

Structured & Deferred Terms For The Channel



In today's competitive market, closing large deals can be challenging due to:

- **CFO concerns:** CFOs are increasingly involved in purchasing decisions and are focused on cash flow and budget constraints.
- **Complex negotiations:** Deals often involve multiple stakeholders, and the right commercial proposal can be time-consuming to negotiate.
- **Limited cash reserves:** Channel partners may lack the liquidity to offer deferred payment terms or handle complex deals.
- **Changing market conditions:** Economic factors such as inflation, interest rates, and currency fluctuations can impact the deal terms that customers demand.

XPS: The Game-Changer

XPS is a game-changing solution that helps channel partners to **close more deals, increase revenue, hit sales targets, and improve customer satisfaction.**

By offering structured or deferred payment terms, XPS answers the key challenges of cash flow and budget constraints today.

By working with XPS, channel partners can:

- **Simplify negotiations:** With XPS handling the complexities of structured or deferred payment terms, partners can focus on building relationships with customers.
- **Avoid extra paperwork:** No third-party or finance agreements to sign. Orders are placed as normal.
- **Improve deal closure rates:** Close larger deals that might otherwise be lost, especially at critical times in the financial year.
- **Enhance customer satisfaction:** Improve customer satisfaction and loyalty by meeting the needs of customers with cash flow constraints.
- **Increase revenue and profitability:** Close business on time, see an increase in repeat business, and improve customer retention.
- **Gain a competitive edge:** Offer an unbeatable service that's unique against the competition.

Unique Features:



No interference with end user customer negotiation: the customer is our partner's customer



No third-party agreements, no leasing or financing, no contracts or extra documents to sign



No impact on VAT supply: VAT is charged as we bill it



No involvement with the end user customer ordering process, or end user customer billing



Partners simply order as normal using the XPS reference on the quote



The vendor always receives 100% of the order upfront

Why Choose XPS?

- **Tailored solutions:** XPS works with partners to create customised invoicing and payment plans that meet the specific needs of each deal.
- **Minimal intervention:** XPS handles the administrative tasks, allowing partners to focus on their core business.
- **Flexibility:** XPS can accommodate a variety of payment terms, including annual, quarterly, and monthly payments.
- **Efficiency:** The XPS process is streamlined and easy to use, saving partners time and effort.
- **Partnership:** XPS works closely with partners to ensure their success.

How XPS works:

- 1. Partner enquiry:**
Simply contact the XPS team to discuss your needs.
- 2. Customised solution:**
XPS will create a tailored payment plan for your deal.
- 3. Streamlined process:**
Enjoy a hassle-free experience with no paperwork.
- 4. Enhanced revenue:**
Offer flexible terms to your customer while the vendor receives payment upfront.

Don't wait any longer.

Contact us to learn more about how XPS can help you close more deals and grow your business. XPS is available in Western Europe today.