

# Microsoft Financing overview

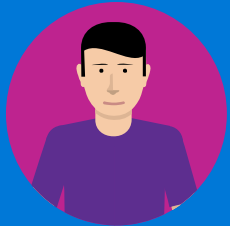
Making it easier to buy Microsoft  
products and services via  
payment solutions

Presenter name, title

Date



# Sound familiar?



"We need to acquire the products and services and the means to pay for them under the same agreement."



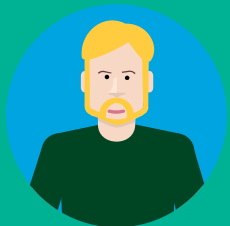
"We're moving to a SaaS solution to reduce costs, but cannot afford the initial investment."



"We can't afford what we really want this year, so we'll have to settle for less or delay deployment."



"We can't do it now – that project is getting pushed to next year."



"We are not sure yet how we can pay for our IT solution."

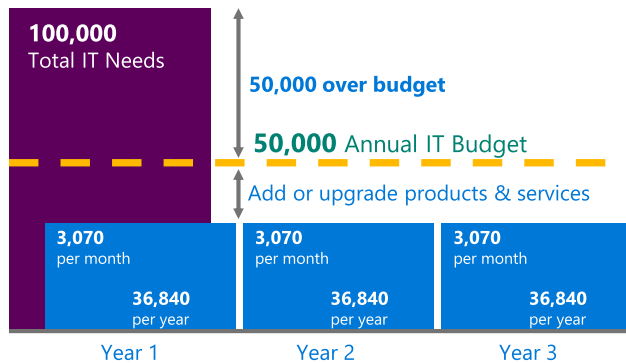


"Our budgets got cut to fund another project."

Microsoft Financing will help you overcome these obstacles

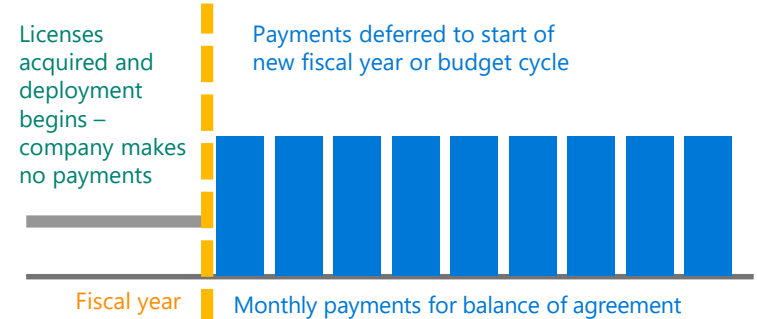
# Help for common customer challenges

## I need to spread costs over time

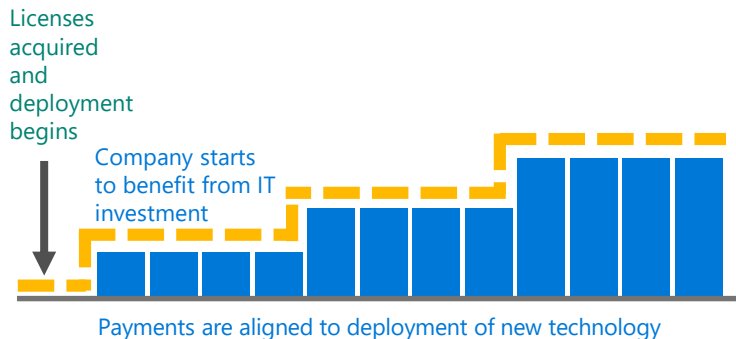


Note: payment figures are for example only.

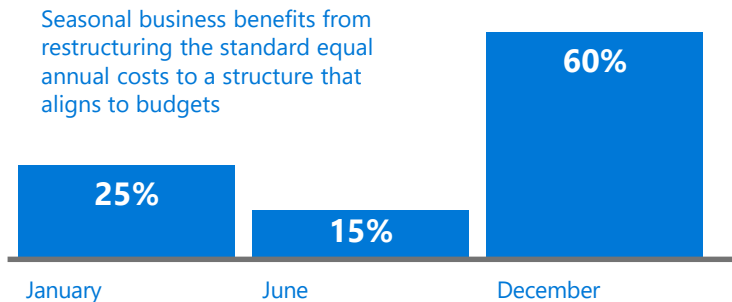
## I need to deploy now but defer costs



## I need to acquire and deploy in stages



## I need to align IT spend with revenues



# Payment solutions at a glance\*

## Extended Payment Terms

- 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.
- Includes EA, MPSA and stand-alone Premier Support.

