



talentpay

PRODUCTION WORKING HAND IN HAND WITH **TALENTPAY**

Making life better for Producers
since 2002

As anyone who works in advertising knows, the job of processing performers is not simple.

That's why more agencies, production companies and clients have enlisted Talentpay to handle this time-consuming and often frustrating task on their behalf.

Because this is Talentpay's sole focus, we've become very good at it!

Imagine never having to prepare contracts, chase for signatures, gather personal performer data, financial information, or keep track of usage rights ever again.

Significantly, in virtually every case, once a new client engages with the team at Talentpay, they never go back to the old ways.



PUTTING TIME AND MONEY BACK IN YOUR HANDS

At the heart of Talentpay is a cloud-based, specialised technology platform. It provides a failsafe system that ensures every aspect of the performer handling process is managed and stored efficiently and securely.

As a result, the most immediate saving for producers is time. Talentpay handles all the issues around performer processing so producers can focus on clients and the creative process.

Additionally, in many cases, Talentpay has found that its method for negotiating contract extensions has saved clients in excess of 15%.

THE N^o1 PERFORMER PROCESSOR IN THE REGION



In Australia, Talentpay processes more than 70% of the performers who appear in advertisements and the percentage is rapidly growing in New Zealand.

We are a global organisation with offices in Singapore, Sydney, Melbourne and Auckland.

Talentpay works closely with industry stakeholders and government bodies, including the Inland Revenue Department, Association of New Zealand Advertisers (ANZA), The Comms Council, Ministry of Justice and local insurance companies.

Given the volume of performers we process each year, we are deemed experts in all areas of performer employment and negotiations.

Talentpay is well respected by and has close working relationships with the casting directors and performer agents.

WHAT ARE THE OVERALL BENEFITS?



A production partner with expertise in performer management and the regulatory requirements associated with performer processing;

- ✔ Talentpay takes on all obligations for performer payments, processing and contracts
- ✔ Talentpay handles performer administration and financial processing from start to finish
- ✔ Talentpay can facilitate police checks for pre- screening of performers for client protection
- ✔ Transparent, live budget reconciliations are provided for each job
- ✔ Standardised casting briefs and contracts can be provided for client control
- ✔ One invoice is supplied from Talentpay, as opposed to multiple supplier invoices from agents, performer, crew etc.
- ✔ Centralised usage rights database for campaign assets and performer data are accessible 24/7

PERFORMER PROCESSING

We take on the role of performer contractor and manage all contract and payment obligations on your behalf;

- ✔ Agency producers receive one invoice from Talentpay for all performer payments, as opposed to multiple agent invoices
- ✔ We facilitate PAYE tax withholding for independent performers' IRD compliance
- ✔ Talentpay collects performer data and ensures the secure retention of all records
- ✔ Live performer budget reconciliation is viewable online for the producer's budget management
- ✔ Talentpay ensures performer payment processing is compliant with IRD rulings and regulations concerning payments to performing artists and support staff
- ✔ Talentpay's dedicated finance team liaises with performers and their agents to tend to any finance queries

PERFORMER CONTRACTS



Streamlined, centralised database of all performer documentation and usage rights management.

- ✔ Talentpay prepares, exchanges and fully executes performer contracts with digital signatures at the click of a button
- ✔ Contract management includes celebrity, ambassador and influencer contracts and new media
- ✔ Performer head shots are included on contracts
- ✔ Talentpay undertakes the management of options, rollovers and new negotiations (contract addendums to the original contracts)
- ✔ Talentpay assists with upgrade identification when required
- ✔ Monthly rollover alerts are sent 3 months in advance to minimise contract breach issues
- ✔ Contract extensions are linked to the original job, providing a clear audit trail of contracts
- ✔ Talentpay is able to upload non-Talentpay contracts for centralised historical housing
- ✔ Talentpay can assist with pre casting brief development and negotiations

ROLLOVERS & OPTIONS

Dedicated staff members handle all contract extensions (options, rollovers for usage extensions and new negotiations)

- ✔ Talentpay facilitates fast turnaround quotes
- ✔ Detailed record keeping and audit trails of quotes avoids usage/contractual disputes
- ✔ One invoice to you, one PO back to Talentpay
- ✔ Talentpay's close working relationship with performer agents helps us secure a fair price on your behalf
- ✔ Talentpay facilitates dispute resolution of issues, including contract and out of usage breaches
- ✔ Contract extensions are all linked to the original job for full history and easy access by client
- ✔ Rollover reports are sent to clients monthly to minimise out of contract breaches
- ✔ Negotiations and processing of voiceovers, music and photography rights if required



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