

# Protocol International

*"Manage your assets,  
value your rights..."*



Protocol International is a specialist in maximising revenue collection and mitigating debtor risk for the film and television industries. Protocol's client portfolio consists of Banks, Financiers, Producers and Sales Agents.

Protocol is a Fintage House joint venture; providing stand-alone services and adding additional value to Fintage's Collection Account Management services and International Distribution of Film & TV programs. Fintage House has been market leader for the past 25 years and continues to bring excellence of service and innovative products to the financial services sector of the media industries.

**Services are bespoke to the client and can include one or all of the following categories...**

## 1. Collecting Minimum Guarantees

**Historic Contracts** - Active collections for all outstanding payments under distribution agreements; from sending invoices, chasing and collecting, to arbitration and enforcement. Managing sensitive negotiations, utilising existing distributor relationships and access to a global network of legal advisors.

**Outsourcing** - One-stop-shop for centralised and efficient revenue management. Offices in Europe and international representatives for global, 24 hour coverage. Powered by the Fintage licensing team using rights management software, providing regular reporting and giving clients direct access to their receivables.

## 2. Rights Management and Overage Collection

**Ongoing Exploitation** - Produce schedule of licensed and available rights, territories and terms, with a timetable for re-exploitation of the Picture. Where required digitalisation of prints, access to foreign language tracks and marketing materials for ongoing exploitation.

**Collect, Analyse and Audit** - Request outstanding royalty statements directly from distributors. Review statements and advise on further critical analysis and potential of audits. Established working relationships with US and Rest-of-World specialist audit firms for effective audit management.

## 3. Intelligence and Risk Assessment

**Protocol:Talk** - Phone based service providing practical advice on distributors world wide to enhance credit risk assessments.

**Protocol:Report** - Multi-source statistical data as to the payment performance and track-records for distributors world wide.

Remuneration is dependent on services required and quoted on a case-by-case basis.

For further information, please contact:

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