## Loan

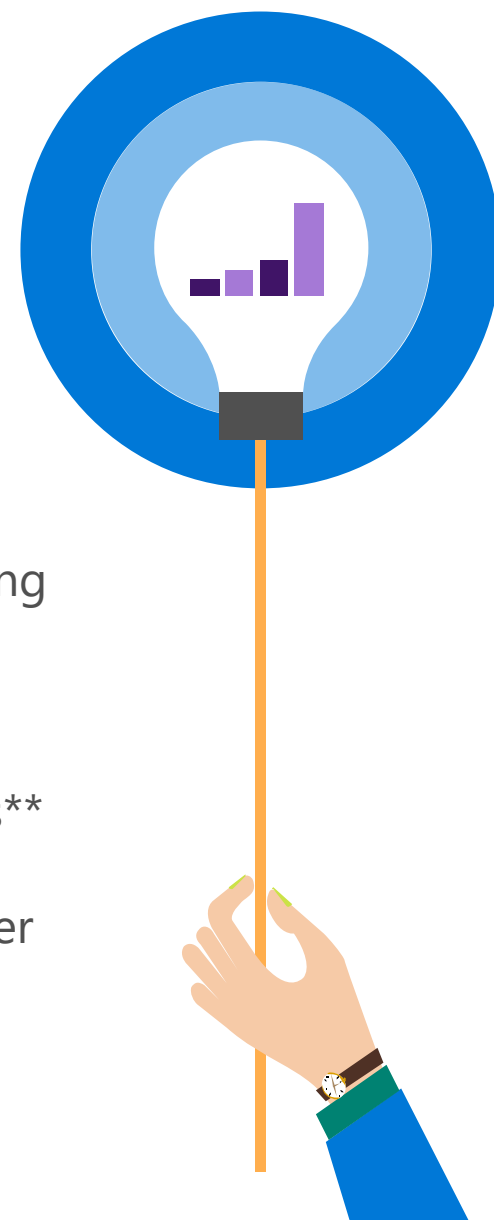
- A single financing agreement for your customers' IT needs including Microsoft's software, hardware, cloud and consulting services – in addition to your own products and services.

## Lease

- An alternative to loans for Microsoft software, cloud services\*\* and devices and associated accessories. For devices, leases typically offer multiple end-of-lease-term options and a lower periodic payment.

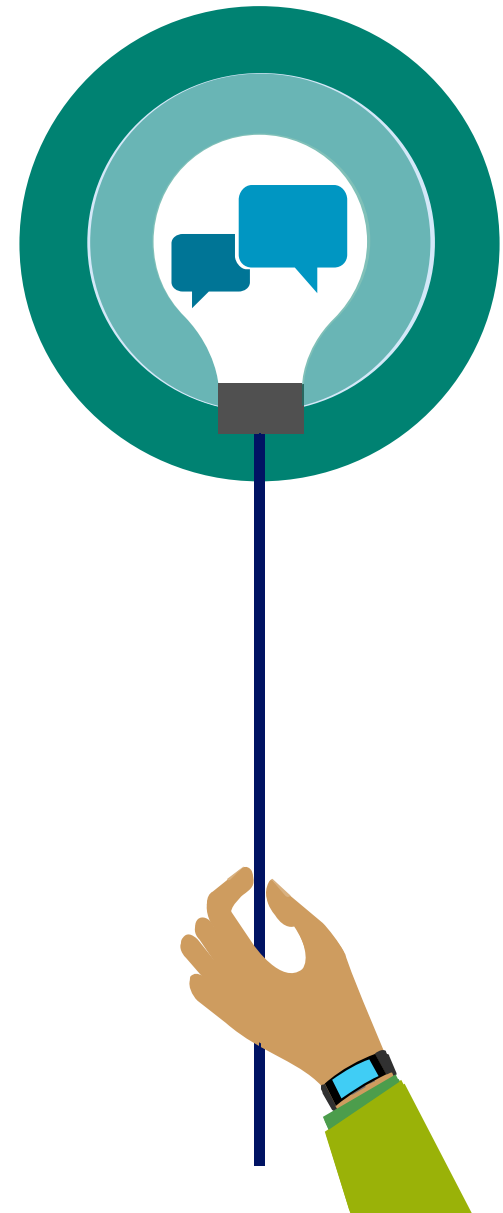
\* Solutions vary in participating countries and under participating programs.

