Airsales-BMS-Promo

An Integrated Scheduling System



What is a Scheduling System



Programs Management (Purchased or produced by the station)

Program Management

Series Management

Licensing Rights

Payment





All these events make up the playlist. Following playout, As-Run Logs are created for invoicing and Content Rights Management.

Etere Vision

- Etere manages the scheduling with a real ERP approach
- A centralized database
- No import, export, or consolidation
- Linear and always consistent
- Saves time and more cost-efficient



Advantages

- Stay connected in distributed work environments
- Very fast connection
- Live updates
- More accurate
- Deliver content to market faster
- Improve operational efficiency



Airsales

Advertising Management



Maximize your revenue

The main Goal of an air sales system is to maximise your revenues

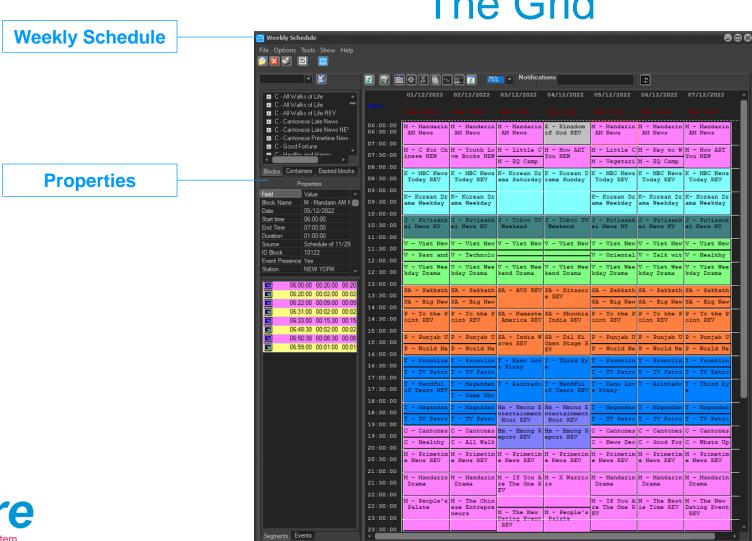
Planning your grid

Assign budgets to every cluster

Control if you reach the scope of cluster



The Grid





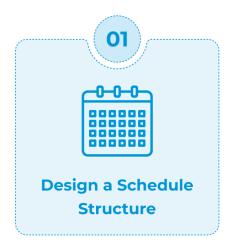
What is The Grid

- It's the basic structure where the transmission list is composed
- Guides the Sales and Schedulers team in their operation
- Guides programs and promos
- Flexible structure that can be changed anytime



Airsales Grid Preparation







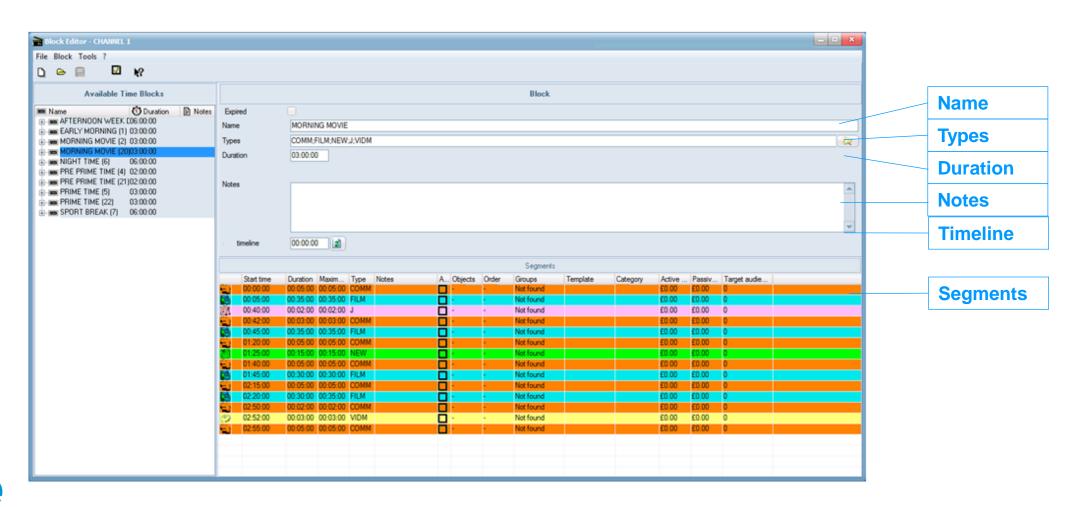






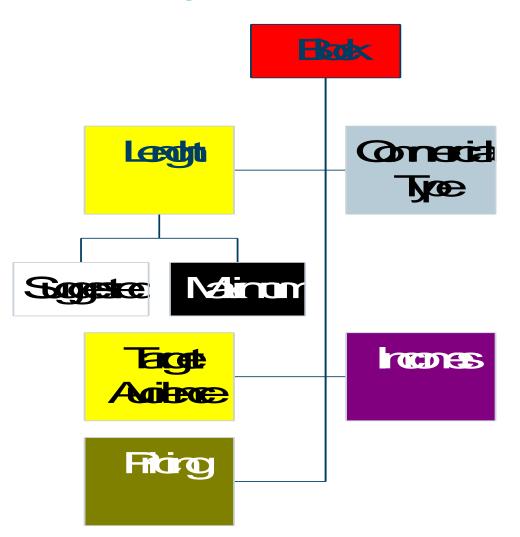


Grid Block





Grid Segment Properties

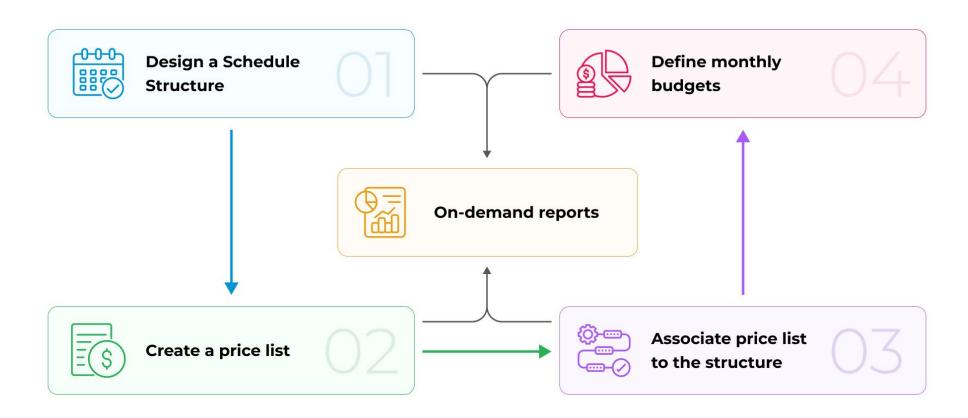




Pricing

PRICE MANAGEMENT







Price List

- Price lists can have a limited validity period
- Each customer group has its own coloured price list
- A single block can have different prices according to different scheduling rules as:
 - Prime time
 - Daily rotation



