



# DIGITAL DISTRIBUTION

v. OCT 2014



# DJ CENTRAL - DIGITAL DISTRIBUTION PROPOSAL - NON EXCLUSIVE

# **ABOUT DJ CENTRAL**

The DJ Central TV is hosted by a dynamic global team of hosts from all over the world all contributing segments and news stories. Each week the DJ Central production team brings you the latest in dance and house music as well as featuring interviews with celebrities and renowned DJs. The show's format is built around segments shot in local clubs that we have selected in markets all over the world that we feel represents the best of all the things that the show stands for.

The show is focused on providing independent labels and artists from all over the world the opportunity to gain global exposure for their music and reach new fans via our weekly 1.5 hour show. If you would like to get your video clip on the show then please click on the "submit music" link in the nav-bar of this site.

The show allows you to interact with the production team through the ability to vote for your favourite artists as well as sending us suggestions on artists you'd like to hear more from and segments on your favourite clubs. DJ Central is now available on Foxtel, Sony TV, Samsung TV, Qello, MUZU and Xbox Live.

All you have to do is email us at *media@djcentral.tv*, tell us your story and why you think we should feature your suggestions in our show.

#### Our interactive features include:

- Mobile Apps and downloads from iTunes.
- Text Song Requests for our production team to feature on the show. The SMS system is featured on the home page of the site and on the bottom of the shows we air in Australia.
- Social Media Interaction via our website will connect to social network sites from any where in the world, allowing interactive upload of profiles and images.
- Competitions and prizes to be won for our viewers. All you have to do is to join our news letter - simple enough! You can return to the home page and click on the "Join the newsletter icon"

We provide access to over 100 distribution networks and agreements via our partner network including:

- The Orchard
- Believe Digital
- INgrooves
- QELLO
- Blue Pie Productions USA
- Blue Pie Records USA
- SONY RED
- EMI Music
- Universal Music
- Warner Music





















# DJ CENTRAL DI CENTRAL

www.djcentral.tv

We would like to work with you to commercialise your content and offer our distribution services. We have representative offices in Hong Kong, Australia, USA and the Netherlands.

We are focussed on using the new digital entertainment systems along with traditional distribution retail services that are now available all over the planet. This will give you the opportunity to have a true global presence for your music.

You can select full or limited distribution services. The choice is yours. We are here to help you to increase your sales and grow new markets for your music.

#### WHAT DOES THIS ALL MEAN?

DJ Central has established network relationships all over the world. DJ Central holds a number of exclusive digital entertainment content supply and management contracts for key retail networks, credit card and loyalty programs, technology firms and social networks. These exclusive agreements provide our artists and labels with direct access to new markets that they would normally not be able to reach.

# **HOW DO I KNOW MY RIGHTS ARE PROTECTED?**

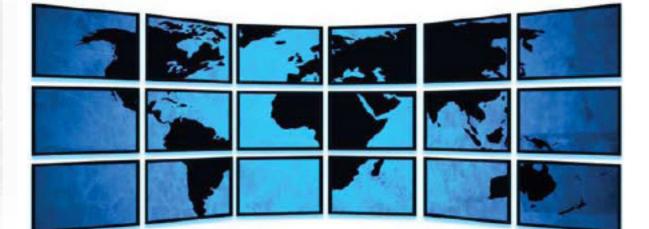
DJ Central rights management partner Blue Pie Productions USA are members of the following music regulatory bodies and organisations:

- · Member of The Australian Performing Right Association www.apra.com.au
- · Member of The Phonographic Performance Company of Australia www.ppca.com.au
- · Member of The Association of Independent Record labels www.air.org.au
- · Member of The Australian recording Industry Association www.aria.com.au
- · Member of The Australian institute of Export www.aiex.com.au
- · Member of The Phonographic Performance Ltd. UK www.ppluk.com
- · Member of The American Society of composers, Authors and Publishers www.ascap.com
- · Member of The Merlin Network www.merlinnetwork.org
- · Member of AMCOS www.apra-amcos.com.au
- · Member of Muzu www.muzu.tv/au