\*\* Subject to local availability. Check with your local Financing Desk Manager.



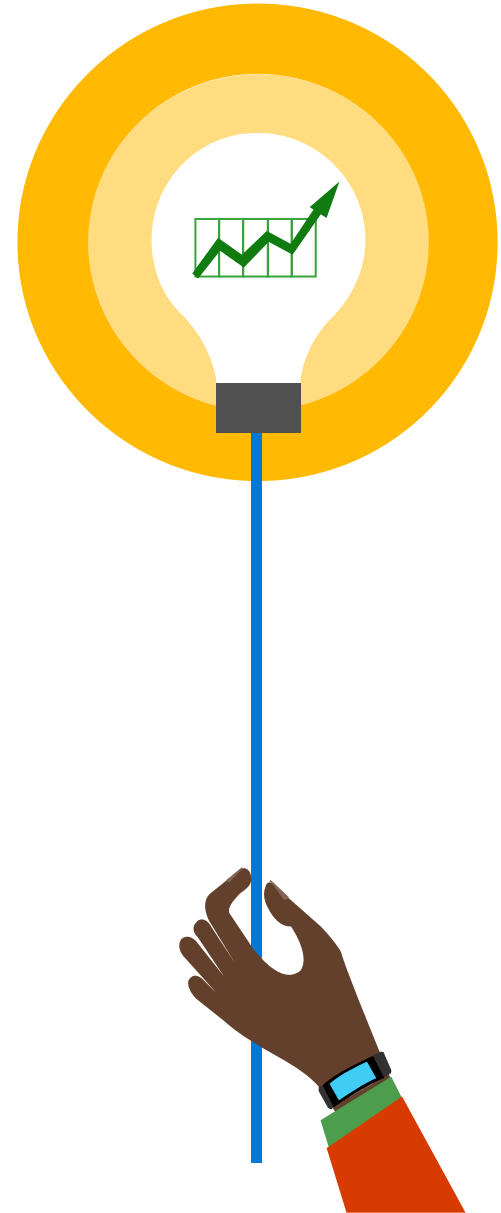
# Partner value proposition

- **Maximize your cash flow** through the timely payment of the customer's receivable
- **Drive incremental revenue** by enabling deals that would otherwise not close due to financial constraints
- **Increase margins** through reduced discounting and fee income
- **Grow deal size** by making solutions more affordable
- **Expedite the sale** by providing a cost effective means to pay and a simple integration
- **Grow your business** by driving greater Microsoft Cloud adoption
- **No credit risk** associated with spread payments



# Customer value proposition

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



# What our customers say about us

*"Using Microsoft Financing made it easy to update our Enterprise Agreement. We were able to get the IT solution we need now and pay for it at a later date with flexible payments."*

**Corporate Purchasing Manager, Leading International Professional Services Firm**

*"Microsoft Financing helped us avoid postponing our project for another year. Their customized solution enabled us to act now to exploit the full benefits for our company, without burdening our mid-term budget planning."*

**IT Director, Leading German Investment Banker**

*"Microsoft Financing's responsiveness was a huge value during the proposal process. They moved much more quickly than anyone else did."*

**Senior Director of Corporate Finance, US Manufacturer of Home and Automotive Products**

*"It took about four working hours to get back to us with a decision in principle. It was extremely simple and quick."*

**Finance Director, Professional English Football League Club**



# Next steps

## Understand the process



## Be confident introducing payment solutions

Proactively provide the IT Manager with payment solutions that allow you to:

- Address company financial challenges up front
- Minimize last minute obstacles that may impact your ability to close the deal

## Contact us

Get in touch – find out how a customized payment solution can help your customers get the IT solution they need.

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# Thank you



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