

Help your customers to get wide-ranging payment flexibility for their Microsoft licensing and services with Extended Payment Terms (XPT)

XPT adds wide-ranging payment flexibility as an alternative to the standard up-front or annual payment terms, via a simple amendment to Microsoft's licensing and service agreements. Agreements currently supported include the EA, MPSA, and Premier Support. Payment plans include monthly, quarterly, semi-annual or widely customised structures, including ramped and skip options available to fit virtually any customer's needs.

Key selling points



Partner value

- ▶ **Maximise your cash flow** through the timely payment of the customer's receivable
- ▶ **Drive incremental revenue** by eliminating financial constraints
- ▶ **Increase margins** through reduced discounting
- ▶ **Grow deal size** by making solutions more affordable
- ▶ **Expedite the sale** through a simple integration
- ▶ **Grow your business** by driving greater MPSA and Cloud adoption
- ▶ **No credit risk** associated with spread payments

Customer value

- ▶ **Payment aligned** to available budgets and cash flow
- ▶ **Expense aligned** to deployment Return on Investment or service utilisation
- ▶ **Simple transition to the Cloud** with a complete solution that includes flexible payment options
- ▶ **Fixed payments** for license/service duration
- ▶ **Ease of implementation** via a simple amendment to the license/services agreement

How it works



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| 1 | Familiarise yourself with XPT and its value propositions |
| 2 | Introduce XPT early with every sales proposal to get your customer thinking about their IT solution AND how to pay |
| 3 | Leverage your local Financing Desk Manager to drive the payment discussion |
| 4 | Sign the amendment to the licensing and services agreement |



Head off customer objections with Extended Payment Terms (XPT)

| Customer may say... | How to tackle the objection |
|---|---|
| “We have ample access to credit from our banks.” | Utilising available bank lines to acquire IT solutions reduces or eliminates their availability for other investment activities that yield higher returns. |
| “We’re financially strong. We don’t need any kind of payment solution.” | XPT exists in part because customers often want the flexibility to map their payments to deployment and/or budgets, and to free-up capital to be used for projects with higher returns on investment. |
| “We’ll have to wait until next year since we have a very limited budget this year.” | Deferring payments until your next budget cycle enables your customers to acquire what they need today despite budgetary constraints. |

Additional benefits



- ▶ Payment amounts and credit commitments are fixed for the life of the license and services agreement
- ▶ Customers can’t believe how easily XPT is integrated into their licensing and services agreements

Want to know more?

Learn how XPT can help you close more business in an intelligent cloud and intelligent edge world.

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🌐 Partner resources: www.microsoftfinancing.com Customers: www.microsoft.com/financing

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Flexible payment plans



Standardised: even monthly, quarterly or semi-annual payments



Ramped: payments start lower to align with deployment or budgets



Deferred: no initial payment for a pre-agreed term



Customised: align solutions with budget, cash flow, and deployment