Price List

Description

From date/ To date

Notes

Default price colour

Line description

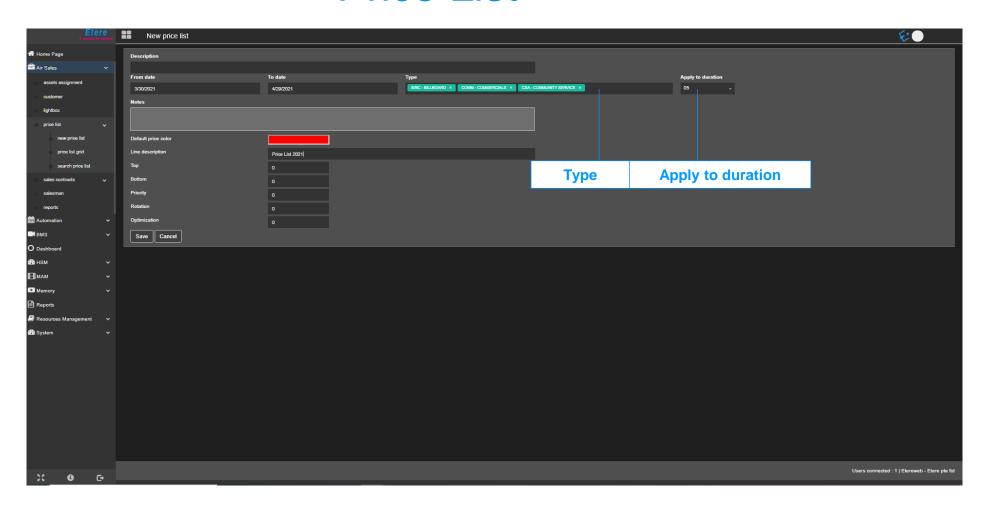
Top

Bottom

Priority

Rotation

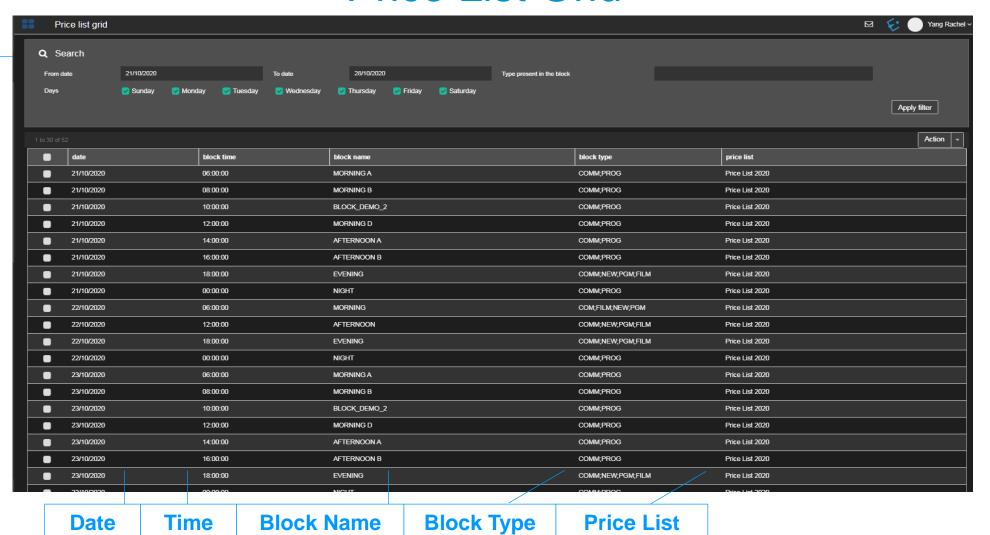
Optimization





Price List Grid

Search





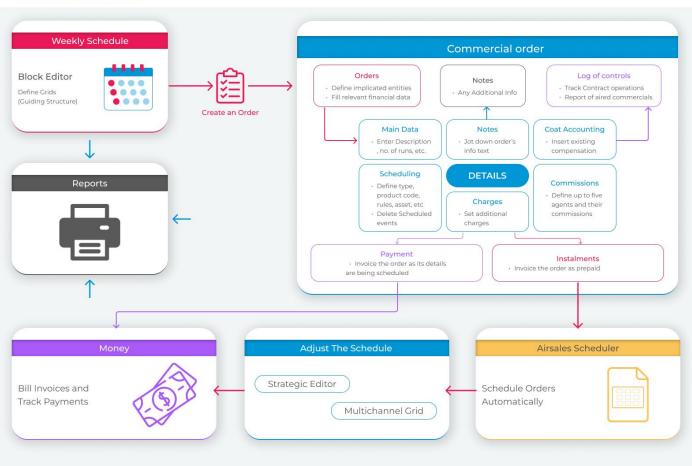
Orders



Schedule Orders

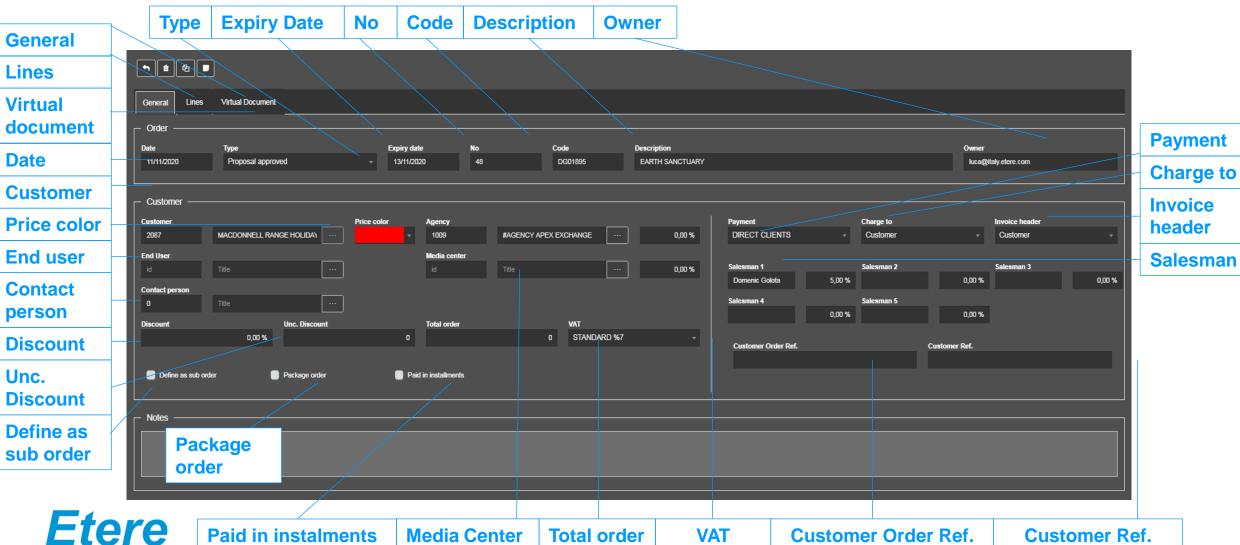
COMMERCIAL ORDERS MANAGEMENT





- Airsales carries out the entire planning of commercial activity
- Ensures that commercial orders are professionally generated and efficiently managed
- Optimises operational productivity and air-time planning

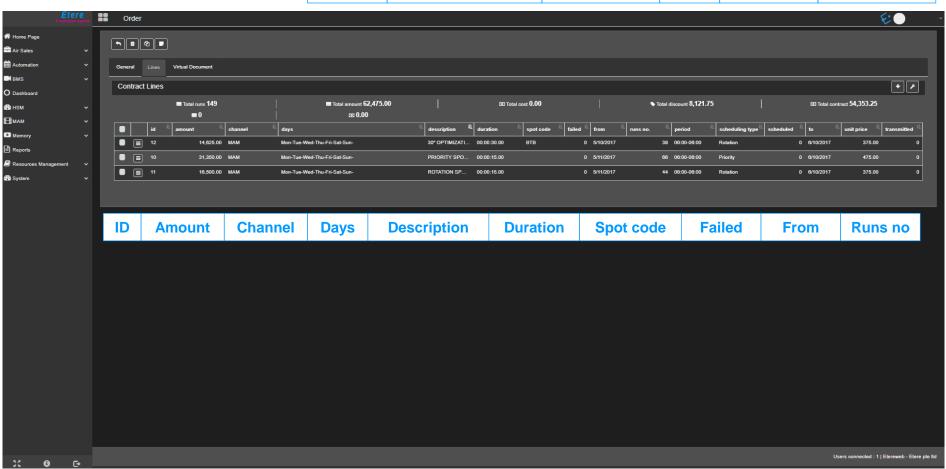
Contract



a consistent system

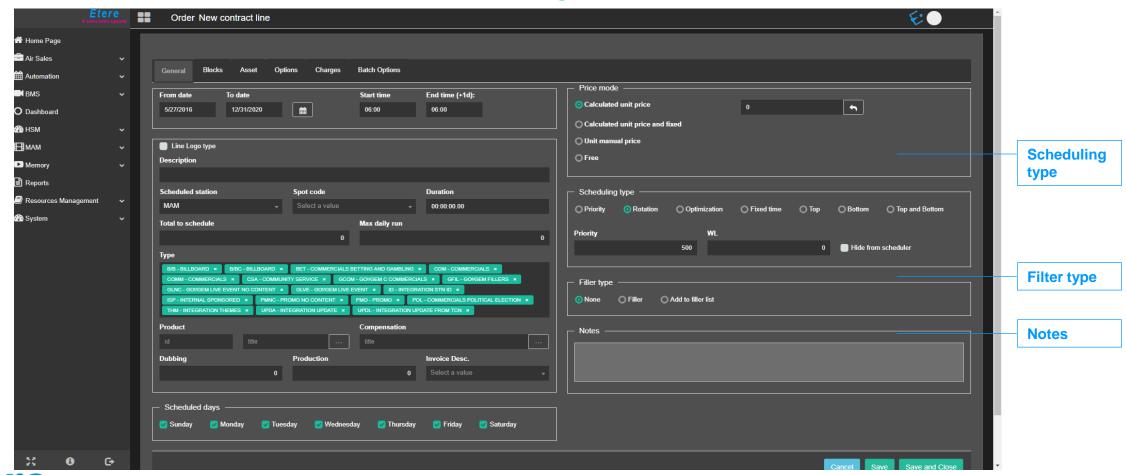
Contract - Lines

Period Scheduling Type Scheduled To Unit Price Transmitted



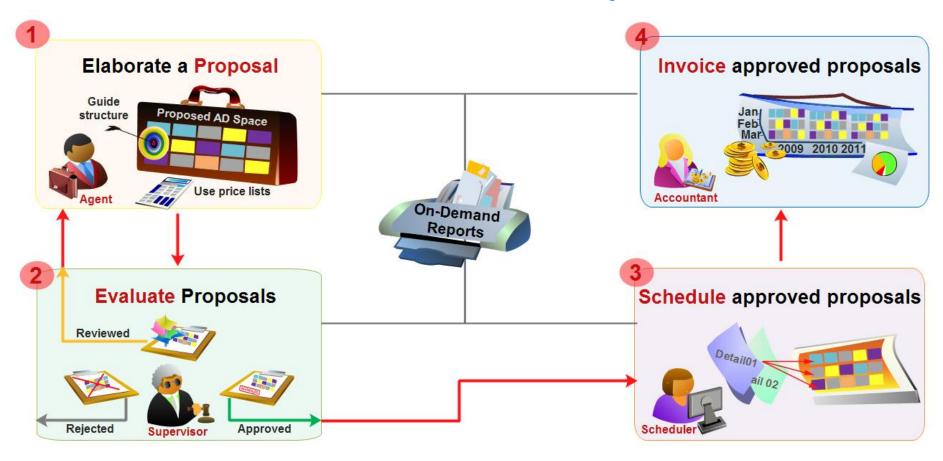


Block Assignment





Contracts and Proposals





Contracts

- Scheduled events are managed via workflow
- Automatic pricing via schedule structure
- Different tools for supervisors and Salesmen including individual GUI
- Structure-guided elaboration of advertising sales proposals
- Automatic pricing according to schedule structure

Real-time statuses including:

- Running
- To be approved
- Approved
- Rejected



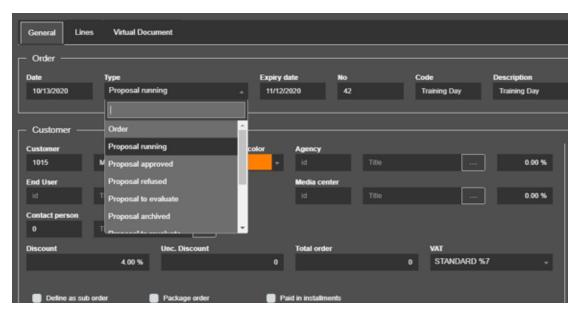
Easy Approval Tools

- Automatic approval controls
- Is the proposal connected to the correct price for that block?
- What is written on the notes of that price list?
- Is the amount correct?
- Are there any extra discounts?
- Is the customer default colour code the same as the price list's? If it's different, how much is the difference?
- View the customer's history over the last XX years, including total purchased, discounts, and colour applied
- Access Salesman's history over the last XX years, including total purchased and discounts applied



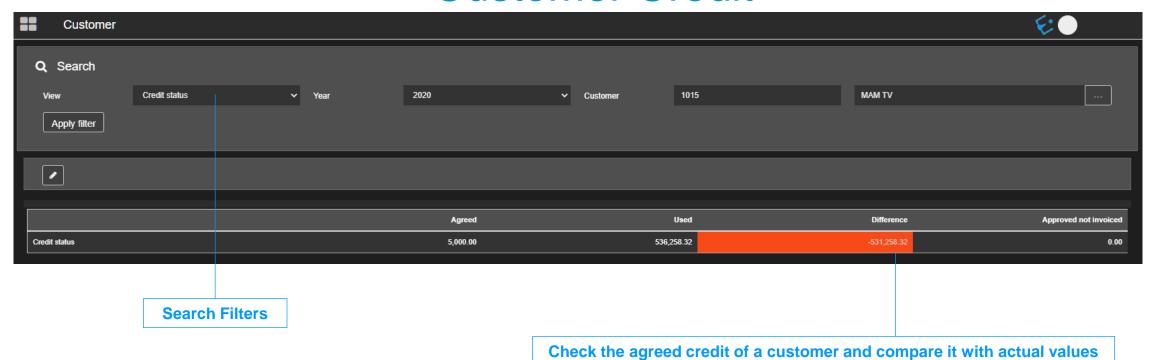
Approved Proposal

- Quick tools to accept or reject proposals
- An automatic tool checks if there are any discrepancies in the proposal
- Approved proposals are ready to be scheduled by the assigned operator





Customer Credit



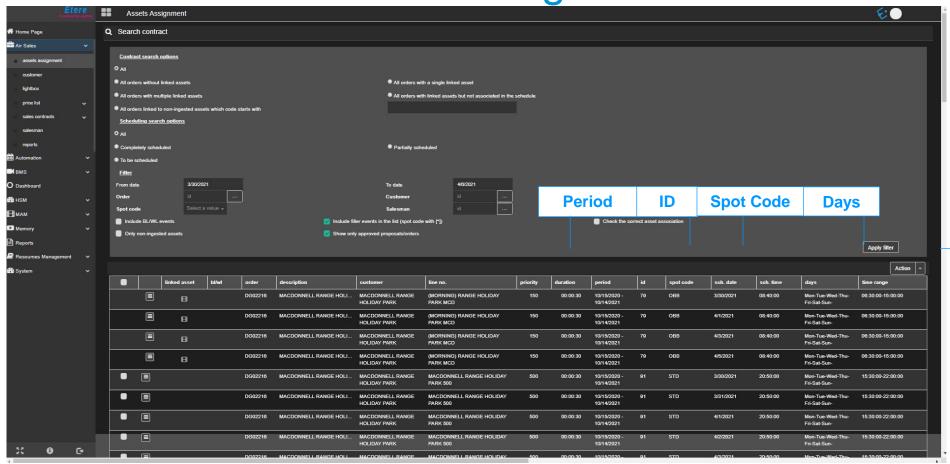


Sales and Asset

- Sales can create the future asset
- Sales can fill asset with metadata
- Sales can select if asset will arrive as:
 - Etere Tapeless Reception
 - Tape
 - Dubsat
 - Adstream
- Multiple asset can be assigned in one contract for asset rotation