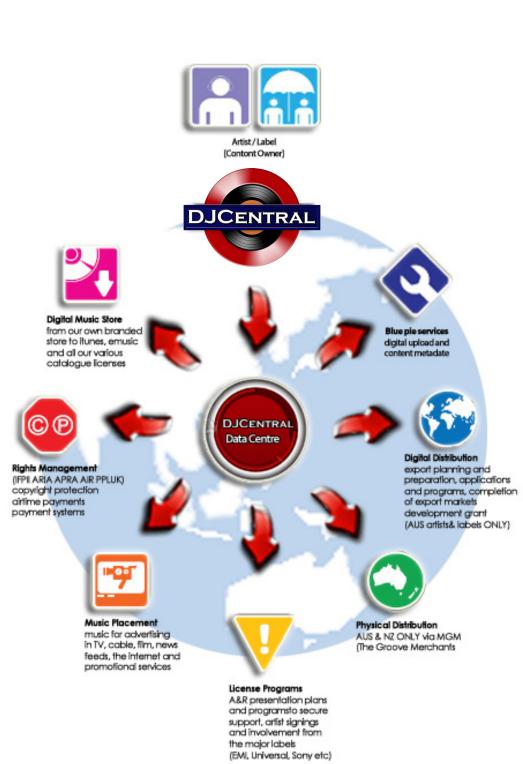








# **DISTRIBUTION DIAGRAM**





# DIGITAL FOOTPRINT AND ACTIVE RETAILERS

Some of our digital retailers include:





basepoint

























































































**Valleyarm** 







vodafone









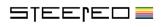










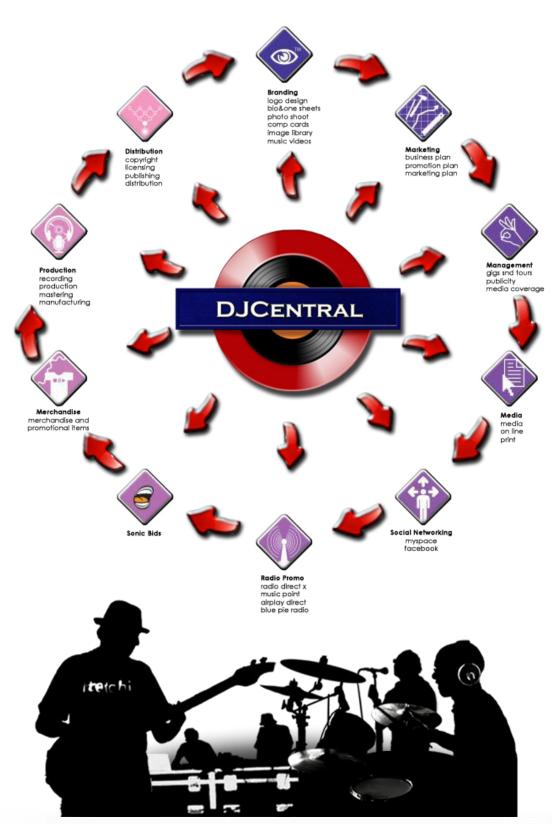








# **SERVICES DIAGRAM**



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# DIGITAL SYSTEMS

We have invested in digital systems, communication and marketing tools. We pride ourselves on making sure our artists are listed in the key digital retailers and telecommunication companies.

Whilst we are not the only ones doing what we do, we have some unique features and benefits that put us in a league of our own, including:

#### 1. NEWSLETTER

We have over 35,000 industry contact on our company's newsletter database. This helps us to sell our artists to other leaders in the business.

# 2. MARKETING NEWSLETTER

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We generate a monthly newsletter to over 27,000 industry firms and artists.





# DJ CENTRAL"

#### 3. COMPILATION ALBUMS

As part of the agreement, we regularly produce compilations between our artists so we can get your material out to the world. We produce compilations for all our label partners like Rumion Records, ConcertHouse Music and many others. DJ Central compilations are all released under the SONY RED distribution platform for the world.



# 4. MARKETING & RELATIONSHIPS – www.magicbluecreative.com

We have key corporate relationships that we leverage from to help sell our artists' music, such as Magic Blue Creative. These relationships provide greater opportunities and increase our artist sales through their expanding customer base. A win-win for all.

# 5. RADIO PROMOTION

DJ Central works with web, satellite and digital radio networks to get your music out to the world. 70% of music today is still discovered and consumed by radio. It is the largest medium on the planet for people to discover your music.

The platforms we work with include:

www.airplaydirect.com www.last.fm www.radiodirectx.com





DJ Central works with you to create custom branded Air Play Direct sites that allow all media on the planet to download a high quality 320KBS MP3 file for free. The DJ Central Radio Team have landed many top 10 placements on global radio networks for our artists.

For more information on how the DJ Central Radio Team can help you, please email: services@djcentral.tv



# 6. FILM LICENSE AND CABLE LICENSE DEALS

We have a global network of studios and radio stations that we provide our catalogue of artists and label content to. We actively select music and requested genres, instrumental tracks and promote them to networks every month. DJ Central and partner, Blue Pie are called on regularly to supply music to a written brief for film, TV and web based projects. Our team provide you with greater access to new markets through these leading relationships.

