

Business Merger and Mainframe Migration at Sony Pictures



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Overview

- Introduction and Goals
 - Merge International and Domestic Distribution
 - Retire antiquated systems
- How TV Shows are Sold
- Current Landscape
 - Data sprawl and antiquated systems
- Future Landscape – Where MarkLogic fits
 - Data hub for financial data
 - Key themes – leave operational systems, connect data, streamlining processes
- Conclusions and the Future

Sony Pictures Television Home of Leading Network and VOD Content Distributed to Over 175 Territories Globally



Sony Pictures Television (SPT) is one of the industry's leading content providers, producing, distributing and delivering programming in every genre around the world and for a multitude of platforms.

 U.S. DISTRIBUTION	 INTL. DISTRIBUTION	 U.S. AD SALES	 U.S. PRODUCTION	 INTL. PRODUCTION	 WORLDWIDE NETWORKS
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We merged these groups and retired a mainframe and other antiquated systems in the process!

How TV Shows are Sold and Managed



Deal Points



Exploitation Rights



Options



Fees



Material Requests



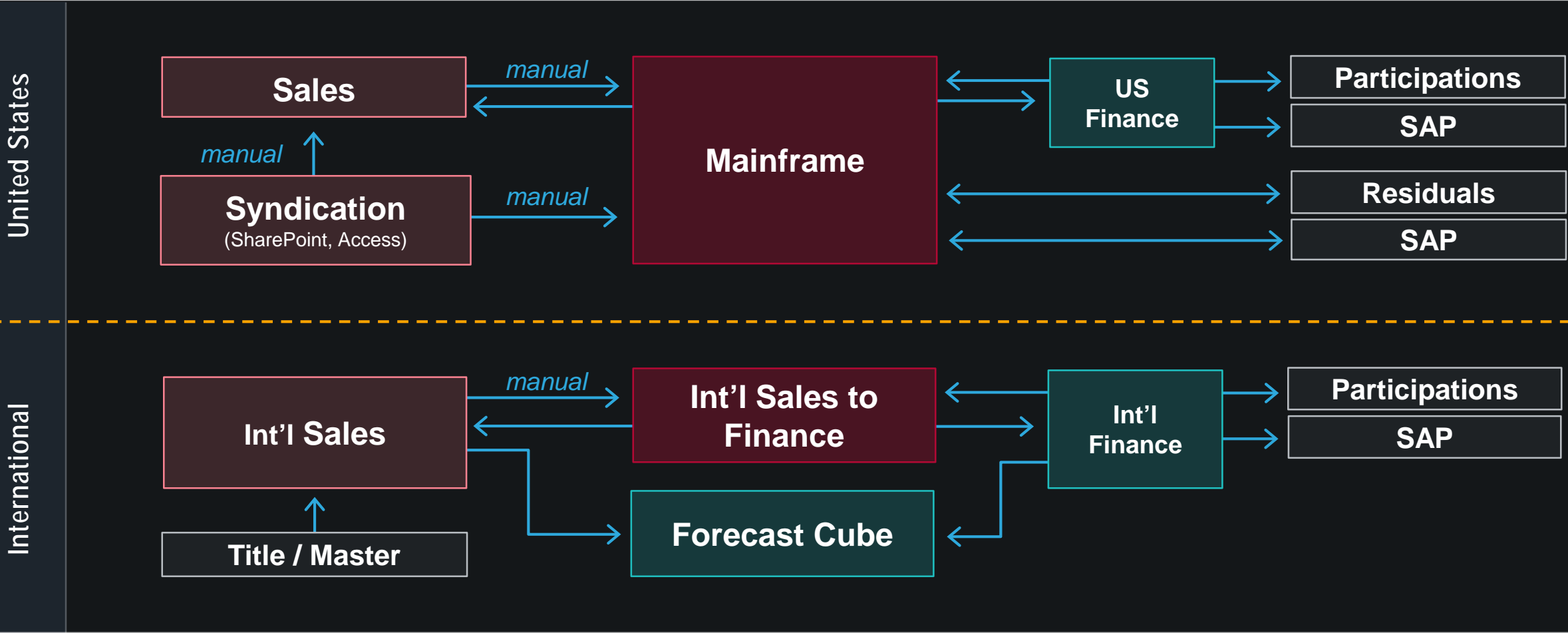
Availability



Documents

- Contract for IP is created
- Rights, Options, Fees, Deal Points are structured in system
- “Avails” system tracks consumption of rights
- Fees are translated to billing templates and payment terms
- Invoicing/Billing/Collections takes place
- Contract is executed and tracked over time, often over years

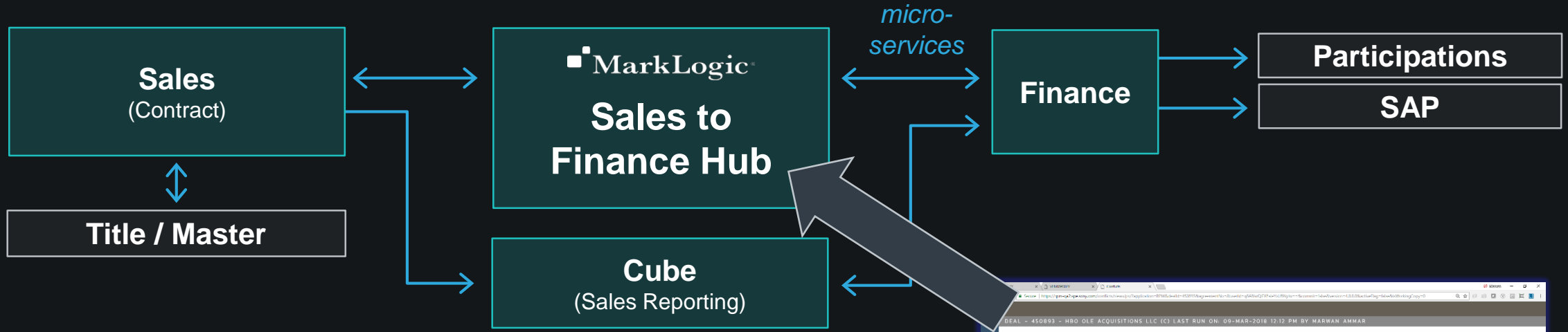
Legacy TV Program Distribution



Legend:
 [Light Red Box] Outdated Technology
 [Dark Red Box] Redundant System
 [Teal Box] Proven Technology
 [White Box] Non-TV Dist. System