Asset Assignment

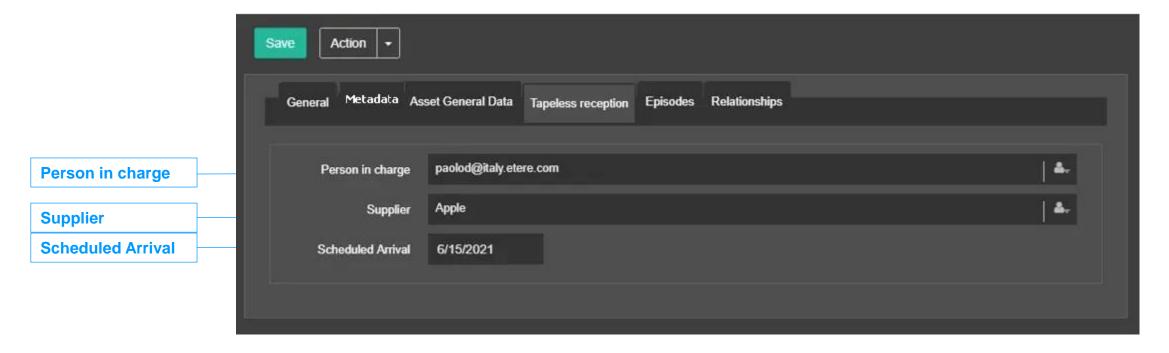


Time Range



Linked asset BL/WL Order Description Customer Line no Priority Duration Sch. Date Sch. Time

Tapeless Reception

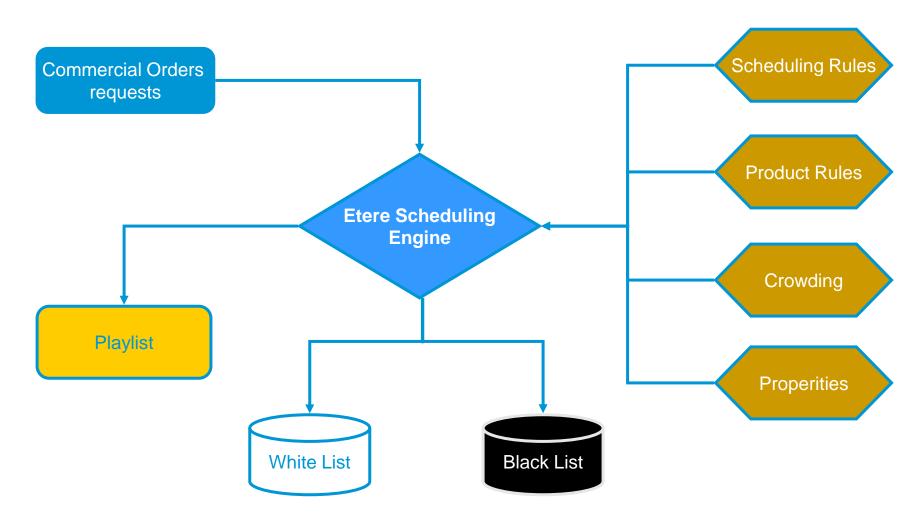




Airsales Scheduling

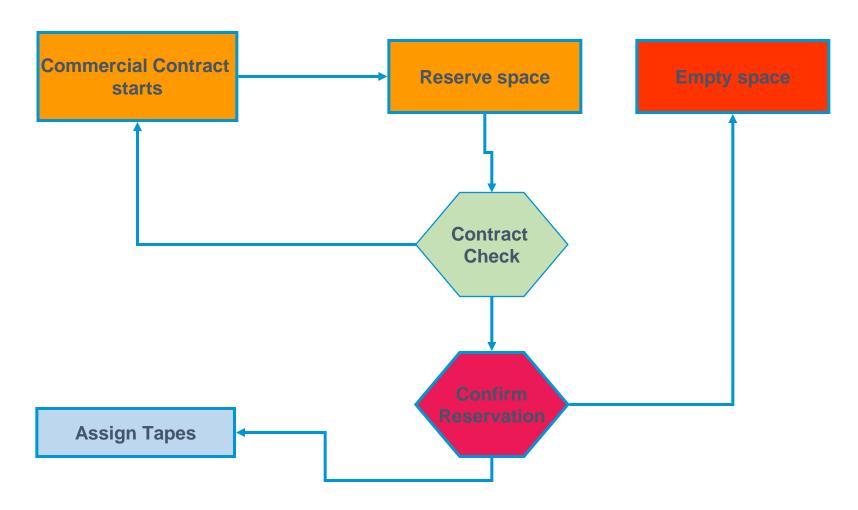


Airsales Scheduling Engine





Reservation Workflow



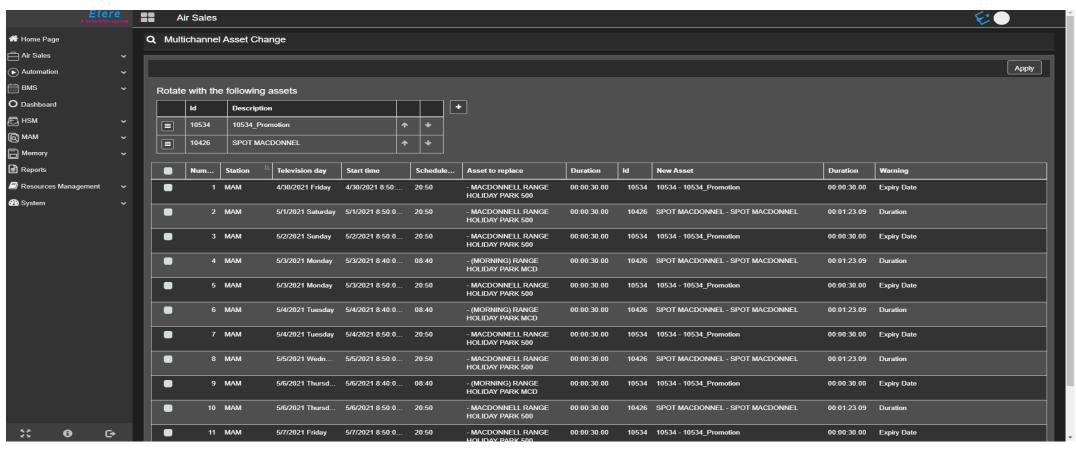


Scheduling

- Etere schedules Commercial Contracts NOT videos
- This approach mixes the requirements of both the Air sales and Automation department
- One or more videos can be linked to a Commercial Contract
- A GUI with video rotation allows an easy multichannel change



Asset Rotation





Station Television Day Start time Schedule Asset to Replace Duration ID New Asset Duration Warning

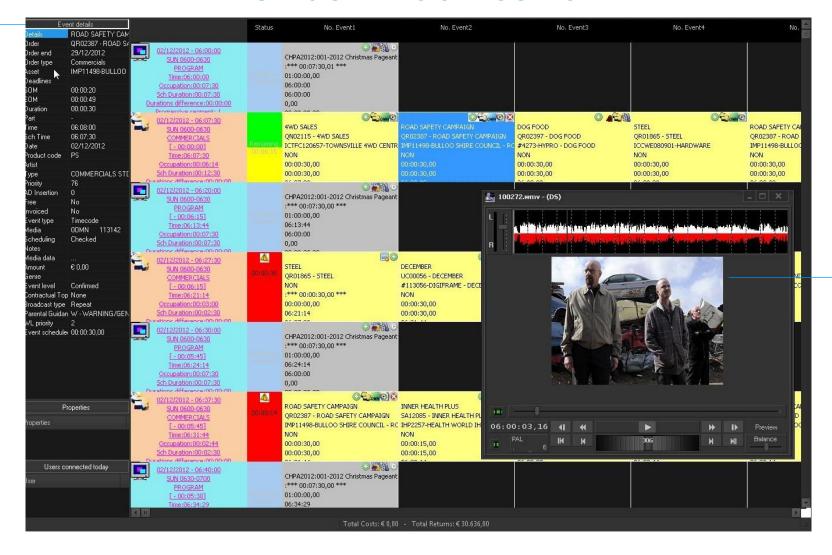
Schedule Adjustments

- Final adjustments are made on the Air sales Daily Schedule
- Make last-minute changes on the Air sales Daily Schedule
- All programs can also be managed from the Air sales Daily Schedule



Manual Modification

Event Details



Low-Res Preview



View Cluster Content

Index

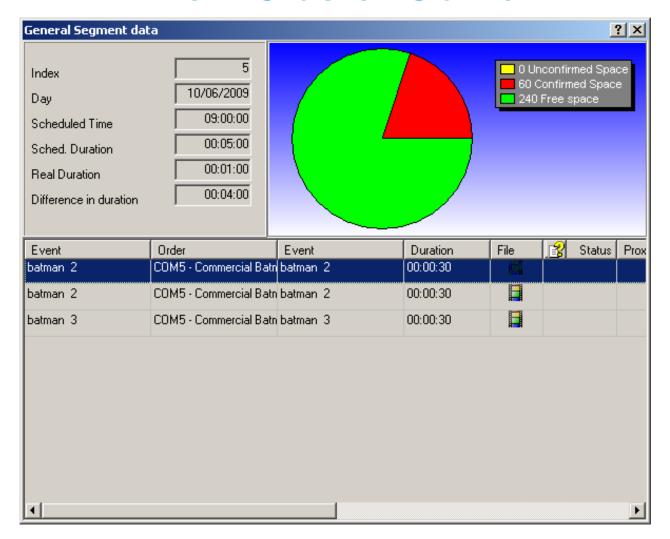
Day

Scheduled Time

Scheduled Duration

Real Duration

Difference in Duration





Operation Tracking

- All Air Sales operations are tracked and recorded
- Generate a certified log containing all data to go back to the originator of the changes
- Each change can also have a document attached to it to show that it is the same as the customer's request



Reports



Cue sheet

Devices space per user

Devices used space

Document list

File status

Loudness

Media data

Media library logs

Missing materials

Promo Log sheet

Relationships

Resource manager logs report

Standard

Station ID log sheet

Storage days

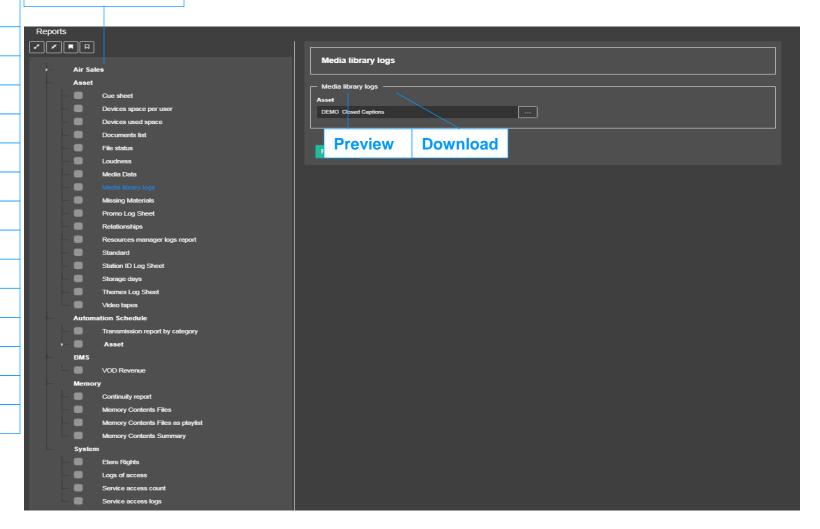
Themes log sheet

Video tapes



Wide Range of Reports

Add to favourites



Custom Report

- Etere uses Microsoft reports
- It includes a free editor to write your reports
- Each report can be inserted in the same GUI as the standard one



