

PO Payment Profiling

Flexible payment terms to accelerate your IT investment

To stay ahead of the competition, your business needs to be able to access the technology they want, rather than be constrained by budgets.

Paying for the IT solutions you need can be a barrier to profitability, expansion and even the future of your company. Until now.

In the past, paying for technology solutions would be upfront, or via traditional third party finance products, but now there's an alternative which is simplified and flexible.

Westcon Financial Services PO Payment Profiling works through the existing supply channel relationship and PO process to acquire the technology for your IT projects while spreading what your business pays over 12 to 36 months.

Payments are structured to your company's specific circumstances to align with the utility / benefits gained from the technology, giving you an improved return on investment profile for your internal metrics.

The Product is enabled by embedding additional terms in your purchase orders either directly or through an addendum. So you can speed up your IT acquisitions with minimal disruption to the transaction process, enabling you to fulfil your technology needs today.

An additional payment alternative

PO Payment Profiling gives you an opportunity to access the technology resources your business needs to meet its commercial and strategic goals. Use it now and enjoy the cash flow benefits.

Purchase what you need, any technology, any price

PO Payment Profiling gives you the flexibility to pay for hardware, software, services or any combination from any vendor. We're not tied into any provider... so neither are you. In addition, there's no upper limit on the size of deal PO Payment Profiling terms can be structured over, subject to approval and qualification.

PO Payment Profiling in brief

- Available for IT equipment, software and services or any combination
- Utilises your existing supply channel relationship and PO process
- Payments structured to your business needs
- Structured payment terms over 12 to 36 months
- Vendor agnostic

Payment structures tailored to your needs

With PO Payment Profiling, payments can be structured to mirror your company's income stream, to match utility benefits received from the products or fit in with your budgetary requirements.

Terms can be structured over periods from 12 to 36 months. Payments can be made quarterly or annually to suit your commercial objectives, plus you can make early repayments without penalties, as required.

As well as giving you the opportunity to control and potentially accelerate your return on investment for new IT infrastructure and services, you can secure additional projects by matching payments to outcomes and accelerate your strategic goals.

How it works: simplicity itself

PO Payment Profiling is a tailor-made commercial option that provides your business with payment flexibility but allows us to pay suppliers upfront for agreed purchase orders. How do we do that?

Say you have a requirement for a multiyear security solution and want to lock in your payments over three years to match, avoid possible increases in cost and the need to have to renegotiate annually.

Tell us you'd like to use PO Payment Profiling for the multiyear solution and you want to:

- Match payments to term
- Limit impact on current financial year budget
- Have certainty of payments and avoid possible increases
- Take advantage of any vendor multiyear discounts

We will provide a cost effective payment profile that meets your commercial objectives and provide you with the required terms to include in the final PO. Once the PO is finalised, the order for the goods and services is fulfilled. You make regular payments over the agreed term. It's that simple.

The benefits to you

- Simplified process through existing supply chain relationships and purchase order processes
- Get products you want rather than what has been budgeted for
- Align payments against the utility received from purchases
- Get greater control over your return on investment

Contact us today on:

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for more information