

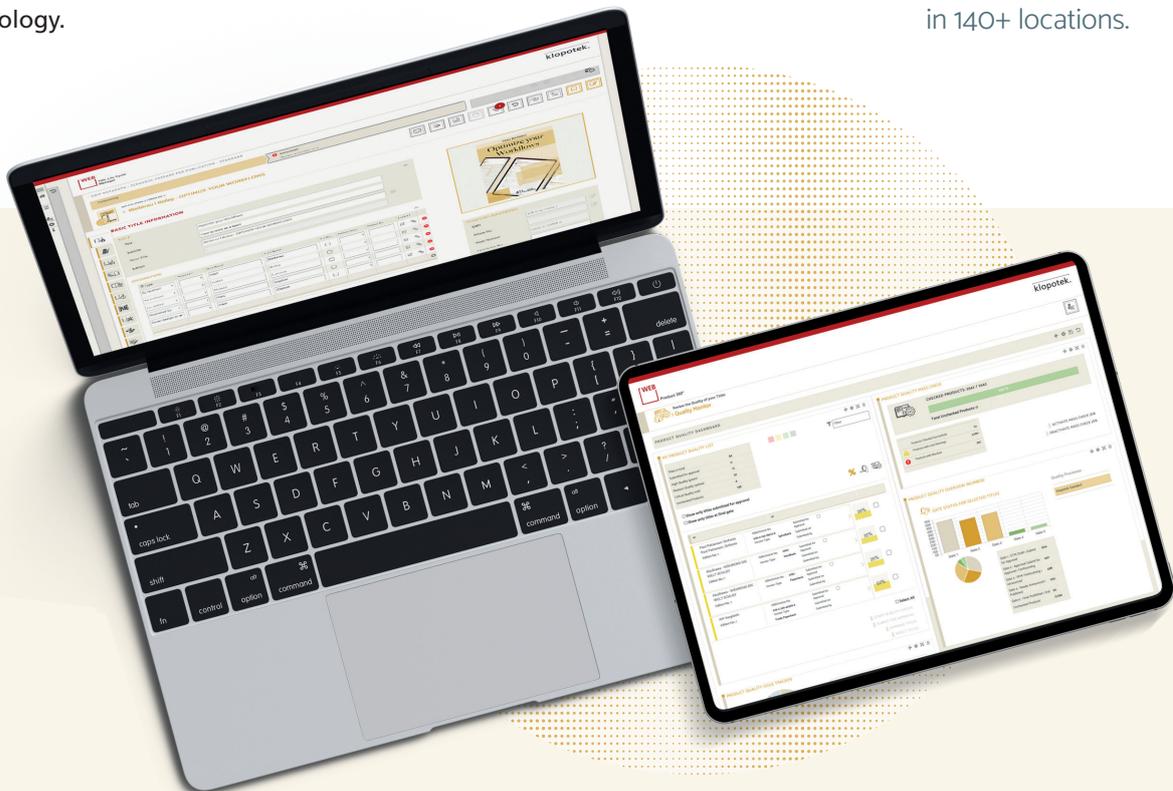
# KLOPOTEK – THE BRAND FOR PUBLISHING

## Smart software that guides through publishing processes

Klopotek software has been specifically designed for the publishing industry: unlike customized versions of generic ERP solutions, it has been built to meet the unique needs of this industry and combines detailed and specialized knowledge in this area with a passion for modern technology.

Klopotek supports the entire value chain for print and digital publishing and is suitable for large multi-national publishing groups as well as small and mid-sized publishers. Our software is available on premise or in the Klopotek Cloud.

We contribute to the success of more than 400 publishers with more than 3,000 imprints, with over 24,800 users, in 140+ locations.



## Experience you can rely on: professionals with a mind set to be innovators

Founded in 1992, the software company Klopotek is synonymous with standardized software in the publishing industry. We offer publishing solutions for Title Management, Editorial, and Production, as well as Contracts, Rights and Royalties, O2C, and CRM with our cloud-based STREAM web apps.

STREAM is Klopotek's platform for user interaction across computers and portable devices. Focused on supporting key business processes in a smart and simple way, Klopotek STREAM provides an excellent user experience (UX). Complete essential business tasks wherever you are, whenever you're connected to the internet and enjoy an interactive user experience guiding you through an easy-to-use and harmonized workflow of all of your publishing tasks.

Our central, multiple business process-specific web apps provide complete 360° views on the information in the key areas of publishing you deal with every day. The 360° view apps come with a blazing-fast search functionality and are the perfect entry points for managing and modifying data.

Software that is truly suitable for being used on a global scale

Multi-country, multi-company, multi-tenant, multi-language, multi-currency: our software is fit for global use – Klopotek provides serious workflow improvements and efficiencies to multi-national organizations. Your system can be used concurrently in different locations and in different languages for the user and the recipient, although the same metadata is being worked on.