Document Management

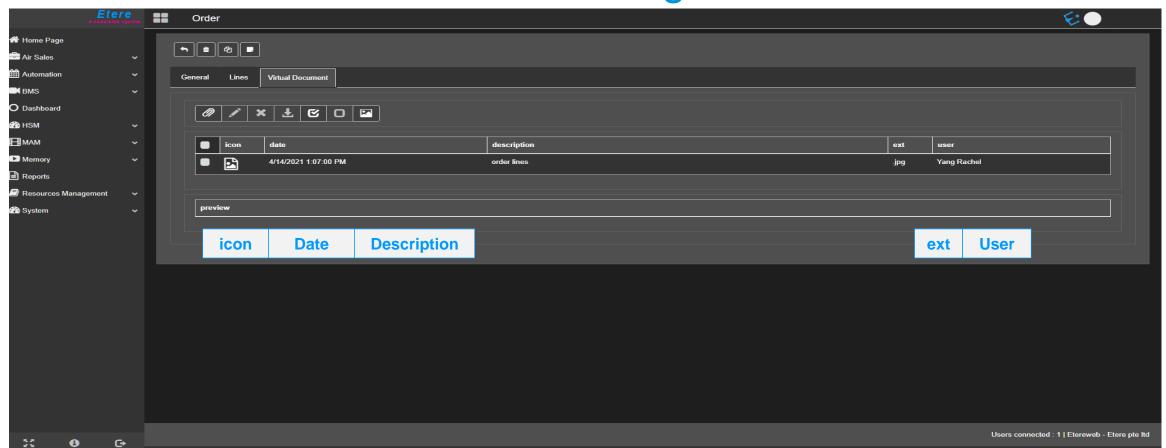


Document Management

- Highly efficient tool for a paperless operation
- Ability to store documents in any format
- Minimizes space wastage by creating links to the documents required
- Integrated scanner interface
- OCR integration



Document Management

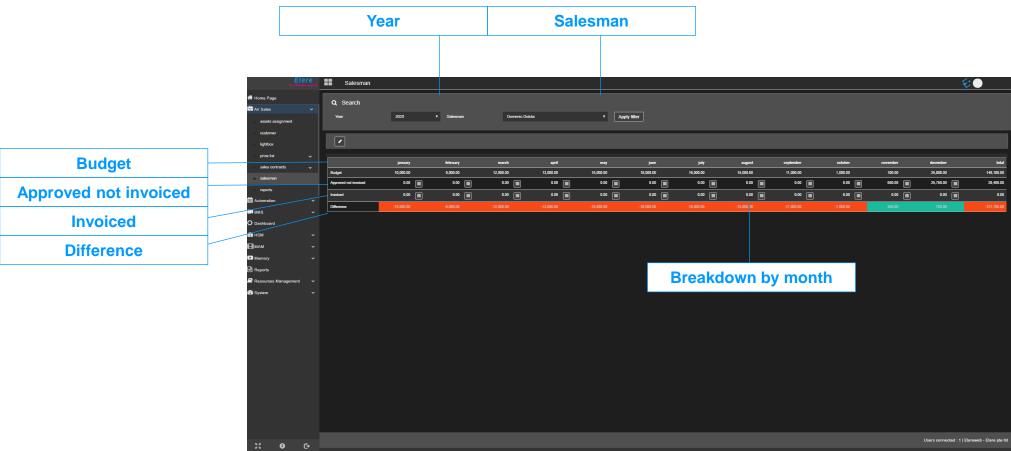




Salesmen Management

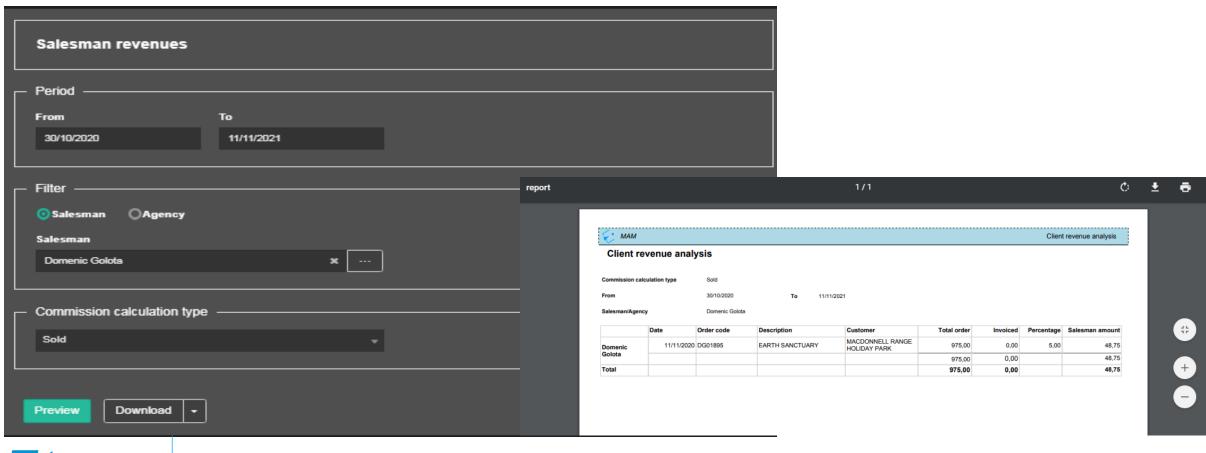


Salesmen





Salesmen Revenue





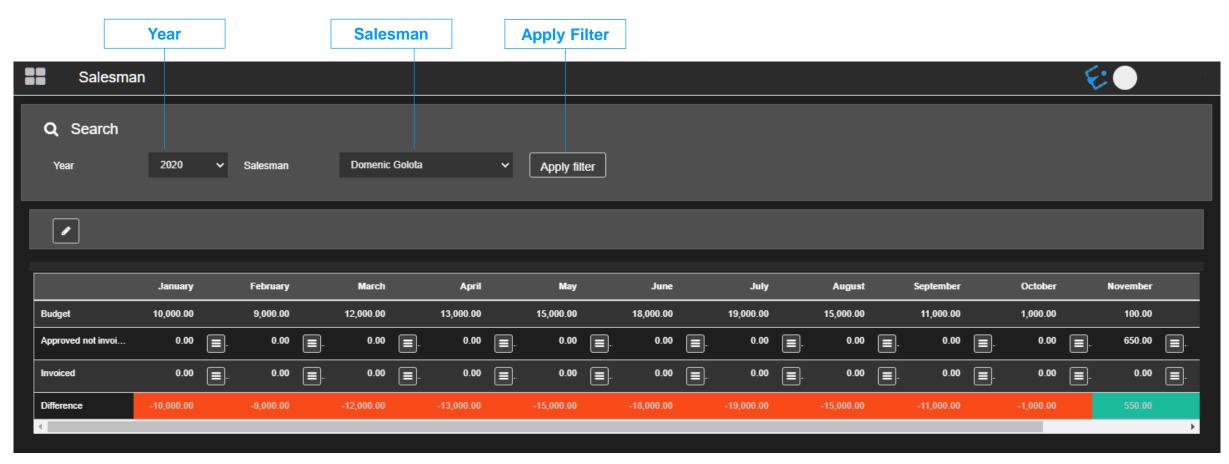
Download/Preview Report

Salesmen

- Accounting tracks the Salesmen's commission
- Commissions can be paid in advance
- Instant check of commission balance
- Instant comparison with budget
- Instant view o Salesman performance

