

## ► REALIZE ALL ROYALTIES DUE

Recover, increase and ensure royalties

Companies successfully maintain and enforce all client and customer licensing and royalty payment structures using License and Royalty Reviews. Companies effective in this area demonstrate the following initiatives:

- 1** Solidify current and future revenue streams
- 2** Ensure compliance with client agreements
- 3** Understand customer environment
- 4** Increase license structure awareness

## ► CAPTURE MORE REVENUE

Collect more benefits with better license management

PCG ensures our clients realize all revenue due without jeopardizing the customer relationship. We also enable the customer facing account team to further penetrate the account with added products and services.

- ✓ Uncover unreported license revenue
- ✓ Improve future revenue streams from true-up of licenses
- ✓ Customer understanding of license model and fee structure
- ✓ Ensure IP is secure and protected
- ✓ Focus on new sales instead of true-up of existing accounts
- ✓ Improved customer retention from better comprehension of license model

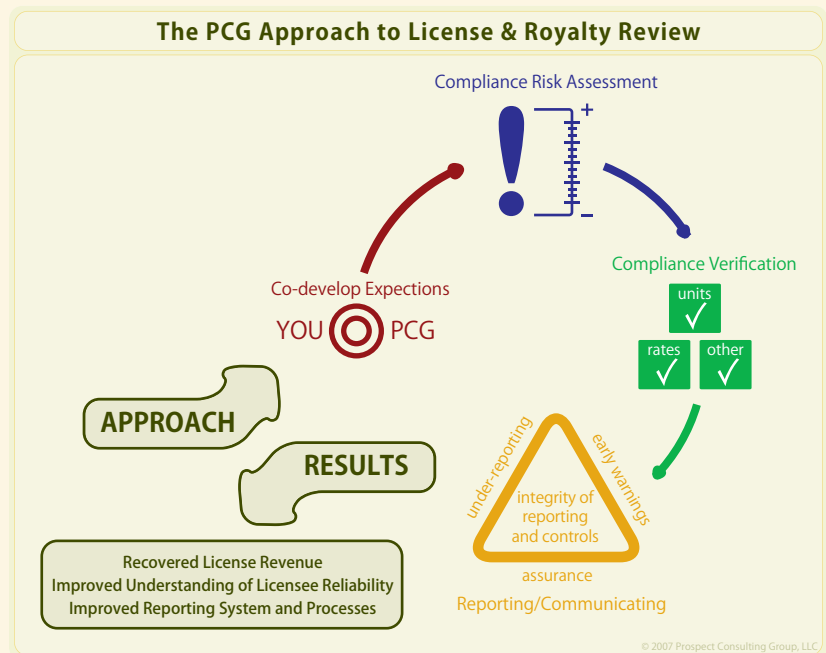
## ► TRUST OUR METHODOLOGY

Exploit and preserve all royalty recovery methods

PCG's approach involves working with the entire account team to help generate real results and strengthen the customer relationship. Our services range from implementing or analyzing a license management function to acting as an independent or co-sourced team who will carry out a program already in place.

Our thorough Approach includes:

- Licensing Methodology Assessment
- Review of install base and client sales transactions
- Contact customer to discuss review terms and gather data
- Detailed install base-to-license ownership comparison
- Analysis of customer's contract and EULA compliance
- Comprehensive reporting of differences found



**Our work has increased license royalties and maximized return on investment for our clients.  
Let us do the same for your company.**