

## What does a OneMusic licence mean to your business?

- 1 Permission. When you play music that is protected by copyright in your business, New Zealand law requires permission (a licence) from the creators.
- 2 It shows your business respects and supports music creators who spend countless hours learning and creating the music your business wants to use.
- 3 You benefit by playing music. Music creates a better atmosphere, and keeps you, your staff and your customers entertained and engaged.



**90%** would select a business playing music over one that was not<sup>1</sup>



**78%** say when good music is played it makes them feel more positive towards the business<sup>2</sup>



**78%** agree that waiting in line is less dull if music is being played<sup>3</sup>

## Music in your business is different to listening to music at home

The change in scenery means a change in the rights, and you need permission to play music in your business.

The music we consume every day is made available to us for personal or domestic use only. When you use music in your business, legally this is considered a *public performance*.

This includes music in all forms, from digital music services, to CDs, even talkback radio and television.



**Check us out:** Check the terms and conditions on your CDs and online. You'll find statements like "**personal use only**" or "**not authorised for public performance**".

You can also make checks about the authenticity of our rights here:



**“ I think copyright is an amazing thing. Somewhere back in history, someone created legislation that allowed artists to get paid. Copyright makes me feel that my work's not for nothing. It's hard enough to be a musician. If we didn't have mechanisms to protect our work, it would be almost impossible.**

Bic Runga. Artist, Songwriter and APRA Board Writer Representative.

## What is the Copyright Act?



The Copyright Act 1994 grants music creators exclusive rights over how their work is used, and provides a legal framework to enable them to earn a living from their art.

They are businesses too, and granting permission to businesses to play what they have created is one of the ways music creators earn an income.

New Zealand is not unique, and businesses in countries around the world also need to get permission or a **licence** for their music use.

## Where does your licence fee go?

Your OneMusic licence fee is distributed by **APRA AMCOS** and **Recorded Music NZ**, who are the companies behind OneMusic. Each organisation has a commitment to their music creators and their own distribution policies.

Many music creators around the world earn an income by granting organisations, like ours, the right to collect and pay their royalties when a business plays the music they make.

### When you hear about music royalties, that's what we do.

What is played is matched and distributed to the songwriters, composers, publishers, recording artists and record labels who make and own the music you use in your business.

Every month **over 330 million lines of music data is analysed** from digital music services, background music suppliers, radio stations, television stations, live performers and more.

### What we do isn't simple, but we make it simple for you.

It's about striking a balance between accuracy and efficiency, which is why we do not expect you to supply us with your song lists. After minimal administration costs all money collected is paid to our local and international music creators as royalties.

Find out more visit [onemusicnz.com/distribution](http://onemusicnz.com/distribution)

## We've done the hard work for you

Your OneMusic licence gives you permission to play essentially all commercially released music from here and around the world.

Instead of you having to contact and get permission from every songwriter, composer, publisher, recording artist and record label, for every single song you play – **you get a licence with us.**

Your OneMusic licence includes the right to use musical works from more than two million music creators worldwide.

**Your favourite musicians play a part in your business success, play a part in theirs with a music licence from us.**

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## How it works

### 1. Businesses get a OneMusic licence

You gain the legal permission needed to play our music in your business.



### 2. Music creators get paid royalties

Your licence fee is distributed by APRA AMCOS and Recorded Music NZ.



### 3. Businesses play music

Music enhances your business, and you benefit by entertaining staff and customers.



### 4. Music creators keep making music

Crafting music takes time, money and creativity, and your licence is part of the process.



“Music touches the lives of people across the globe. The licence fees businesses pay to play music recognise the value of music, and the huge amount of time, craft and money it takes to create it.

Iva Lamkum.  
Artist and Songwriter.



## FAQs

**What is Music Dubbing?** Music Dubbing cover is in addition to your Background Music fee when downloading, copying, or using digital music services like Spotify, YouTube, Apple Music, and more.

It's important to note, our licence only gives you permission to use our music in your business, it **doesn't override the Terms of Use** for the personal digital music service.

Music Dubbing ensures you have the permission needed for uninterrupted convenience and access to millions of our songs at your fingertips. Find out more [onemusicnz.com/dubbing](https://onemusicnz.com/dubbing)

**What is Music On Hold?** This charge is based on your caller capacity, which is the maximum number of held calls that your callers can be listening to music at any one time through your phone system, be it line based or digital.

**Did you know? 90% of callers with silence on hold hang up within 40 seconds<sup>4</sup>**

**What is a Background Music Supplier?** When it comes to creating the perfect ambient mix for your customers, some businesses choose to use a music curation service, or Background Music Supplier.

They put together music for your business and work with us. Like a digital music service, not all cover the right to play music in your business, so it is best to check with us. Find out more [onemusicnz.com/music](https://onemusicnz.com/music)

### **Do I have to go through OneMusic to play music in my business?**

When it comes to playing the largest possible music collection, Yes.

The OneMusic licence is your best protection from being found to be infringing copyright for using unlicensed music in your business. There are other options, like direct licensing arrangements with copyright owners, or solely using music outside our repertoire.

Your OneMusic licence provides the easiest and most cost-effective way to access the vast majority of the world's repertoire of music.

## Want to know more?

We're here to help you with your licence needs.

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<sup>1</sup>Research conducted by VisionCritical in April 2012 among 1,000 UK businesses and Entertainment Media Research in 2009 among 2,000 UK consumers. Via Musicworks for You.  
<sup>2</sup>PRS For Music. (2017) Customer research reveals benefits of in-store music. <sup>3</sup>Mood Media 2017. The State of Brick & Mortar: 2017. <sup>4</sup>Lightman., E. (2015) The #1 Cause of Wasted Marketing Dollars and How to Fix it. Bic Runga Winery Tour 2010 photo credit: Nick Chappell. Iva Lamkum Songhubs 2017 photo credit: Amanda Ratcliffe.