# 7. WEB DEVELOPMENT AND ECOMMERCE SERVICES

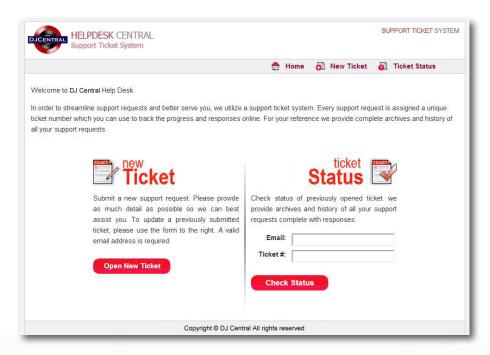
DJ Central has an excellent team of talented designers to successfully outline, implement and deliver the right web solution for your music.





# 8. HELP DESK

DJ Central runs a 24/7 x 365 days a week help desk system. For all your support needs and to have any questions answered please email support@djcentral.tv



www.djcentral.tv

# THIRD PARTY LICENSE SALES

We are an excellent team that work hard to place music into FILM, TV, CABLE, ADS and other corporate areas to generate license sales for you.

Some of the many corporate partners, studios and license partners we work with include:

- 20th Century Fox USA
- ABC Network Australia
- Blue Buddha USA
- Columbia/Tristar (US)
- Dreamworks pictures USA
- Halo Pictures Australia
- **HBO Networks (US)**
- Iceberg Records & Publishing (Denmark)
- Indie911 Licencing (US)
- LEVEL 2 Australia
- MARS Entertainment
- Music Superviser.com (Los Angeles / NY / US)
- My Hit Factory 9Europe)
- NOMA Music Agency (Los Angeles)
- PIG Factory (US&UK)
  Pump Audio USA
- Sinovi Entertainment
- Song Zu Australia
- Sony Computer Entertainment (US)
- Sun Seeker Films Canada
- Taffy Entertainment / Mike Young Productions (US)
- TCN Nine Australia
- TEN Australia
- Viacom International (MTV / VH1)
- Warner / Chappell (Scandinavia)
- Yahoo 7 Australia

This is probably one of the most significant services that we provide to new artists and labels. We have had numerous song and catalogue placements in Film, TV, Cable and advertising mediums. We are able to cover over 150 key industry license partners and corporate clients that actively seek our music for their various projects.



To try and do this on your own or as a label would require a significant investment in capital, I.T systems and general market knowledge to even get started. We cover all the costs to service your music to our partners. That is our commitment to you.

# **HOW MUCH DO I MAKE**

• FOR ARTISTS: All artist agreements start on a 60/40 agreement with 60% of all net income received paid to the artist.

• FOR LABELS: For labels we start from a 70/30 agreement with 70% of all net income receipts paid to the label.

Variations to our base agreement terms are all subject to past sales history, size of the catalogue that an artist or label has and the projected income streams for the respective catalogue. There are many other general distribution services that offer a higher percentage share of income streams and in some cases (like Tune Core) pay you 100% of the revenue generated. Most of these services have an annual service charge and that varies from service to service and can be based on a per title charge ranging from \$50 to \$150. If you have 10 titles then you are up for significant annual renewal charges.

The most important value proposition we provide for all our artists, labels and content partners is our license services for placement of music into FILM, TV SHOWS, CABLE SHOWS and general ADVERTISING LICENSE sales. *Please see our "Third Party License" brochure for details on these services.* We have over 100 agreements in place with leading aggregators, major labels, film and production sound libraries, film companies and mobile phone/ Telco's. We provide you access to our global agreement network and infrastructure so that you can leverage from all we have built. This allows you to focus on the creative process of producing great music.

If you are a large label or an artist that has a marketing, promotions or radio support team and administration staff then our agreement rates are open to negotiation. If you do not have existing infrastructure, staff and resources then we represent a great way for an artist or label to be able to leverage from our global infrastructure, systems and agreement to build and expand your music business. All labels and artists are required to complete a formal business review form and submission form so that we may best understand your business and provide the right solution and services that works for both parties.

For more information please email sales@djcentral.tv

# ABOUT THE LABELS WE DISTRIBUTE OR REPRESENT

If you want to have a label relationship and take your music to the next level and grow a business then we are a good choice to manage distribution. Some of the labels of our partners.

