



# Get wide-ranging payment flexibility for your 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.



Focus on the IT solution you need despite budgetary constraints



Implement easily via a simple amendment to your licensing or services agreement



Improve ROI by aligning payments to deployment

## The process is simple!

1	Get a quote to fit your budget	2	Submit a credit application
3	Sign the XPT amendment	4	Start making payments

## Want to know more?

Talk to your Financing Desk Manager to learn more about market availability and how XPT can be tailored to your needs.

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Customer: [www.microsoft.com/financing](http://www.microsoft.com/financing)

# Extended Payment Terms

## Frequently Asked Questions

### Q: What is Extended Payment Terms?

**A:** 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 customers' needs.

### Q: What are the benefits of Extended Payment Terms?

**A:**

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

### Q: What is the minimum products and services order amount to be eligible for Extended Payment Terms?

**A: Minimum amounts** vary by country, but typically \$3,000 or local currency equivalent.

### Q: Who is eligible for Extended Payment Terms?

**A:** Credit-qualified customers under the supported agreement types are eligible for this program.

### Q: Can I add Extended Payment Terms to subsequent orders?

**A:** Yes. Subject to credit approval, you may continue to apply Extended Payment Terms to subsequent products or services orders for the remaining duration of your Microsoft licensing and/or services agreement.

### Q: What are the credit review guidelines for Extended Payment Terms?

**A:** Guidelines are industry standard for commercial term-credit requiring a review of 2 or 3 years of financial statements.

### Q: Are there any additional fees when using Extended Payment Terms?

**A:** Yes. You will pay an uplift to your licensing or service fees for the convenience of spreading your payments over time.