With Klopotek's Global Sales System, you can sell your products from multiple locations around the world – one-off or subscription, physical or digital products.

For each legal entity, the Global Sales System automatically takes into account the specifics of business in the relevant country, correctly determining the local currency and tax system.

Partners of the publishing world

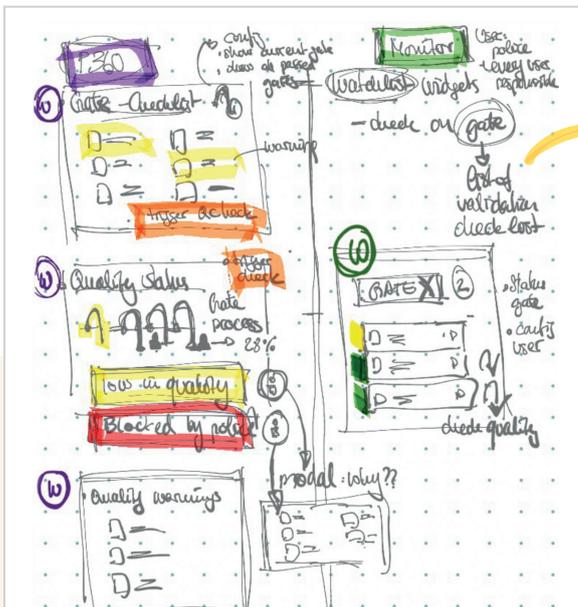
A key strategic importance for Klopotek is the philosophy of working together with publishers to ensure that our software solutions meet the expectations of our customers, with the result that we establish, build and maintain close

business relationships so that our software solutions are able to ensure that publishers who select us have the best strategic commercial advantages in their ever changing business models.

Klopotek as a provider of various premium services

The scope of services provided to our customers via various channels ranges from professional and technical support to implementing Business Intelligence solutions and assisting with optimizing specific publishing-related processes.

Klopotek supports the entire value chain for print and digital publishing and is suitable for large multi-national publishing groups as well as small and mid-sized publishers.



I have been extremely impressed from day one with an ever-increasing appreciation of the planning and development that went into making STREAM a reality. The GUI is clean and quick; the development is 100% user-based with the goal of ease of searching, reviewing, and updating.

Gregory Miller, Business Systems Manager, Moody Publishers

PUBLISHING PROCESSES ●●●●●  
●●●●● MADE EASY

Klopotek STREAM

More than 400 publishers rely on Klopotek software to help them manage their business and achieve their goals – all over the world.



Managed Services: services & assistance tailored to your individual needs

'Managed Services' is responsible for fulfilling our service contracts. When creating these agreements, we think about:

What is the best protection plan for the customer?

What are the specific needs?

Does the customer have many and demanding requirements, or is support at a lower level, and less frequently, sufficient?

There is a large number of options to ensure that our customers get support tailored to their individual needs, e.g:

- **Customer Care:** Provides helpful information, determines causes of issues
- **Technical Application Management:** Upgrades your system to new versions of the Klopotek software
- **Functional Application Management:** Plans upgrades complementary to the Technical Application Management services
- **Technical Management:** Ensures the robustness of your solution with technical knowledge & expertise

Global Project Services: over 30 years' experience combined with a passion for publishing technology

Klopotek advises companies on strategies to optimize their workflows. Our software is based on publishing industry best practices developed from years of experience analyzing business processes and cooperating with publishers.

Our 'Global Project Services' teams are recognized across the industry for completing implementation projects on time and on budget.

- **Implementation Projects:** we set up the Klopotek System to be used at your offices
- **STREAM Development Projects:** we create new cloud-based applications covering your processes

## STREAM apps have been designed to support your individual business processes



### Product Dashboard Apps

As your basic master information and control center, our dashboard apps provide a complete 360° view on all product information to the various functional types of users in your organization with a fully configurable, widget-based dashboard. It also provides seamless and fast jump-out functionality to other applications.



### Project Management

Your sophisticated project schedules for bringing titles to market, including dependencies, are all done, but now priorities have changed, and important employees will not be available for a while – how to shift tasks? Or the management has just decided, in order to cut costs, that product deliveries will, from now on, only be done once a week, or purchases from suppliers only once a month – how does this affect your planning? With our apps, be flexible while ensuring project success.



### Contract Management

Reaching agreements with authors, including creating transparent contracts and making payments exactly adhering to these agreements, is a critical element of the publishing business. Is your solution fit for this? Or do you often have to search for contracts and check the details, or is processing royalty statements a lengthy process and prone to errors (your authors will complain about)? Reliable contract management is easy with Klopotek STREAM.



### Metadata Management Apps

You know about the importance of providing high-quality metadata to various players in our industry, but the processes you have in place to achieve this are complex and difficult to get organized and completed? Rely on our various apps for handling specific tasks.



