



Company Profile



Overview

Music Reports, Inc. (MRI), located in Woodland Hills, CA, is the leading provider of music rights administration services to television and radio broadcasters, digital music services, wireless carriers and aggregators, background music services, record labels, and other media companies.

MRI offers a full spectrum of services that includes strategic license consultation, copyright research, license negotiation, sales data consolidation, music use reporting, royalty accounting and royalty settlement. The company has developed proprietary databases, software and systems that facilitate accuracy, transparency and accountability for all aspects of rights and royalty administration.

MRI is one of the most innovative and accomplished rights organizations in the entertainment industry. The company has pioneered alternatives to traditional licensing practices and has automated numerous licensing and back office functions. Founded in 1995, MRI's co-founders and three key executives have in excess of 100 years' experience in rights licensing, administration and application/database development. Today, with over 70 employees, MRI is a rapidly growing service provider in the vibrant new media space.

MRI is a portfolio company of ABRY partners, one of the most experienced and successful media-focused private equity investment firms in North America.



TELEVISION MUSIC LICENSE COMMITTEE



MediaFLO™

HEARST-ARGYLE
television inc





Current Business Environment

The marketplace for music rights is undergoing fundamental changes. Compact discs and other physical products are rapidly being replaced by a myriad of digital offerings. Consumers are demanding immediate access to millions of songs through Internet service providers, satellite services and wireless carriers. Digital music distributors must be able to license millions of songs and account to numerous participants for music usage in a transparent and timely manner. As a result, licensing and royalty accounting practices require greater granularity, scalability and transparency than ever before. Traditional music industry business practices and systems are ill-equipped to deal with these changes. MRI is the only company with the legal and technical expertise, business experience, databases and data processing infrastructure necessary to address this rapidly evolving marketplace for music rights.

Songdex

Over the past 20 years MRI has compiled the world's largest independent database of music copyright and related business information. SONGDEX™ contains detailed information about millions of songs and recordings and is used in a wide variety of business applications. SONGDEX™, combined with MRI's technical infrastructure, enables licensing and royalty processing at a scale never before seen in the entertainment industry.

Music copyright and related business information is constantly changing due to a dynamic secondary market for music rights and an evolving business environment for rights transactions. Verifiable copyright information is a core-operating requirement for any organization engaged in music reproduction, distribution or broadcast.



warner | music | group





Through the thousands of business transactions that the company is engaged in everyday, MRI continuously amends, updates and verifies the information contained in SONGDEX™. MRI's close association with music publishers, record labels, performing rights organizations (ASCAP, BMI and SESAC) and other rights administrators helps to ensure that SONGDEX™ contains the most current and reliable music rights information available in the marketplace.

SONGDEX™ also contains one of the largest databases of music cue sheets in the United States. Music cue sheets are documents that detail music use and ownership information in specific episodes of television programs and are a road map for all music royalty accounting payments in the television industry.

Client Case Studies

- MRI is the largest administrator of ASCAP, BMI, and SESAC Per Program licenses for local television stations in the United States, including stations owned by the major broadcast networks (i.e., ABC, NBC and CBS). MRI has developed proprietary systems to collect and process station program schedules and revenues as well as automate the entire process of report preparation, submission, adjustment and dispute resolution with ASCAP, BMI and SESAC.
- MRI provides music rights clearance, licensing and royalty accounting activities for leading digital and background music services including MediaNet Digital, Slacker, DMX and Ecast.
- MRI consolidates sales data, tracks revenue, and administers third party participations for Walt Disney Internet Group for its catalog of mobile content, including music as well as non-musical content such as games, images, and video.





- MRI manages music rights clearance, licensing and royalty accounting activities for cable companies and consumer products companies such as QVC, HSN and American Greetings.
- MRI provides copyright research and royalty distribution services to major U.S. record labels including Warner Music Group.
- MRI administers highly technical compulsory music licenses, on an automated basis, for leading ringtone providers such as Funmobility (formerly Infospace).
- MRI prepares ASCAP and BMI ringback tone music usage reports for Sprint and Verizon.
- MRI provides rightsholder market analyses for radio broadcasters including Clear Channel Communications.

