

Grow your deals with Payment Solutions



Payment Solutions help facilitate your customer's adoption of Microsoft's *Mobile First*, *Cloud First* solutions with flexible payment options designed to address their business and financial requirements. With Payment Solutions, you help your customers obtain the IT solutions they need, while you benefit from increased deal sizes and shortened sales cycles.

Benefits

- ▶ **Simplify cloud adoption:** fund all aspects of the cloud solution, including third party hardware, software and services.
- ▶ **Provide payment flexibility:** offer payment structures tailored to meet specific project or revenue generation milestones.
- ▶ **Drive profitable sales** – preserve price points and maximise your customer's IT spend, while meeting their budgetary and cash flow requirements.



Payment Solutions to meet your needs



Structure: regular monthly, quarterly or semi-annual payments



Defer: no payments for up to six months



Ramp: payments start low to match deployment and migration projects



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



Want to know more?

Discover how Payment Solutions makes it easier for customers to buy Microsoft products and services.

 MSFinUK@microsoft.com

 www.microsoftfinancing.com

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

Microsoft confidential. For internal and partner use only. © 2015 Microsoft Corporation. All rights reserved. This document is for informational purposes only and does not constitute an offer of credit by Microsoft or any affiliate of Microsoft. To receive financing, a customer must be credit approved by the applicable third-party financing provider. The financing agreement sets forth the terms and conditions on which financing is offered.