



Payment Solutions

Structured payment solutions for each **licensing scenario**

Licensing discussions open new opportunities to adopt more cost-effective terms for your software purchases. Microsoft Payment Solutions help you structure your payments to better meet your business and financial goals.

Microsoft Payment Solutions for Enterprise Agreements

If you are considering a new Enterprise Agreement or renewing an existing Enterprise Agreement, Microsoft Payment Solutions allow you to:

- ▶ Spread payments to free cash flow or conserve capital
- ▶ Align payments with budgets/fiscal years
- ▶ Map payments to benefits to improve ROI
- ▶ Pay for unplanned license purchases

➔ Enterprise Agreement: New EA and Renewal

Microsoft Payment Solutions are an ideal way to pay for Enterprise Agreements:

- ▶ Structure payments to align with budgets and maximize cash flow
- ▶ Convenience – execute as a simple amendment to your Enterprise Agreement
- ▶ Financial flexibility – conserve capital and improve balance sheet

➔ True-Up and Add-on

Additional licenses, new products, and services can easily be added on to existing payment agreements:

- ▶ Pay for un-budgeted seat growth and new products
- ▶ Disconnect project launches from budget cycles

➔ Services

Add consulting services to your payment agreement:

- ▶ Combine software and services into a single payment
- ▶ Map payments to deployment and benefits

Extended Payment Terms lets you structure your software payments through a simple amendment to your Enterprise Agreement, without the need for a separate loan document. This option is available in many countries.

Software License Financing provides customized payment options to help match your technology spend with budget availability, executed as a traditional loan through a third-party financial institution.

Total Solution Financing provides payment options for complete software, services, and hardware solutions—including non-Microsoft products.

Microsoft works with third-party financing providers to facilitate payment solutions for credit approved customers under the Microsoft Financing program.

Microsoft Financing



Microsoft Payment Solutions

Below you can see several examples of how payment solutions can be tailored to meet your specific needs. These solutions are available to credit-approved organizations.

Monthly payment option

This example illustrates how you can use Microsoft Payment Solutions to spread the cost of your IT investments with equal, predictable payments over three years, versus making a substantial up-front investment—helping to align IT benefits with costs.



Ramped payment option

In some cases, an you may prefer to closely match the expense of an IT investment with the benefits realized. In this example, a company that plans a staged deployment of their EA enrollments only pays for the amount planned for each year.



Deferred payment option

With Microsoft Payment Solutions, you may defer payments for up to six months, allowing you to begin deploying and benefiting from their IT investments immediately, while paying when budget becomes available.



Custom payment option

Customized payments help you align your technology spend with the available budget, cash flow, or deployment schedule for your organization. Our Payment Solution Specialists work closely with you to understand your technology-related business needs, and provide payment solutions to match.

Add products and service

Once you establish a Payment Solutions option with Microsoft, you can include new software purchases, true-ups, or additional services in the agreement through a convenient process, subject to credit approval.

Visit www.microsoft.com/financing or email MSFsales@Microsoft.com to learn more.