

# Drive Office 365 adoption and consumption

Office 365 helps businesses drive corporate performance with real-time access to organisational and market data.

**Payment Solutions** help facilitate your customer's adoption of Office 365 with payment structures that address budgetary requirements and align to their planned deployment and migration schedule. Featuring options like spread, ramped and deferred payments, Payment Solutions can cover the total IT solution: software, hardware, subscriptions, plus deployment and migration services.



## Key selling points



### Seller value

- ▶ **Simplify Office 365 adoption** – provide flexible payment options to accommodate customer's budgetary, business, and cash flow requirements.
- ▶ **Accelerate deployment and consumption** – consolidate Office 365 solution costs into a unified, structured payment.

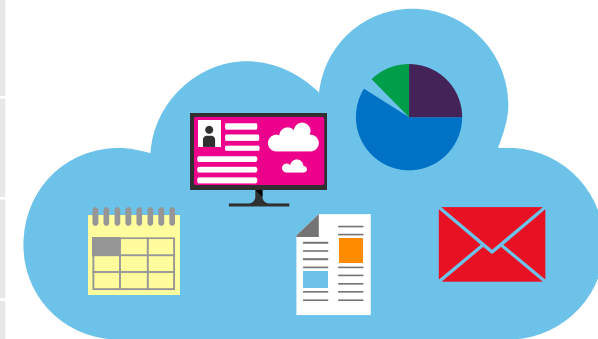
### Customer value

- ▶ **Innovate on your terms** – structure payments to meet your business requirements; add new seats and adjust subscription amounts as needs change.
- ▶ **Maximise ROI** – minimise up-front payments and align project cost outlays with anticipated benefits. Maintain capital for other strategic investments.

## How it works



<b>1</b>	<b>Familiarise</b> yourself with Payment Solutions
<b>2</b>	<b>Identify</b> and present opportunities to your customer
<b>3</b>	<b>Engage</b> with your Payment Solutions Specialist (PSS)
<b>4</b>	<b>Sign documents</b>



# Head off customer objections with Payment Solutions

Customer may say...	How to tackle the objection
"The sales cost is too high for us."	Outline the benefits they will get from deploying a Cloud Solution. Offer an affordable payment structure that can amortise upfront costs to match budget requirements and deployment plans.
"We're financially strong. We don't need any kind of financing."	As customers consider their technology solution, outline to them their additional payment options and the associated economic impacts.
"We'll have to wait until next year since we have a very limited budget this year."	Introduce the deferred payment option to your customers and encourage them not to delay their purchase because of budget issues.

## Eye on competitors

Competition	Structured Payments	Defer Payments	Ramp Payments	Deployment Services Payments
Google	Monthly, Annual	No	No	No
Payment Solutions	Monthly, Quarterly, Semi-annual, Annual	Yes	Yes	Yes

## Want to know more?

Learn how Payment Solutions can help you win more opportunities in a *Mobile First, Cloud First* world.



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## Customer win



**Industry:** Healthcare

**Who:** A leading treatment center for cancer, diabetes, HIV/AIDS, and other life threatening diseases.

**Deal:** 7,000 seat Office 365 E3 Enterprise Agreement and Server Cloud Enrollment valued at **\$7M**.

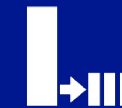
**Products:** Office 365, Server Cloud Enrollment (SCE).

**Challenge:** Customer desired to spread the 3-year EA cost out over 4 fiscal budgets.

**Solution:** Ramped XPT Structure



## Flexible payment structures



**Structure:** regular monthly, quarterly or semi-annual payments



**Ramp:** payments start low to match deployment and migration projects