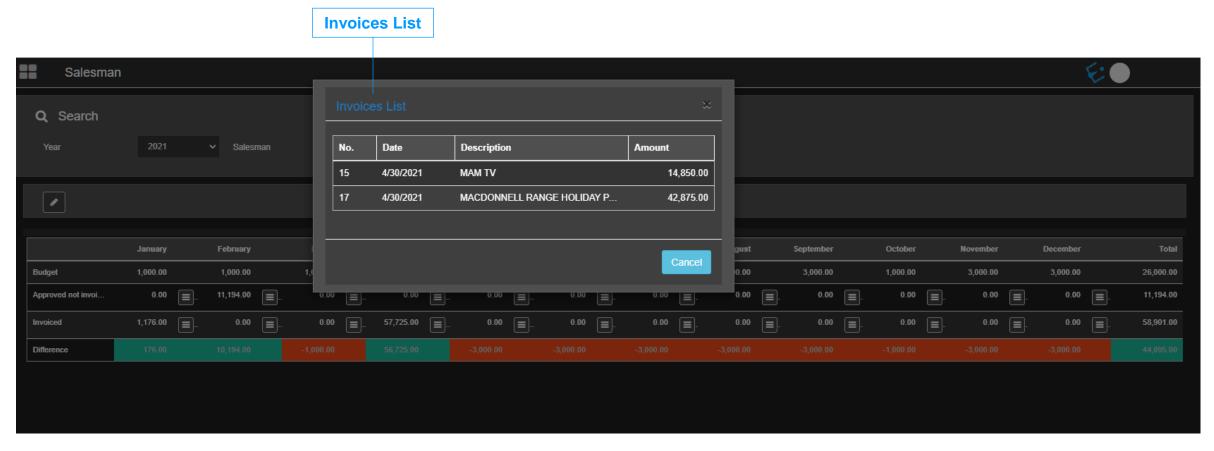


Salesman Performance



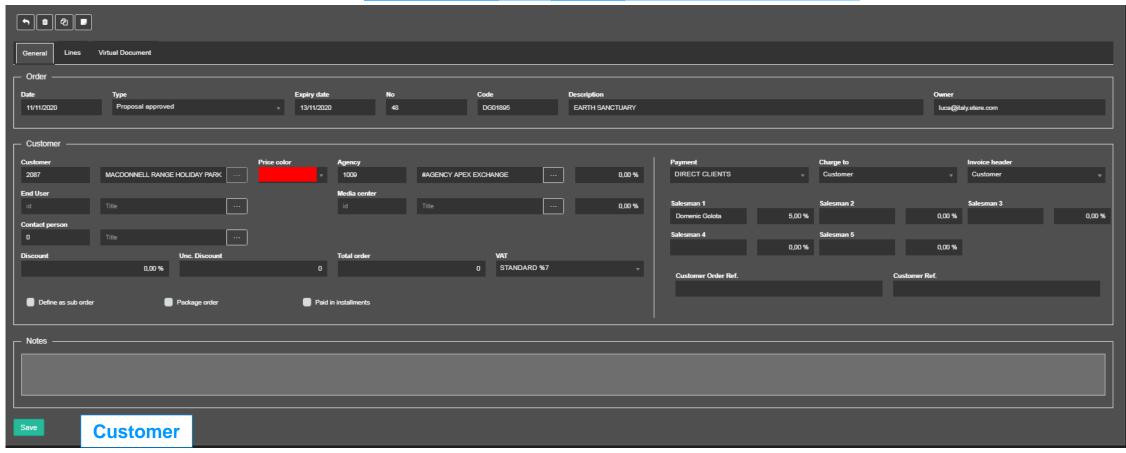


Detailed Salesman Performance





Salesman Commission



Payment

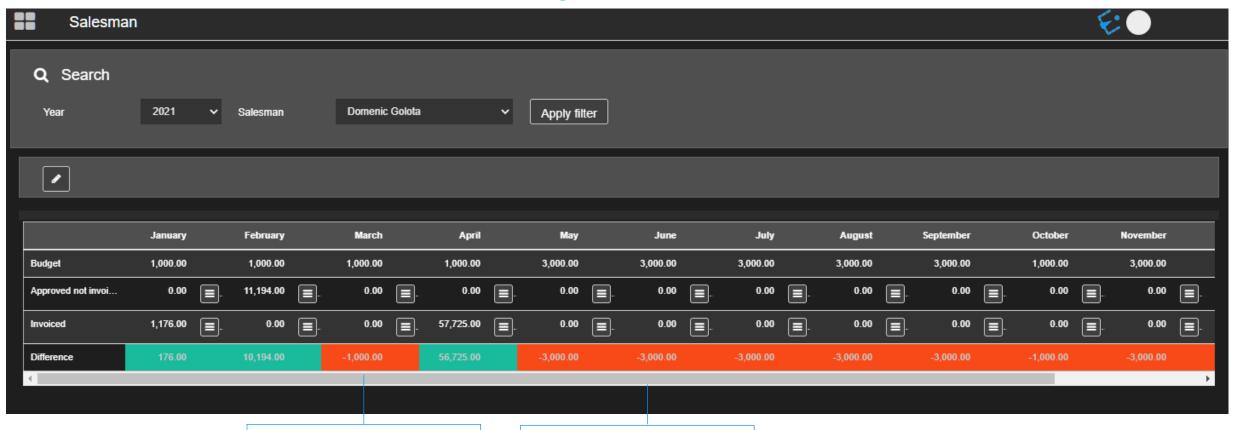
Invoice Header

Charge to



Discount Price color Total order Agency VAT Salesman Customer Order Ref

Budget Balance

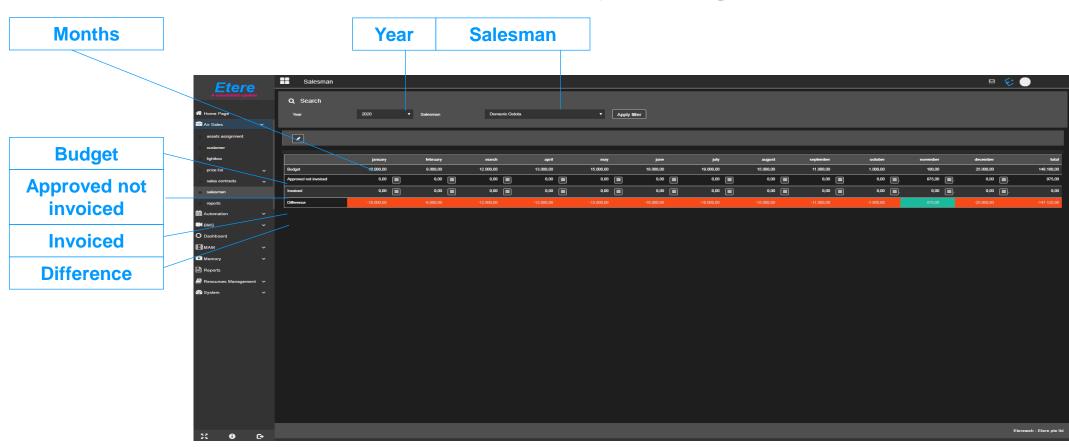




Compare assigned budgets with current budgets

Positive Balance are green Negative balances are red

Monthly Budget





One Touch Historical Data

- Customer history on the last xx years, including total purchased and discount applied and colour applied
- My status and budget
- Graphical and standard budget with historical data
- All the proposal per customer including the archived one
- Top ups detail
- Payment delays detail



Invoicing

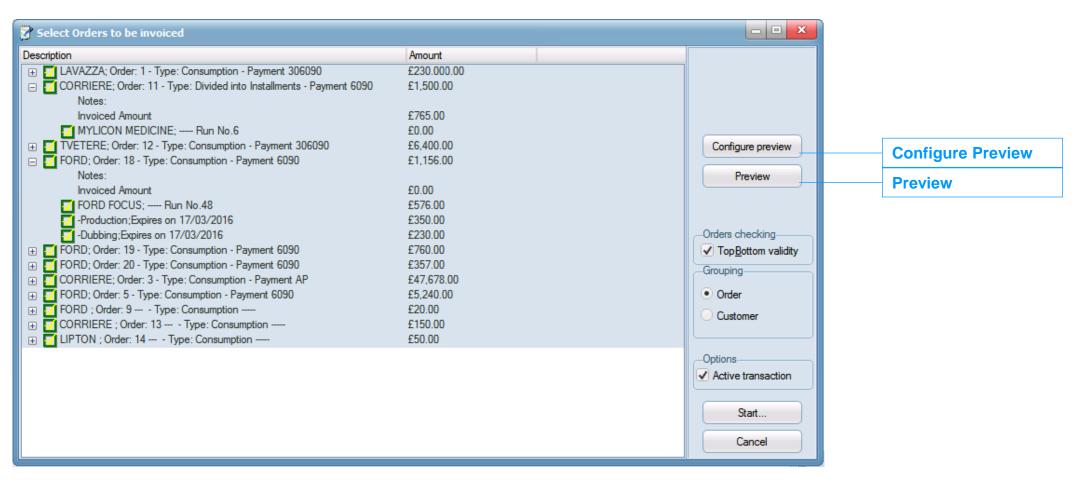


Etere Invoicing

- Invoicing is part of the Air Sales system
- Invoices include several types of charges such as dubbing, commercial production, editing
- Different modes to invoice agency commissions
 - Agency commission detracted from the invoice
 - Net invoice
 - Rebate after invoice

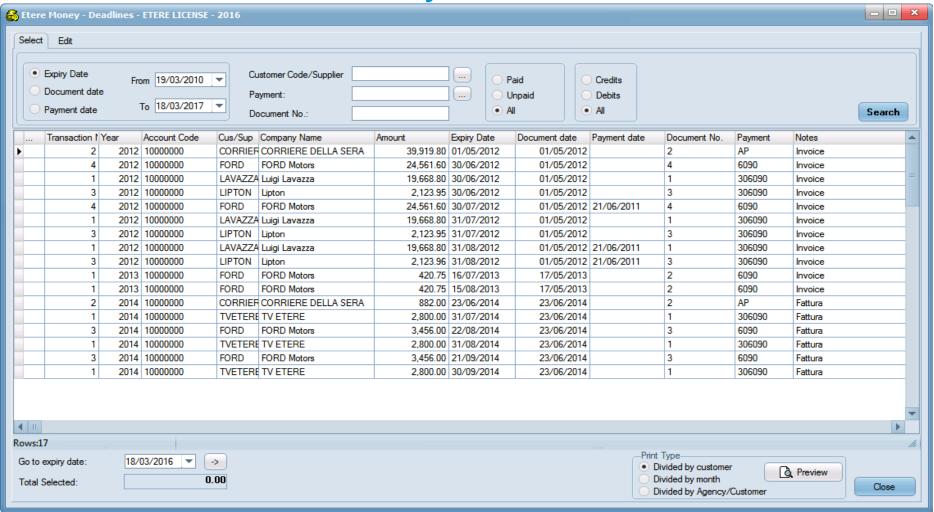


Automatic Invoicing





Payments



Easy recognition of the invoicing status



BMS

Programs Management



BMS how to Optimize you cost

Etere helps you to maximise your cost.

With Etere BMS you can design the best grid

Optimize and control your schedule performance

Planning the most productive future schedule





Gain accuracy & visibility

Connected dashboards and database across the complete workflow

Be Ready for the Future

Web-ready **Multiple platforms & territories** Work anytime & anywhere

Be Flexible

Apply schedule changes for movies and multiple series on the fly

Get in control

Know what you have, how much it's worth and the returns you are getting



 Date
 No
 Code
 Description
 Start Date
 End Date

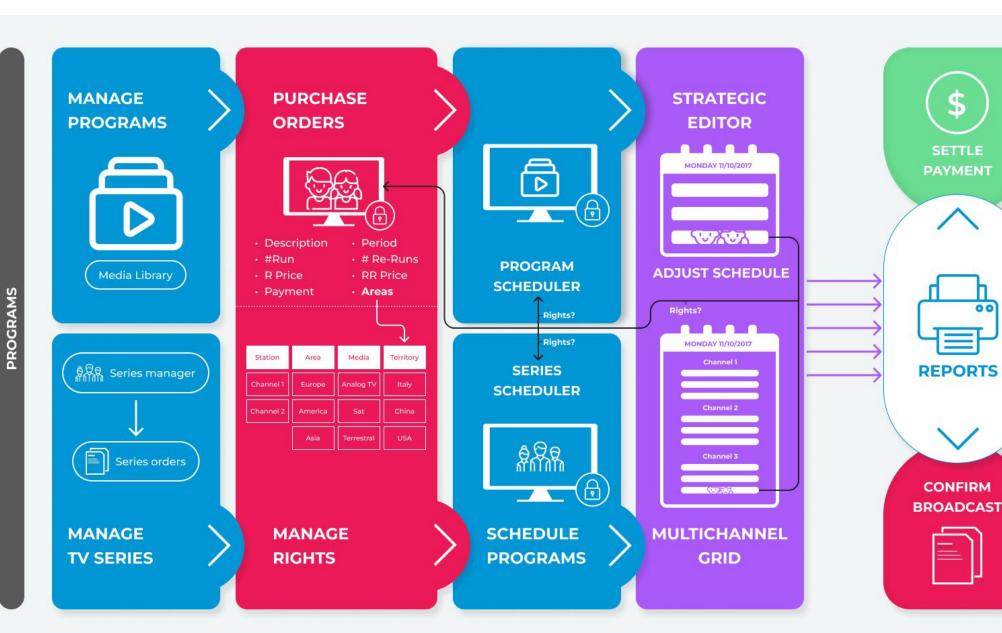
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 TEST PURCHAGE ORDER BMS
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BROADCAST MANAGEMENT SYSTEM

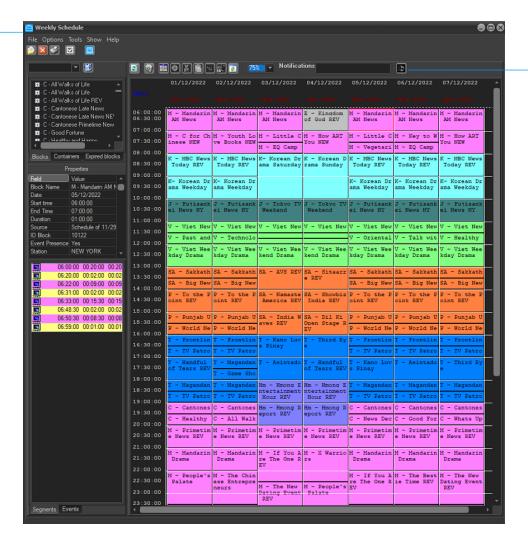






The Grid

Weekly Schedule



Notifications



Etere BMS: What you can Manage

Purchase Orders & Contracts



Inventory and Reruns



Series and Movies



Access, search and create PO easily from 1 interface

Know what you have in your media library including reruns

Streamlined management of both single movies and multiple TV series



Etere BMS: What you can Manage

Rights Management



Finance and Budget



Multiple Assets



Access rights management including validity, expiry and the days the asset can be scheduled

