

Help customers acquire your IT offerings with Microsoft Payment Solutions



Gold
Microsoft Partner



About UiBS

UiBS is a leader in Microsoft® licensing, architecture, deployment, development, infrastructure and distribution of enterprise and mid-sized cloud solutions. UiBS, provides business technology solutions, cloud and managed services for the Shipping, Hospitality, Financial, Real Estate and Business Sector. From Microsoft® licensing services through architecture, deployment, software development and distribution of unified communications to enterprise and mid-sized public and private cloud solutions, UiBS has shown proven real world expertise with worldwide reach in the past decade.

HEAD OFFICE

1 Agias Zonis Street, Pentadromos
Centre, Office B401, CY-3026,
Limassol, Cyprus

P.O. BOX 52208, 4062 Limassol,
Cyprus

Tel: +357 7777 [UiBS] 8427
Email: info@uibs.net

Microsoft Payment Solutions At a Glance *For Partners*

Are budget challenges preventing your customers from acquiring your IT solutions, and holding up revenue opportunities for you?

Payment Solutions help you grow your business by helping design flexible customer payment solutions that provide value to your customers, improve cash flow, and drive profitable revenue growth.

Increase customer value

- ▶ Help qualified customers acquire the best IT solution through flexible payment options
- ▶ Tailor payment solutions to meet your customer's needs with competitive rates and predictable payment schedules
- ▶ Help customers conserve cash or existing credit lines for other business priorities

Improve cash flow & margin

- ▶ Reduce credit risk and financial carrying costs, resulting in higher net operating margin
- ▶ Preserve price points and reduce discounting by offering a payment solution that fits your customer's requirements.
- ▶ Add higher margin products and services by framing the conversation in periodic rather than lump sum payments

Grow revenue

- ▶ Shorten sales cycles by avoiding delays from new finance sourcing or lengthy budget approvals with Extended Payment Terms
- ▶ Easily add new products, upgrades, or consulting services within an existing agreement, subject to credit approval
- ▶ Drive up-sell and cross-sell opportunities while minimizing initial cash outlay

Drive cloud adoption

- ▶ Cover all aspects of your customer's migration project, including Microsoft and third-party software, deployment services, and hardware
- ▶ Provide a single payment structure that includes solutions that blend perpetual licenses and cloud-service subscriptions
- ▶ Initiate planning and deployment activities prior to budget availability



Choose the option that best meets your customer's needs



Gold Microsoft Partner



Payment Solutions

Extended Payment Terms lets your customers structure their software payments through a simple amendment to their 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 customers' technology spend with budget availability, executed as a traditional loan through a third-party financial institution.

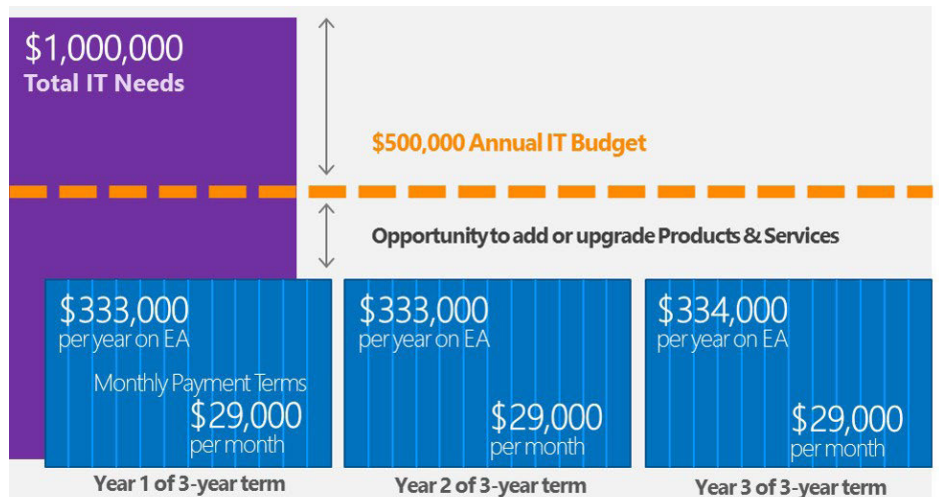
Total Solution Financing provides payment options for complete software, services, and hardware solutions—including non-Microsoft products.

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

Microsoft Financing

Monthly payment option

This example illustrates how a credit-approved organization can use Microsoft Payment Solutions to spread the cost of their IT investments with equal, predictable payments over three years versus making a substantial up-front investment, aligning IT benefits with costs.



Deferred payment option

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





Choose the option that best meets your customer's needs



Gold
Microsoft Partner



Find out how Microsoft Payment Solutions can help you close more opportunities.

Visit www.uibs.com or email info@uibs.net to connect with your local Microsoft Payment Solutions Specialist

HEAD OFFICE

1 Agias Zonis Street, Pentadromos Centre,
Office B401, CY-3026, Limassol, Cyprus

P.O. BOX 52208, 4062 Limassol, Cyprus

Tel: +357 7777 [UiBS] 8427
Email: info@uibs.net

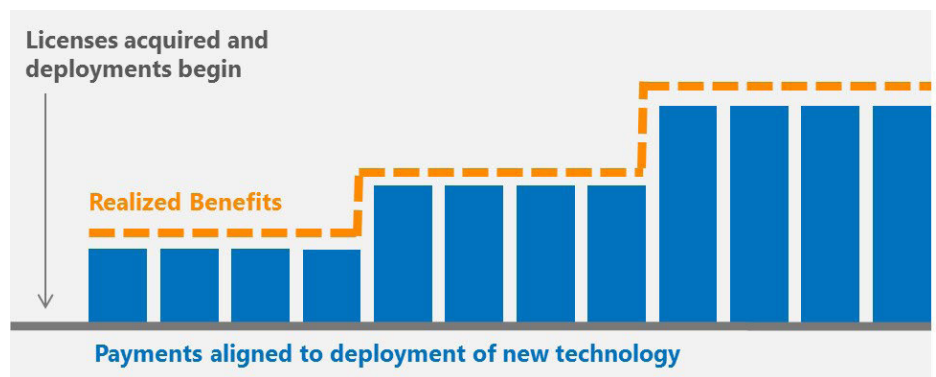
Microsoft
Partner



Gold Hosting
Silver Cloud Productivity
Silver Cloud Platform
Silver Hosting

Ramped payment option

In some cases, an organization 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.



Customized payment option

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

Add products and services

Once your qualified customer establishes a Payment Solutions option with Microsoft, they can include new software purchases, true-ups, or additional services in the agreement through a convenient one-step process, subject to credit approval.

Microsoft Payment Solutions are currently available in the following countries:

Asia Pacific: Australia, New Zealand, and Japan

Europe, the Middle East, and Africa: United Kingdom, Germany, Spain, Belgium, France, Italy, Switzerland and The Netherlands

Latin America: Brazil

North America: United States and Canada