For established artists and larger labels, rates are open for negotiation and are based on past sales and successes.

- www.pushhitz.com
- www.7noterecords.com
- www.downsoundrecords.com
- www.piyerecords.co.za
- www.africancreammusic.com
- www.africandope.co.az
- www.djcentralrecords.com
- www.ujcernrairecords.com
   www.concerthousemusic.com
- www.globalev.net
- www.graftonentertainment.com
- www.quetonerecords.com
- www.quetonerecords.com
   www.reality-entertainment.com
- www.playrecords.net
- www.billionaireeventuallymg.com
- + another 350 labels via our partner Blue Pie Records www.bluepierecords.com
- www.playrecords.net
- www.reality-entertainment.com
- www.sharkarts.com (Synch License Sales and Compilations)
- www.thegroovemerchants.com
- www.xelonentertainment.com









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# ABOUT THE DJ CENTRAL CATALOGUE

DJ Central works with over 150 production houses, film and recording studios around the world. More and more studios and music supervisors are waking up to the sound of DJ Central and Blue Pie music and letting their ears be gently massaged with the power of our music to sell their products, their shows, films and advertisements.

# Some of our icon artists include:





















Suzanna Lubranno - www.suzannaonline.nl

DJ Sep - www.dubmissionsf.com

Allen Anthony - www.allenanthonymusic.net

DJ DF Tram - www.dftram.com

Tamara Bubble - www.amarabubble.com

DJ Dimond - www.dj-diamond.com

Dean Sutton- www.triplejunearthed.com/dean-sutton

DJ Busy B- www.djbusyb.com

Christopher Melotti - www.chrismelotti.com

Johnny Bennett - www.johnny-bennett.com

Dux Jones - www.anuncannyworld.com

DJ 5th Mars - www.dj5thmars.com

Noble Taylor - www.nobletaylormusic.com

#### YOUR CHECK LIST

If you have any problems with the forms, email us for support at *content@djcentral.tv*. The most important thing is to give us all the information.

We need to have the following to open your account with us:

- **1. AGREEMENT:** A completed agreement with each page initialled.
- **2. MUSIC:** Have we received your Music, Artwork, BIO via FTP? (For content over 5GB, please send on removable media or hard drives).
- **3. BIO:** Your updated biography (one sheet), marketing plan and images (three press shots). All images should be formatted at a true scale 300DPI.
- 4. ARTWORK: Image of the CD artwork, if any, at true scale 300DPI @ 1400x1400 jpeg.



# DJ CENTRAL

- **5. WEBSITE:** Details of your website link and other social media platforms. If you do not have a website, then please advise us.
- **6. MANAGEMENT:** Management details if you have one. If not, let us know.
- **7. NEWS:** It is your responsibility to keep us updated on your news. We can't promote you if we don't know what's happening!

# **HOW LONG WILL THIS PROCESS TAKE?**

The above process may take up to 90 days to get your product into some of our retail systems. We would expect to have your music with 70% of our retailers subject to genre and content restrictions within this time.

### **PAYMENTS & AGREEMENTS:**

We make payments as per agreement. These are made by direct credit to your bank for Australian companies/artists. For all other clients, we pay using Paypal or direct credit. Accounts must have a \$200 credit balance for payments to be made. In the event that your account is under the \$200 threshold, then funds will be held over until the account is in credit for \$200.





# **CONTACT**



#### **HONG KONG**

**DJ Central Hong Kong Ltd** Unit 1010, 10/F, Miramar Tower, 132 Nathan Rd, Tsim Sha Tsui, Kowloon, Hong Kong

P: +61 2 9086 9008 F: +61 2 9310 0166 E: *sales@djcentral.tv* W: *www.djcentral.tv* 



# **AUSTRALIA**

**DJ Central Hong Kong Ltd** Unit 20 No.112 McEvoy St Alexandria, NSW, 2015 Australia

P: +61 2 9086 9008 F: +61 2 9310 0166 E: sales@djcentral.tv W: www.djcentral.tv



# **USA**

**DJ Central Hong Kong Ltd** 616 Corporate Way, Suite 2 Valley Cottage, NY 10989 USA

P: +61 2 9086 9008 F: +61 2 9310 0166 E: *sales@djcentral.tv* W: *www.djcentral.tv* 



# **NETHERLANDS**

**DJ Central Hong Kong Ltd** Unit 20 No.112 McEvoy St Alexandria, NSW, 2015 Australia

P: +61 2 9086 9008 F: +61 2 9310 0166 E: sales@djcentral.tv W: www.djcentral.tv