Know how much your views are worth and how much your assets cost

Manage changes to single or multiple assets on the fly



Etere BMS: What you can Manage

Multi-channel Management

Audience and Revenue Reports

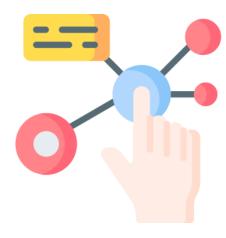
Easy Program Scheduling and Adjustments







Business intelligence data to get the best returns on your investments



Fast and accurate scheduling of programs and adjustments



Orders & Rights

Broadcast Management System



Orders and Rights

- All purchased programs have an associated etere order
- Each order has a detail of different runs and Re-runs
- Each order shows the media and the territories where the rights will apply
- Orders can be related to programs or series and also include the price for every run and re-run

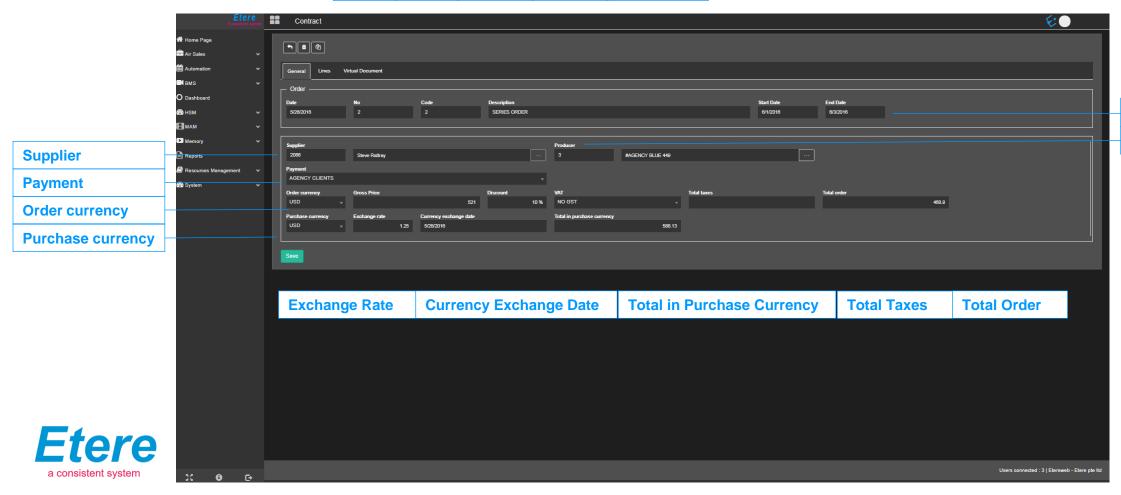


Orders

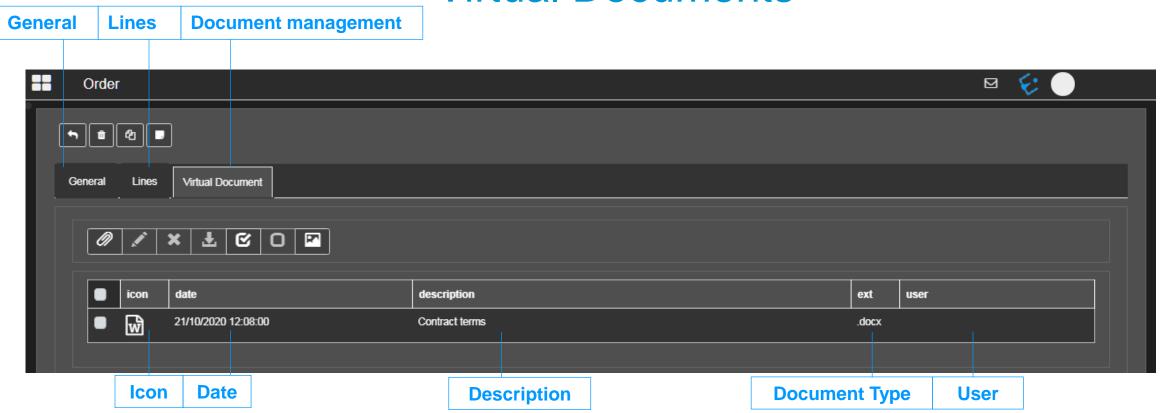
Start/End Date

Producer

Date No Code VAT Description

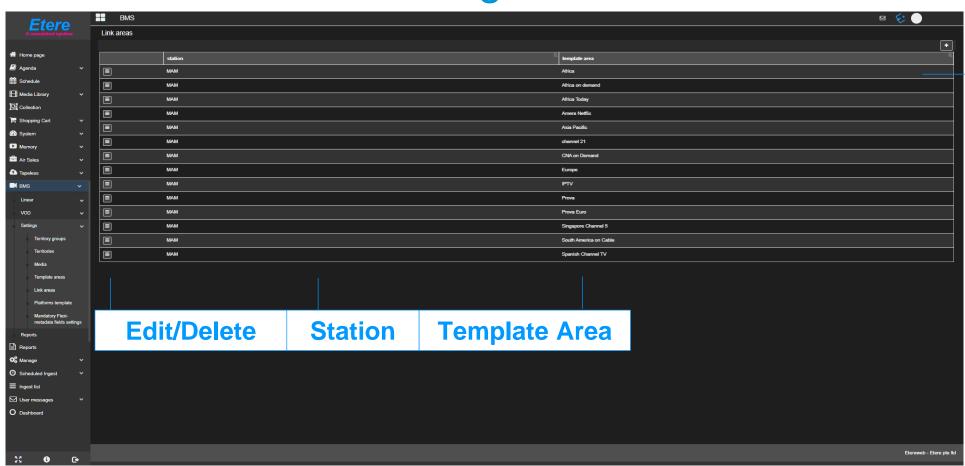


Virtual Documents





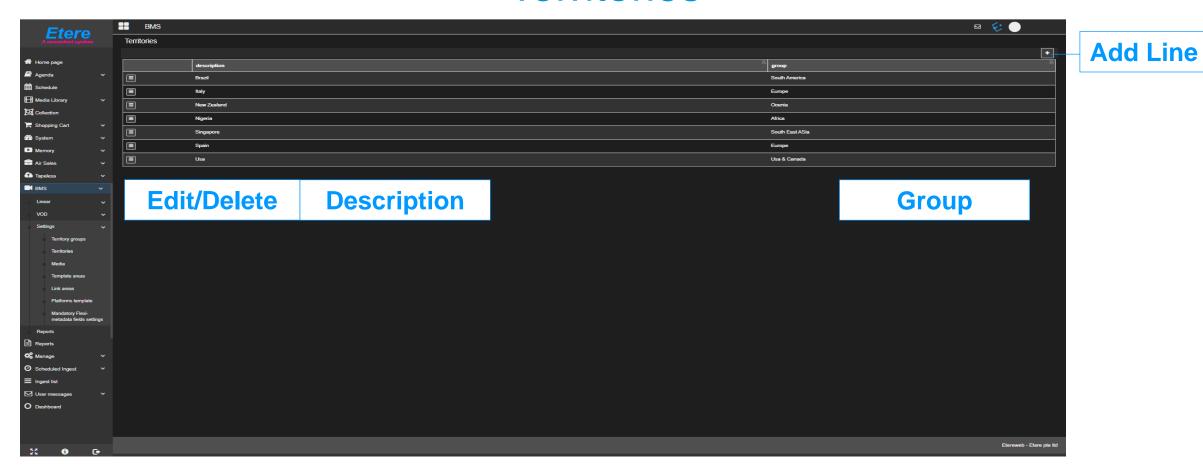
Rights Area



Edit Area Links



Territories





BMS

Series



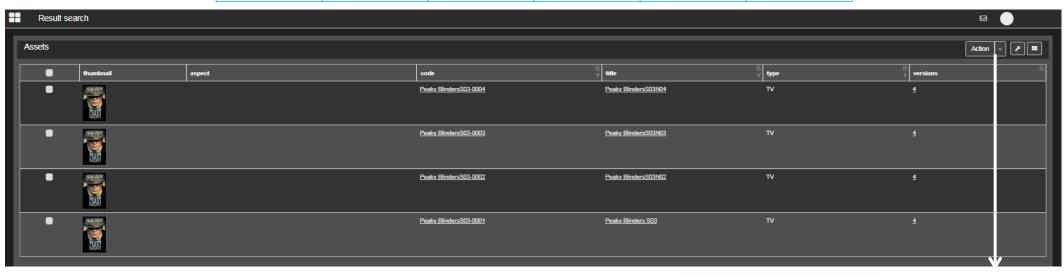
Series

- Most of the programs are composed by several episodes
- Series scheduling is an essential task of Etere BMS
- Scheduling in one-click multiple episodes or relocate them if there
 is a programming change are the main tools
- Plus is the EPG data, series have a title as Star Trek and episode title as 'marriage of spock' and Episode summary, plus the Classification

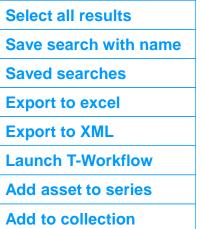


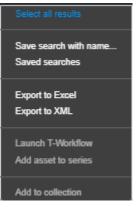
Series, Seasons and Episodes

Thumbnail Aspect Code Title Type Versions

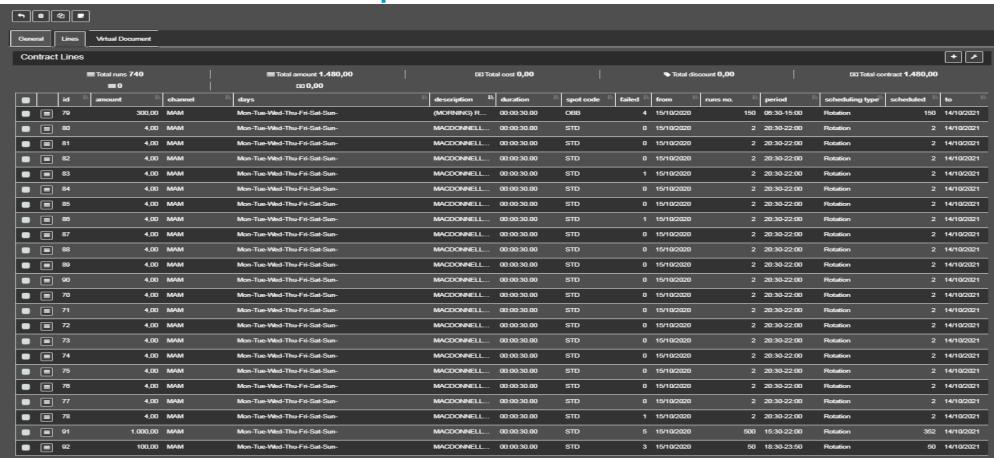








Episode Schedule

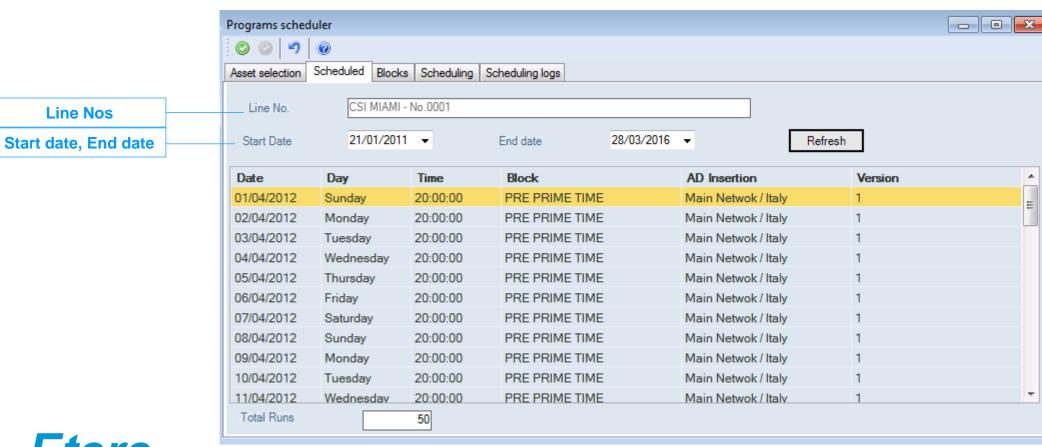






Episode Management

Asset Selection Scheduled Blocks Scheduling Scheduling logs





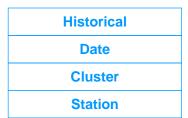
 Date
 Day
 Time
 Block
 AD Insertion
 Version

Scheduling

Schedule View

View

Download







Status	Warning	Туре	Date	Time	Code	Title	Duration	SOM	EOM	Secondary Event	Properties	Proxy
--------	---------	------	------	------	------	-------	----------	-----	------------	-----------------	------------	-------

Inventory Management



Inventory management

The inventory management is a must for every station

Purchase rights and let them expiry without using is a loss of money

Etere inventory management help to find unused rights and transform them in revenues

The advanced search functions helps to select the correct asset to fill your schedule.

