

Cancelling a Deal Before “Street Date”

In some instances it may be that a label has to cancel a deal before the street date has arrived — and sometimes this happens after the Release and its deal or deals have already been communicated to DSPs.

Assuming that a Deal with a StartDate of 1st December 2015 has been communicated a month in advance of that date to a series of DSPs:

DealTerms (as sent on 1st November):

```
<DealTerms>
  <CommercialModelType>PayAsYouGoModel</CommercialModelType>
  <Usage>
    <UseType>PermanentDownload</UseType>
  </Usage>
  <TerritoryCode>US</TerritoryCode>
  <ValidityPeriod>
    <StartDate>2015-12-01</StartDate>
  </ValidityPeriod>
</DealTerms>
```

The examples on this page use the syntax of ERN-3. The only difference for ERN-4 would be the order of the subelements of Deal Terms.

A week before street date, on 23rd November the label realises that the deal cannot go ahead (maybe the artist has not delivered what was promised, maybe the artwork was not approved, ...) and the deal needs to be cancelled. This can be done by sending an updated deal with an EndDate set in the past:

DealTerms to cancel the original Deal (as sent on 23rd November):

```
<DealTerms>
  <CommercialModelType>PayAsYouGoModel</CommercialModelType>
  <Usage>
    <UseType>PermanentDownload</UseType>
  </Usage>
  <TerritoryCode>US</TerritoryCode>
  <ValidityPeriod>
    <EndDate>2015-11-22</EndDate>
  </ValidityPeriod>
</DealTerms>
```

Multiple Territories

The same situation may arise with a multi-territory Deal. However, the situation is more complicated if only one territory (from, say, six) needs to be cancelled before it becomes active. Let's assume the above Deal would be originally sent for the US, Canada and the GAS territories. Let's further assume that a legal dispute delays the US release until a yet undefined date in the future. In that case the original deal needs to be repeated for Canada and GAS, and a cancellation needs to be sent for the US:

Two sets of DealTerms to cancel the original Deal for one of five countries (as sent on 23rd November):

```
<DealTerms>
  <CommercialModelType>PayAsYouGoModel</CommercialModelType>
  <Usage>
    <UseType>PermanentDownload</UseType>
  </Usage>
  <TerritoryCode>CA</TerritoryCode>
  <TerritoryCode>DE</TerritoryCode>
  <TerritoryCode>AT</TerritoryCode>
  <TerritoryCode>CA</TerritoryCode>
  <ValidityPeriod>
    <StartDate>2015-12-01</StartDate>
  </ValidityPeriod>
</DealTerms>
```

[...]

```
<DealTerms>
  <CommercialModelType>PayAsYouGoModel</CommercialModelType>
  <Usage>
    <UseType>PermanentDownload</UseType>
  </Usage>
  <TerritoryCode>US</TerritoryCode>
  <ValidityPeriod>
    <EndDate>2015-11-22</EndDate>
  </ValidityPeriod>
</DealTerms>
```