

**Firstsource Partners with Digi-EXPress®  
to Deliver Cloud-Automated Solutions for Publishers’  
Intellectual Property Rights, Content Licensing and Contracts**

***New offering enables publishers to monetize rights, streamline processes for rights and contracts, acquire rights & permissions automatically, consolidate files and manage usage rights for republication and resale***

**Mumbai and Louisville, September 5, 2012:** Firstsource Solutions, a global provider of customized BPO services, today announced a new partnership with Digi-EXPress, LLC to provide Intellectual Property Rights, Content Licensing and Contract management services to publishers and self published authors. The new offering will automate and optimize rights and permissions processes, manage and monetize rights for use in book and journal titles and for resale, and help to mitigate legal risks for publishers and others involved in protecting intellectual property rights.

“Providing automated solutions to this very manual and labor-intensive process with publishers and authors is critical in today’s digital world for reducing costs, mitigating legal risks, and optimizing the value of content,” said Steve Ogilvie, Executive Vice President, Firstsource. “In addition to comprehensive outsourcing services, our new offering transforms manual tasks into streamlined processes using cloud-based automated technologies by Digi-EXPress®.”

“Our alliance with Firstsource enables publishers to rapidly on-board new cost-effective rights management technology, while getting world-class support from the global resources of Firstsource,” said Dick Stahl, Managing Director, Digi-EXPress LLC. “As the industry continues to innovate and transform to digital media, publishers need to deploy new ‘ready-made’ automated solutions like Digi-EXPress to stay competitive, innovate new products, deliver products to market faster while also increasing revenues and reducing overhead and licensing costs.”

The Firstsource® / Digi-EXPress® solution provides publishers, editors and authors with a management portal to consolidate all license contracts into a centralized relational database, automate the permissions process to acquire rights for an entire book title with just a few mouse clicks, collaborate with team members, and enable authorized users to access and manage rights anywhere, anytime from their PC, Mac, iPad or Tablet. Publishers can define rights specifications

for 3<sup>rd</sup> party copyrighted content and match their requests against rightsholders responses using automated processes and a digital rights definition language. Authors can build and organize content using a centralized database and access on-line research tools to search for rightsholders from a digital registry, connect with rightsholders and clear copyrights. By automating this process, publishers will be able to reduce overhead expenses, monetize rights values, lower licensing fees, re-use licenses from backlist titles, and mitigate legal risk.

Firstsource now offers a complete solution of technology plus certified permissions and rights experts to manage the rights function on an outsourcing basis, as well as self-service solutions for authors and entrepreneurial size publishers.

### **About Firstsource**

Firstsource (NSE: FSL, BSE: 532809, Reuters: FISO.BO, Bloomberg: FSOL@IN) is a global provider of customised BPO (business process outsourcing) services to the Banking & Financial Services, Telecom & Media and Healthcare sectors. Its clients include FTSE 100, Fortune 500 and Nifty 50 companies. Firstsource has a “rightshore” delivery model with operations in India, US, UK, Philippines and Sri Lanka. ([www.firstsource.com](http://www.firstsource.com)).

### **About Digi-EXPress, LLC**

Digi-EXPress, LLC. is a global provider of consulting, systems development, and rights management services to the publishing industry. The company has processed tens of thousands of licensing transactions from leading publishers through its Digi-EXPress® Rights Management System, a ‘patent-pending’ suite of cloud-based software technologies and ‘best-practice’ processes that deliver automated rights clearance and permissions processing, contracts and rights relational database and ‘real-time’ management dashboards for team collaboration. ([www.digi-express.com](http://www.digi-express.com)).

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