Etere inventory is relatime connected with the schedule, unusued programs are immediately available



Inventory Value

TVETERE

Expiration dates register Date range: 01/07/2008 - 31/10/2008

Expiry Date	Title	Payment	paid		Price
08/07/2008	Understanding Hary	Prepaid	No		e316.67
21/07/2008	Paris in the Spring	Prepaid	No		€1,025.00
21/07/2008	London to New York	Prepaid	No		€511.66
07/08/2008	Understanding Hary	Prepaid	No		€316.67
05/09/2008	Understanding Hary	Prepaid.	No		6316.66
				Amount	£2,416.66
				Paid	€0.00
				Remainder	€2,486.66



Inventory Rights



Rights situation

ate 7/30/2019 4/30/20

Туре

Order All Users rights

Order code	Order Row	Start date	End date	Type	Used Run	Used ReRun	Available Run	Available ReRun	Single R amount	Single RR amount
1	Special Christmas News	12/24/2019	12/25/2019	NEW	2	0	3	25	50.00	0.00
3	Breaking Bad Christmas Edition	12/24/2019	12/25/2019	TV	10	0	Unlimited	Unlimited	0.00	0.00
5	Barilla Spot Federer	12/24/2019	12/25/2019	COM	0	0	5	15	0.00	0.00
6	My WEB BMS Contract LINE1	12/30/2019	12/31/2019	MUS	0	0	5	25	0.00	0.00
7	Series 1	3/26/2020	4/5/2020	TV	0	0	100	300	0.00	0.00
7	Series 2	3/26/2020	4/5/2020	TV	3	2	22	73	0.00	0.00
9	Barilla Spot Federer	4/22/2020	4/22/2020	COM	0	0	0	0	0.00	0.00
11	265561 - Contratto 1	8/1/2020	8/8/2020	TV	0	0	0	0	0.00	0.00
12	Ansa News Italia	3/7/2021	3/13/2021	NEW	0	0	Unlimited	Unlimited	0.00	0.00



Promo Management



Promo Management

- The promo management act with a cross method in both BMS mode and in the final schedule mode
- Etere promo uses 3 search methods
- Program-related promo
- Station promo
- Cross station promo
- Promos are saved using Etere MAM database



Promo Creation

- The promo creation interacts with all the features of ETERE
- As soon as a new promo is generated it can be scheduled even without the video
- The new promo can start a workflow on the tapeless reception for the generation and tracking of Work Order
- The new promo hosts all the metadata of Etere MAM including parental guidance limitations



