

## **Monetising Audio Content – The Way Forward**

(Exploitation of BBC subsidiary rights & developing content for new platforms)

**12.30 for 1 pm start Monday 30<sup>th</sup> November 2009**  
**DCMS, 2 – 4 Cockspur Street, London SW1**

### **1pm Welcome from Chair**

Trevor Dann – Chief Executive, Radio Academy

### **1.05 Opening statements from DCMS and Radio Independents Group**

Jon Zeff – Director, Media, DCMS  
Phil Critchlow - Vice Chair, RIG

### **1.15 Session 1: Know your Rights**

Presentation summarising the rights Indies have to exploit under current Terms of Trade, what restrictions there are, the BBC/Indie income split etc.

**Session Chair:** Ed Banks - solicitor at lawyers, Hill Dickinson  
**Speaker:** John Moran – BBC Head of Legal Affairs, BBC Audio

### **Q&A**

### **2.00 Session 2: BBC – Worldwide and Archive**

Summarising opportunities available from BBC WorldWide and Online archive.

**Session Chair:** John Morris - Independent Content Rights Consultant  
**Speakers:** Stephen Davies - Director, Audio & Music, BBC Worldwide  
Jan Paterson - Publishing Director, BBC Audio Books  
Roly Keating – Director, BBC Archive Content

### **Q&A**

### **2.55 Break**

### **3.15 Session 3: The World Beyond – Creating a commercial marketplace**

What commercial opportunities exist, and what steps are needed to extend commercial rights exploitation opportunities.

**Session Chair:** Kate Bulkley – Media Analyst  
**Speakers:** Chris McKee - Managing Director, Audible.co.uk  
Nico Perez – Co-Founder, Mixcloud  
Bill Gash – Marketing Director, Ooyala  
Ben Drury - CEO 7digital

Contributions from Producers from the Floor

### **Q&A**

### **4.30 Summing up with Chair and representatives of DCMS and Radio Independents Group**

### **4.45 – 5.30 pm Drinks Reception**