Future TV Program Distribution

Global Integrated Workflow



EXAMPLES OF WHERE WE LICENSE CONTENT

DEAL - 450893 - HBO OLF ACQUISITIONS LLC (C) LAST RUN ON: 09-MAR-2018 12:12 PM BY MARWAN AMMAR

CONFLICTS PIVOT GRID

Issue Type	Product	Conflicting Start Date	Conflicting End Date	Right Type	Total
Deal RG	ATM DAYS, THE	31-Mar-2015	31-Mar-2015	HiBack	2
	13 SPORTS (2002)	31-Mar-2015	31-Mar-2015	HiBack	6
	13 COUSINS ON 30	15-Jun-2013	30-Apr-2014	HiBack	4
	AMAZING SPIDER-MAN, THE	02-Aug-2014	27-Dec-2014	Business HiBack	2
		14-Aug-2014	27-Dec-2014	Business HiBack	1
		30-Apr-2018		Business HiBack	1
		27-Jun-2015		Business HiBack	7
		28-Feb-2014	31-Sep-2016	Business HiBack	1
		10-Mar-2015		Business HiBack	1
		06-Mar-2015		Business HiBack	3
		01-Feb-2016		Business HiBack	1
		30-Mar-2015		Business HiBack	1
		27-Jun-2015		Business HiBack	1
		30-Mar-2015		Business HiBack	1
		30-Apr-2015		Business HiBack	1
		30-Apr-2015		Business HiBack	4
		08-May-2015		Business HiBack	3
		31-Mar-2015		Business HiBack	2
		15-Jun-2015		HiBack	1
	ATLAS EARL/CORR: NANT II	12-Jun-2012	20-Nov-2011	HiBack	4
	STAR BOYS (1995)	15-Jun-2013	31-Jul-2013	HiBack	8
	RAD ROWS II	15-Jun-2012	30-Apr-2014	HiBack	8
	CHARLIE'S ANGELS (2000)	01-Nov-2014	28-Feb-2015	HiBack	2
	CLOSER	31-Mar-2015	31-Mar-2015	HiBack	2
	COOPERS	14-Jun-2015	14-Jun-2015	HiBack	2



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CONFLICTS PIVOT GRID

Override... Clear Override Show New & Overridden Select All Select None Clear Filters View Selected

Grid Layout By Issue Type

Issue Type	Product	Conflicting Start Date	Conflicting End Date	Right Type	Totals
> Deal HD					117
Deal RG	6TH DAY, THE	31-Mar-2015	31-Mar-2015	Holdback	2
	13 GHOSTS (2001)	31-Mar-2015	31-Mar-2015	Holdback	4
	13 GOING ON 30	15-Jun-2013	30-Apr-2014	Holdback	4
	AMAZING SPIDER-MAN, THE	01-Aug-2014	27-Dec-2014	Business Holdback	2
		14-Aug-2014	27-Dec-2014	Business Holdback	1
			30-Apr-2015	Business Holdback	1
			27-Jun-2015	Business Holdback	7
		28-Dec-2014	31-Jan-2015	Business Holdback	1
			06-Mar-2015	Business Holdback	1
		01-Feb-2015	06-Mar-2015	Business Holdback	3
			30-Mar-2015	Business Holdback	1
			27-Jun-2015	Business Holdback	4
		07-Mar-2015	30-Mar-2015	Business Holdback	1
			30-Apr-2015	Business Holdback	1
			27-Jun-2015	Business Holdback	4
		01-May-2015	27-Jun-2015	Business Holdback	5
	ATLAS SHRUGGED: PART II	31-Mar-2016	29-Apr-2016	Post Black	2
	BAD BOYS (1995)	15-Jun-2013	30-Apr-2014	Holdback	1
	BAD BOYS II	15-Jun-2013	31-Jul-2013	Holdback	8
	CHARLIE'S ANGELS (2000)	15-Jun-2013	30-Apr-2014	Holdback	8
	CLOSER	01-Nov-2014	28-Feb-2015	Holdback	2
	COLOMBIANA	31-Mar-2015	31-Mar-2015	Holdback	2
	COURAGEOUS	31-Mar-2015	14-Apr-2015	Holdback	2

PIVOT TABLE FIELDS

- Product
- Walker #
- Term Year
- Key Category
- Right Type
- Condition
- Condition Comment
- Issue Type
- Override Reason
- Override Type
- Conflicting Reference
- Conflicting Reference Description
- Conflicting Right Type

COLUMNS

Issue Type

Product

Conflicting Start Date

Conflicting End Date

Right Type

Defer update

ons

What We Learned

- There is life after SQL
 - Key transactional system can be based on MarkLogic and be performant and feature rich
 - Developers were able to become productive in the new environment
- This design fit well with our trend toward microservices
- We have proven that data design is fluid in our new landscape
- We could take a “conversion only” technology and deploy it in production
- You need to pay attention to architecture and best practices
- Watch hardware requirements

Possible Future Steps

- Convert Customer Master to MarkLogic
- Leverage the “Conversion Hub” for the next wave of systems



Questions?



Thank you!



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