### Production Management

In production, bringing your titles to market on time requires that many of your suppliers' products are delivered early enough. Will everything arrive within the right time frame? Do you have to react quickly to delivery or shipping problems? Do you need to switch vendors or ask for cooperation? And can your suppliers contact you easily, pointing to the right order they need to talk to you about? STREAM apps will help you to achieve a faster time to market of your products.



### Royalty Accounting

Specially designed to provide comprehensive royalty account information, royalty managers and publishing team members, business analysts and rights accountants can access all relevant information at one glance using our apps.

To manage decentralized companies, you need the right people to take responsibilities and central systems: solutions to provide flexibility for individual process modelling without interfering with central requirements. We look forward to additional extensions, including implementing the Product Quality Manager – an app that will automatically check the quality of our metadata.”



## Author Management

Mutually beneficial relationships with your authors are probably the most essential part of publishing: building, sustaining and improving these relationships. Can your software efficiently support you in this? Are you able to quickly provide accurate royalty information? Are your statements clear and without errors? Manage your relationships with royalty recipients and agencies the smart way.



## Rights Sales Solution

Marketing and selling rights is a critical business for many publishers. To run their business in the most efficient way, rights managers require a clear overview of which rights have been acquired from an author, and which rights remain available to sell. Rely on software as a guide, making your rights business more successful.



## CRM

Of course, you know about the relevance of employing powerful CRM software, about the need to be able to learn from your customers and to understand the (changing) interests and expectations of your various target groups, so you'll be able to create products that are even better tailored to their needs.

Klopotek's CRM Solution is a seamless integration of our own web apps and leading solutions that are established on the market, tailored to our industry (while there are no dependencies and solutions of third-party suppliers can be switched).



## O2C (Order to Cash) App

Constantly improving your order-to-cash, making processes around fulfillment and distribution smoother, is vital to your core business. Klopotek O2C (Order to Cash) integrates all the business models employed by publishers of journals and specialist information. With O2C, you acquire a system for every manner of sales activity.



## Reporting & BI

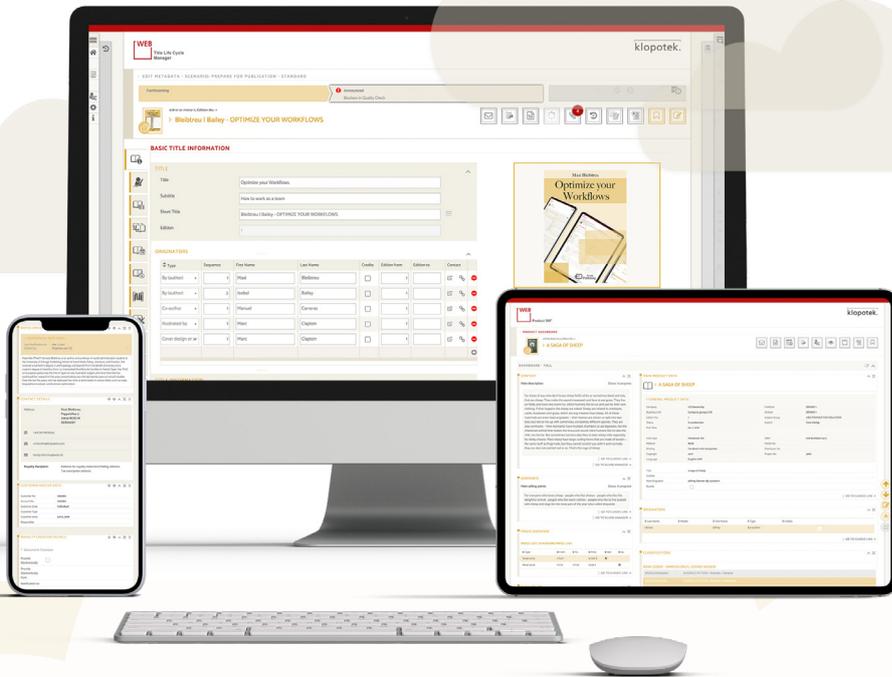
Unlock the analytical and strategic potential of the data you manage. Klopotek Analytics is a comprehensive reporting and analytics solution that specifically addresses the reporting and business intelligence needs of publishers. The solution is built on Pentaho, a leading business intelligence and data integration platform.



The leading publishing solution  
is now available in the Klopotek Cloud

**Klopotek** CLOUD

Use a slick, smart, pre-configured system in the Cloud at genuine low cost. Easy to work with. Proven & reliable. Available 24/7. Unrivaled by any other vendor.



### GET A FREE 4-WEEK TRIAL PERIOD:

One of our specialists will assist you every step of the way



Watch training sessions online to understand all procedures in detail



Test the system and navigation features



Join a Q&A session for more detailed discussion every Friday for 4 weeks



Join the Klopotek Cloud community to exchange knowledge and share experiences with other users

How STREAM works is so consistent across all the applications. You just have to start working with it, spend a little bit of time to understand how it works, step one, step two, step three, ... and it's a breeze.

Gregory Miller, Business Systems Manager, Moody Publishers

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