Create a Promo

Type

Code

Title

Duration

Validity Start Date

Expiry Date

CL

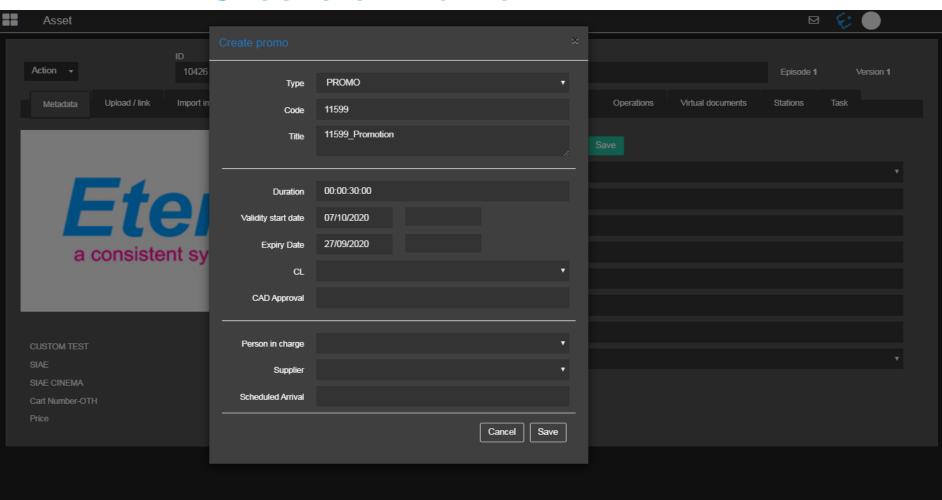
CAD Approved

Person in charge

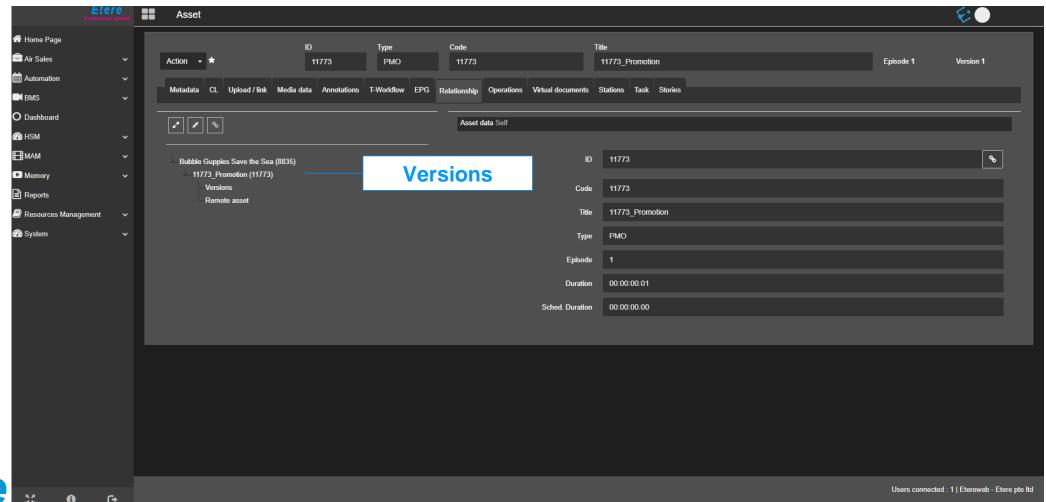
Supplier

Scheduled Arrival



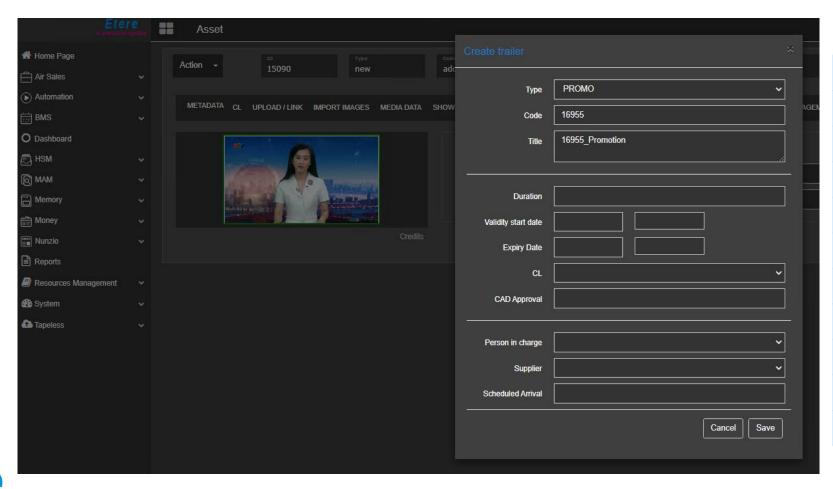


Promo Versions





Select a Promo

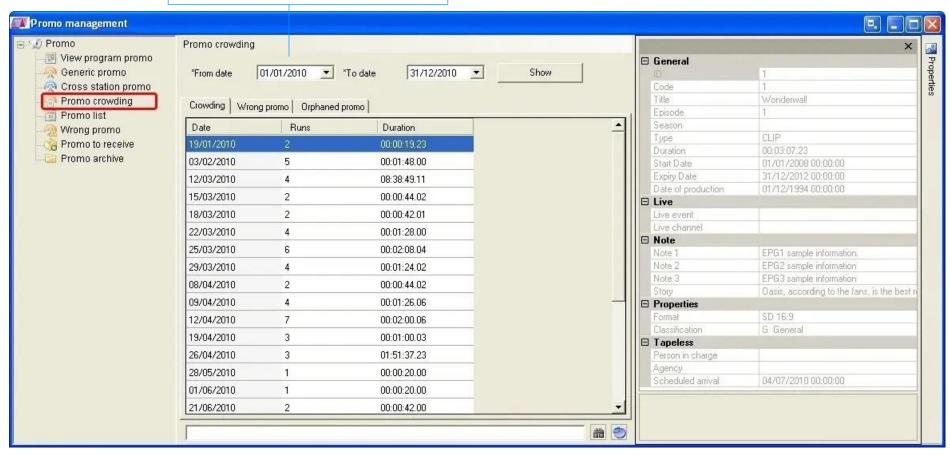






Promo Crowding

Promo Crowding Date





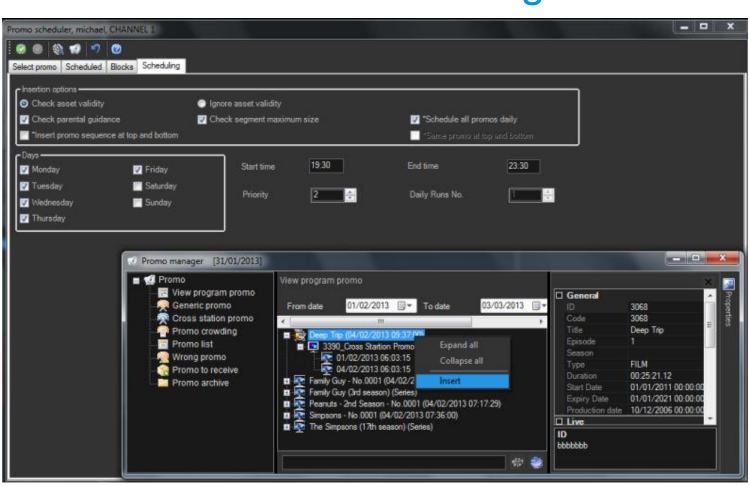
Promo Scheduling

Scheduling Insertion Options

Days

Insert



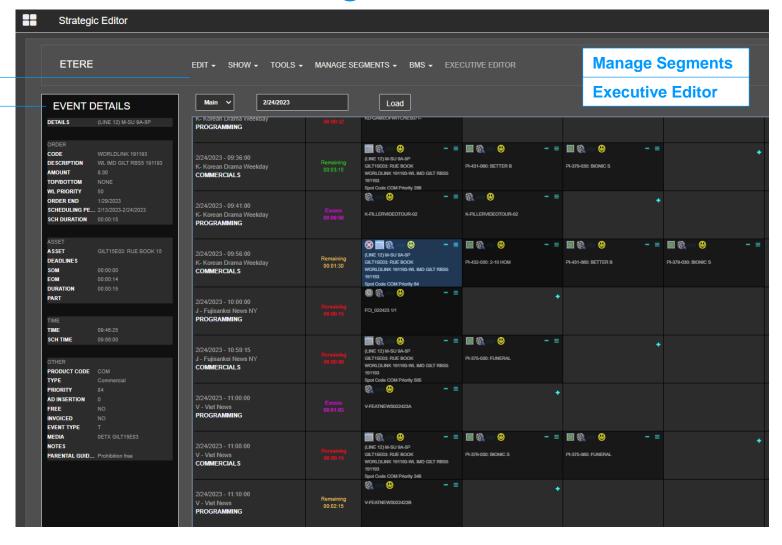


Final Schedule Adjustments



Strategic Editor

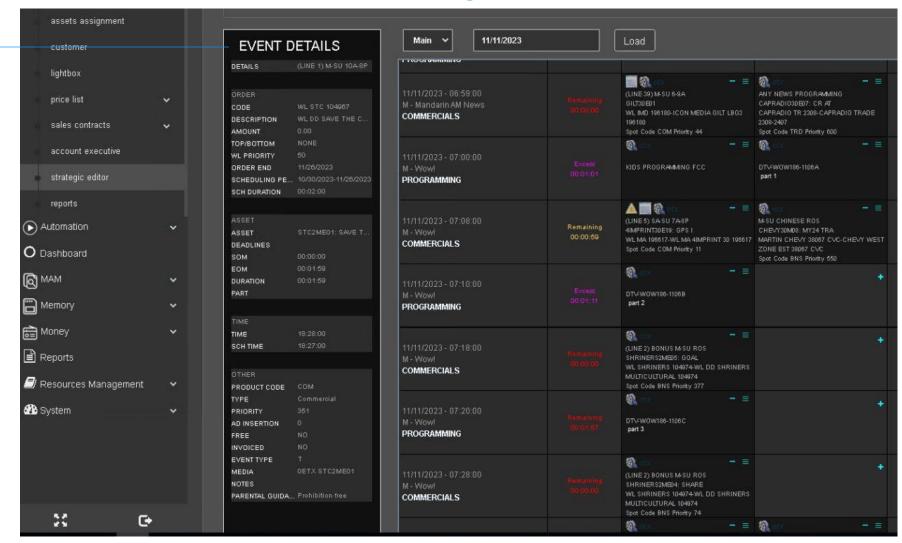
Event Details





Multiple Segments

Event Details





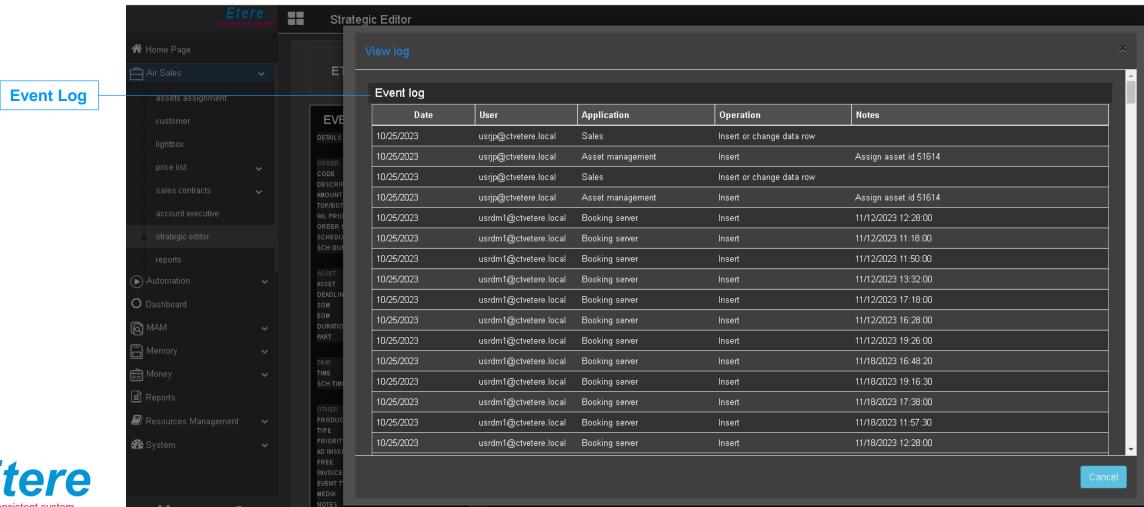
Strategic Editor & Low-Res Preview





Low-Res Preview

History of Changes





Executive Editor

Airsales Menu



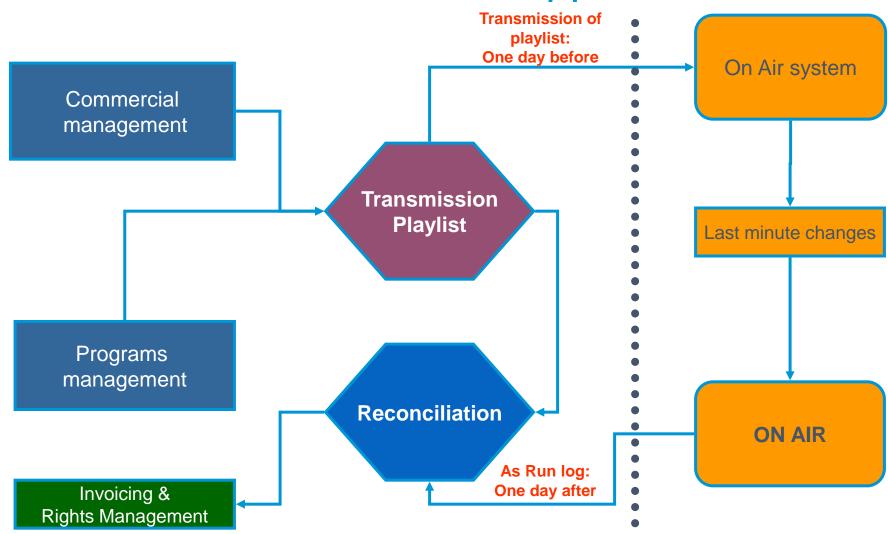


Secondary events

Automation Integration



The Traditional Approach



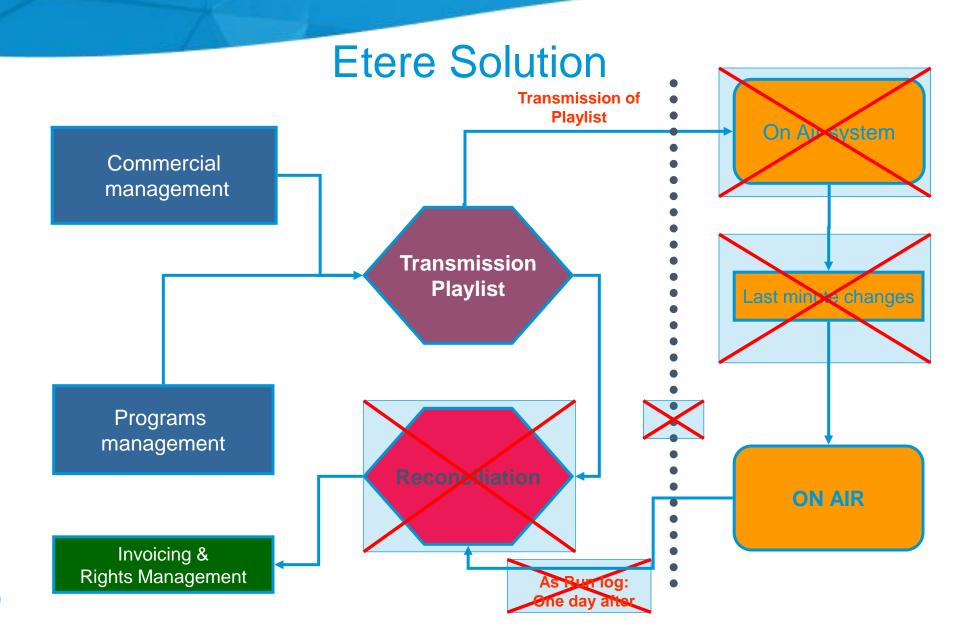
Etere

a consistent system

Problems

- The export from Scheduling to Automation generally takes place one day before the broadcast
- All last-minute changes are managed manually
- Unidirectional information flow
- Errors arise due to the manual exchange of information on paper
- No duration is passed back to Scheduling
- No schedule of Secondary Events







Etere Commercial Last minute changes management **Transmission Playlist Programs** management **ON AIR** Invoicing & Rights Management



Advantages

- All communication is Bi-Directional
- No reconciliation is required
- Enhances connectivity in distributed work environments
- Execute changes on-the-fly
- Real-time updates
- All Automation information (such as browsing) is shared with scheduling
- Centralized database for easy reference and updates
- Reduce manual tasks and minimize errors

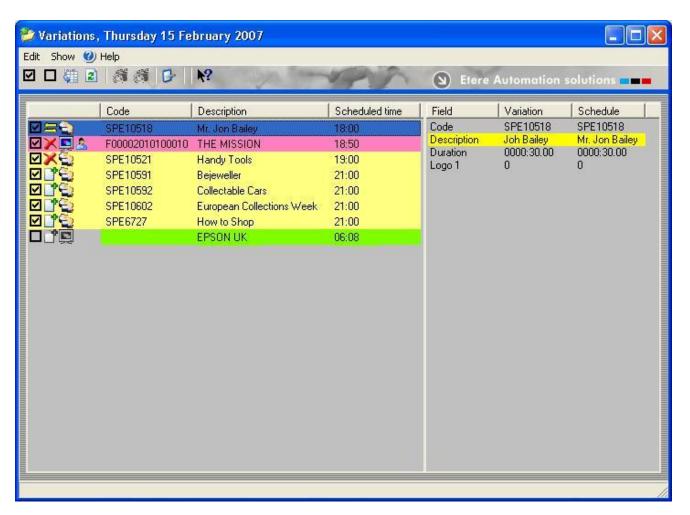


Two Levels of Integration

- When the maximum speed is necessary the Air Sales changes are sent directly to On-Air
- To track any changes from on-air the verify function is used
- When maximum control is necessary the schedule are not directly sent to master control
- The master control can open the approval tool to accept any changes from On-Air



Approval Screens





Executive Editor

The Real Integration



Executive Editor

- ETERE is the only system to connect master control and Airsales
- Last-minute changes are performed in Executive Editor
- Etere EE reports all the Airsales information
- With EE, it's possible to do Airsales change to save time at reconciliation time



Executive Editor Airsales

Search available rights



Perform various tasks such as adding secondary events

View and modify scheduled events in a vertical view with executive editor



Executive Editor Integration





The highly graphical, user-friendly interface allows to easily recognize "Air Sales events" present on the daily schedule, and also to modify them if necessary.

Associate/Remove events to a block, Bind an event to the previous/next block

Thank you

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