

Managed Service Agreements

Provide an enhanced solution for your customers' managed service needs on terms you can afford

Simplified structuring for your managed services agreements

Managed service agreements (MSAs) are beneficial in terms of giving you regular, recurring income and establishing trusted long-term relationships with your customers.

However they're not so accommodating on your cash flow, particularly if you have to pay upfront for the infrastructure and OEM services needed to deliver your managed service offering to your customer. But now you have an alternative to overcome these heavy upfront costs.

An alternative solution to easing your cash flow impact

We provide a variety of flexible payment terms for MSAs as part of an overall solution or on a standalone basis. We support you to embed commercial terms into your customer agreements that support cash alternative funding capabilities. All we need is a committed payment stream.

We address the upfront costs of infrastructure and services, you manage the cash flow impact of having to fund these costs upfront.

Flexible for customers, better for business

This is a win-win for you and your customers. You will be able to incorporate flexible structuring terms, enhancing your value proposition to your customers and enabling them to meet their business objectives.

You have the ability to access upfront multi-year vendor discounts whilst providing structured long-term payment options over 12 to 36 months.

This means you can structure payments in your MSA contracts with your customers based on the utility benefits they gain, within their budgetary requirements, while still achieving greater control over your return on investment.

A unique approach to funding

- Available for any IT equipment, upfront implementation costs and services
- A view of commercial terms
- Structured terms over 12 to 36 months
- Flexibility: Customers obtain products they want rather than what budgets allow
- Vendor agnostic

We're vendor agnostic, so your customer can source whatever combination of equipment and services they require in a solution to achieve commercial advantage in their market.

The net result is a deeper, longer-term relationship with your customer that is mutually beneficial to both parties.

How it works

We provide embedded finance terms to include in your MSA contracts that support cash alternative funding capabilities. There needs to be a clear committed payment stream that allows assignability to us.

Once your customer revenue stream is assigned to us, we provide a lump sum to ease your cash flow impact where you've had to pay for the upfront capital outlay.*

You then provide the managed service solution your customer requires, they pay for the managed service agreement overtime and we collect our assigned revenue stream from your customer payments.

Any other charges included in your customer payments are for your benefit.

The benefits in brief

- Offer customers enhanced managed service capabilities
- Ease cash flow impact with associated large upfront costs
- Improve margins connected to pre-existing customer product discounts
- Deepen and extend your relationship with customers
- Gain flexibility around refresh and extension options

Contact us today on:

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for more information

*Subject to performance risk