SOP-00-02) support based on European (invoice) or U.S. (delivery) rules.
- Manage accounts receivable and cash receipts by direct Interface to Corporate Accounting systems.
- Enforceable, interdepartmental Credit Control and approvals.
- Full Audit Trail managed through a system-wide document creation and event log.
- User Security controlled at supervisor level.

### Purchase Orders

- Automatic customer matching of inventory and elements for Title Versions tracked by spool number with designation, medium, video- and audio-format and language.
- Full support for processing and discount-pricing Compilation Tapes and Replacement Tapes processing.
- On-line ordering of Stock Items.

### Commercial/Customs Invoices

- Materials Release by Payment of invoices.
- Bar-Coded Processing for duplication and shipment with automatic record update.
- Automatic Commercial Value and weight calculations.

Judy Ellinberg Fulfillment and Contract Administration Aussie Releasing 644 Chapel Street South Yarra Australia		Shipment #	4	Collect <input checked="" type="checkbox"/>			
Phone: [61] 3 823 6203 Fax: [61] 3 826 3638		Date Shipped	27 March 2000				
		Ship via	DHL				
		Shipping Account	810236499123				
		Airbill Number	809214709324				
		Packaging Type:	Crate				
Ref	Title	Inventory #:	Format/Length:	Compiled to	Qty.	Weight (KG)	Value
31	Sweet Thing 02: Sweet Thing		Beta SP PAL ( 60)		31	1	
32	Sweet Thing 03: Penny Bun Penny Bun		Beta SP PAL ( 30)		31		
33	Sweet Thing 04: Chocolate Éclair		Beta SP PAL ( 30)		31		
39	Sweet Thing 10: The Fox and Grapes		Beta SP PAL ( 60)		31		
29	Dancing Around The Maypole		Beta SP PAL ( 30)		1	0.2	
<b>TOTAL QTY.</b>			<input type="text" value="2"/>	<b>TOTAL COMMERCIAL VALUE</b>		<input type="text" value="36.00"/>	
<b>TOTAL TAPES</b>			<input type="text" value="2"/>	<b>TOTAL WEIGHT (KG)</b>		<input type="text" value="19.5"/>	
						<b>(LBS)</b>	<input type="text" value="43.0"/>

### Materials Recharge Invoices

- Batch or individually recharge Satellite and Listening Line fees as well as stock and dub items.
- Detailed duplication Price Schedules By Customer, with discount pricing.
- Automatic Laboratory Cost Calculations integrated with Purchase Orders.
- All invoices can be fully integrated with the General Ledger accounting process.
- Performance indicators for servicing Profit Centers.

# SYSTEM SUPPORT

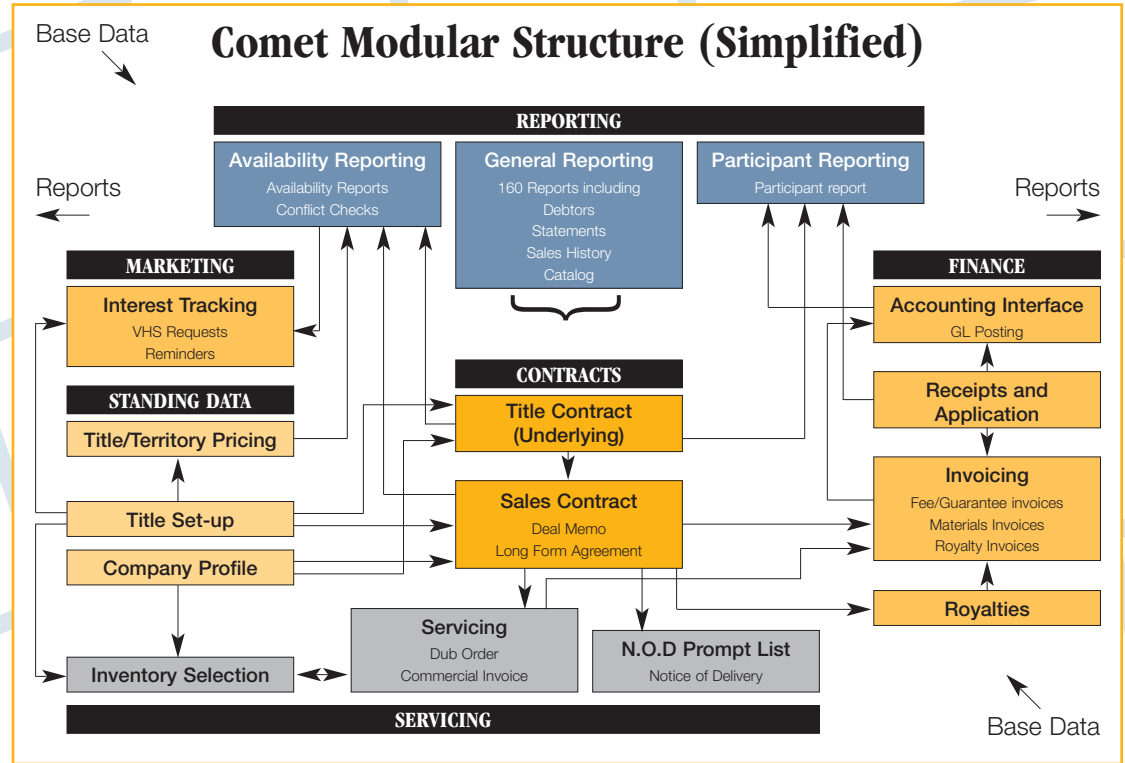
## Design

Comet is designed to integrate with the most powerful and advanced desktop and server software available: Microsoft Office with Microsoft SQL Server. Comet

is a true client/server program capable of dozens of concurrent users with gigabytes of data. Users with different operating systems and desktop software may concurrently use Comet. SQL Server data is an open architecture, allowing users to create and run reports from a variety of standard software including Microsoft Excel™ and various report writers. Access to Comet data by the Internet can be secured by the login permissions granted.

Security may be set on a user or group basis:

- Internet capable.
- Program updates may be downloaded from the Saturn Web site.
- Saturn provides current exchange rates for 40 countries, which are then utilized by Comet.



- Remote access possible via a standard internet, virtual private network, or direct telephone connection.
- Easy maintenance, upgrades, and support.
- Software updates available over the web.

### Operating systems supported\*

Windows 98 (all releases) SP-1  
 Windows Millennium Edition  
 Windows NT 4.0 SP-4+  
 Windows 2000 SP-1+  
 Windows XP Home and Professional

### Desktop Application Environment\*

Office™ 97 Standard and Professional SP-2+  
 Office 2000 Standard and Professional SP-1+  
 Office XP Standard and Professional  
 Comet integrates with ACT!™ 4, 5, 6 and 2000  
 SQL Server 7 and 2000 (optional)

\* Current at February 2003. Office, Windows, Windows NT, and Excel are trademarks of Microsoft Corporation. ACT! is a trademark of Interact Commerce Corporation. Pentium is a trademark of Intel Corporation.

## Support

Saturn Software, Inc. offers full customer support in the form of installation, training, consultancy, customization and technical advice.

- Helpdesk support is available 24 hours a day from our Los Angeles and London offices, by telephone and e-mail.
- On-site training and consultancy to suit your schedule.
- Responsive customization, software support and technical advice.

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For more information about Comet™ and Saturn Software, Inc.

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