



February 12th, 2019

Music/Tech – The Latest Trends

NEWSLETTER

An Entertainment Industry Organization

President's Corner

Dear Friends and Members,

Please note that **the venue for our February 12th panel has changed** due to the damage sustained by the Sportsmen's Lodge in the recent fire. Unfortunately, we were informed yesterday that they we would not be able to use their facilities. However, I am excited to announce that our new venue for **this event will be held at the newly built Live House** (see below for information).

With that said, I would like to invite you to our next panel entitled "Music/Tech—The Latest Trends." As you know, advancements in technology have changed the way that we conduct business: from file sharing to downloading to internet streaming.

In order to survive in this new ecosystem, we need to learn about and embrace the ever-evolving technology. Vicki Nauman (CrossBorderWorks) has assembled an all-star panel consisting of Steven Ambers (SOCAN), Michael Shanley (Music Reports), and Vaughn McKenzie-Landell (JAAK). They will cover topics as metadata, collecting royalties, and new technology such as blockchain.

Please register now and join us for an evening of networking and enlightenment!

Sincerely,

David Quan, MBA
CCC President 2018-2019

Suggested Reading

"Global Music-Streaming: 'For Growth You Have To Look Outside of the Western Markets'"

Eamonn Forde - Music Ally

[View Here](#)

"Reimagining The Music Business"

Vickie Nauman - Rethink Music

[View Here](#)

"You're Probably Going To Be Replaced' Digital Music Pioneer Issues a Stark Warning For the Industry"

Oisin Lunny - Forbes

[View Here](#)

"SoundExchange Reveals Record Royalty Payouts in 2018"

Stuart Dredge - Music Ally

[View Here](#)

Moderator

Vickie Nauman specializes in the intersection of technology and music, product/device integration, and international business development. She founded the boutique consulting and advisory firm CrossBorderWorks and is busy with an ambitious portfolio of forward-thinking companies in tech, consumer electronics, finance and music. A digital music pioneer, Nauman worked on licensing and product for one of the first legal digital services, MusicNet (RealNetworks JV), led strategic partnerships for connected device company, Sonos, started and ran the U.S. business for global music platform, 7digital, and did digital music business in Europe and China as a consultant. She built one of the first DMCA-compliant services at taste-making Seattle station KEXP and has an MBA through the London School of Economics, NYU-Stern, and HEC-Paris, in the executive program TRIUM. She is an advisor to UCLA's Music Innovation Program and on the Future of Music Coalition board.

Panelists

Vaughn McKenzie-Landell is CEO and co-founder at JAAK. He has been a pivotal figure in communicating the bold vision of JAAK to build a space for convergence and collaboration for media industries, and has spoken at conferences around the world including SXSW, FastForward and EthCC. Following an initial spell in finance at Dow Jones, Vaughn co-founded music production group, The Arcade, before venturing into the world of User Experience Design and Product Development. Vaughn most recently spent four years consulting at Virgin Media on Software Adoption. In early 2018, Vaughn was named one of Forbes' '30 Under 30'.

JAAK is on a mission to build a global view of IP rights for the media industries. Through its KORD network which harnesses blockchain technology, it is building a new standard for rights and licensing management that contributes to this global view. In the music industry, KORD connects identifying information from across the business, including labels, publishers, performing rights organizations, artists, songwriters and their representatives.

Michael Shanley is Vice President & Head of Business Development at Music Reports. He has more than 15 years' experience implementing enterprise level software solutions in the music and intellectual property rights business sector, currently leading the development of Songdex, the world's largest independent relational database of music copyright and business information. Songdex contains detailed relational data about tens of millions of songs and recordings, covering virtually all of the commercially significant music in existence.

Shanley began at Music Reports in 2004 as Senior Software Developer, and was later Director of IT Business Development. Throughout his time at Music Reports, Shanley has led all engineer staffing and resource allocations; managed software processes for more than 450 clients; acted as the main architect in the creation and implementation of software processes currently utilized by Microsoft, Apple, SiriusXM, Amazon, Soundcloud, and more; and has helped navigate Music Reports' IT-centric approach to music rights administration, setting the standard for technological innovation in the music industry today.

Prior to Music Reports, Shanley started and ran a consulting company focused on physical distribution ecosystems. He attended University of Albany, SUNY, and has been a longtime music lover and guitarist.

Steven H. Ambers, C.P.A.

Mr. Ambers has over 25 years of experience in the music and entertainment royalty field. He has performed and supervised royalty audits worldwide on behalf of licensors of intellectual properties (trademarks, brands, characters, patents, technology, data, and content), licensing and talent agencies, fashion designers, software and video game developers, franchisors, recording artists, record companies, songwriters, music publishers, movie and television studios, producers, directors, actors, athletes, inventors, joint ventures, landlords, and tenants. Mr. Ambers' experience also extends to the due diligence reviews of potential record company and music catalog acquisitions. This due diligence experience also includes the valuations of royalty streams for various purposes including "Bowie Bonds", estate taxes and proceedings, bankruptcy proceedings and divorce settlements. Mr. Ambers has also consulted with both talent and corporations regarding developing and expanding current entertainment businesses; the ramification of specific royalty provisions being considered in agreements being negotiated as well as consulting and preparing royalty accountings for licensing, music and movie entities. Currently, Mr. Ambers is the Director of International Business Development and Compliance at SOCAN and the Vice President of Business Development for Dataclef, where he fosters US publisher and key influencer relations; and support strategic investment opportunities, including mergers and acquisitions.

Steven worked for Gelfand Rennert and Feldman a division of Coopers & Lybrand in their Royalty Compliance Department and then left to start the Royalty Compliance Division of Moss Adams. In 1999, Steven co-founded RoyaltyConsultants.com, a royalty tracking solution for monies due from downloaded intellectual property and the Royalty Review Council where he was credited with being one of the first to attempt to collect data about online sales of items ranging from music to videos in order to help copyright and trademark holders collect the royalties due them. Mr. Ambers consulted for Tunesat and consulted and invested in Audiam prior to their sale to SOCAN. Steven utilized his royalty expertise overseeing the royalty department of GSO before joining SOCAN.

Steven received his Bachelor of Science degree from the Kenneth Leventhal School of Accounting of the University of Southern California in 1987. Steven is a member of the American Institute of Certified Public Accounts, the California Society of Certified Public Accountants, the Association of Independent Music Publishers and the Recording Academy. Steven was the former President of T.J.'s Friends in Los Angeles, a division of the T.J. Martell Foundation, the former Treasurer and Board Member of Temple Isaiah and the Harold and Carole Pump Memorial Foundation and current Treasurer of the National Board of the Association of Independent Music Publishers. Steven has lectured at many Universities including American University, Northeastern University and the University of Southern California. He has spoken on panels on behalf of SXSW, Music Biz, AIMP, MEIEA, Vegas Music Summit, the Musician's Institute, the California Copyright Society and the Motion Picture Television Fund. Steven has also testified as an expert witness in judicial proceedings in state and federal court.

Please visit our website, theccc.org, for more information soon!

