



Take your business further with our Flexible Payment Solutions

The new flexible billing model extended to IT is often something our vendors cite as a real challenge. Channel partners are asking for billing options to match their customers' terms, while our vendors' business models are mostly built around one invoice and upfront payments.

So, how do you meet these new needs, without huge system development and admin costs?

Introducing Westcon Flexible Payment Solutions

Reach new business heights by relying on our extended payments to meet the new needs of Palo Alto Networks customers today.

Benefits to Palo Alto Networks:



Trusted process

Our flexible billing and invoicing models are well-established to meet today's needs.



Bigger deals

Flexible payment options help partners and customers maximise discounts and fund larger cybersecurity deals.



Revenue upfront

Palo Alto Networks is given full payment upfront from Westcon while we manage the periodic invoices with the partner.



All from Westcon

The whole process is managed by Westcon - we offer an all-in service to our partner with extended invoicing.



Maximise renewals

Our flexible payment solutions are also available at the time of contract renewals, helping increase your renewal rates.



Trade global*

Our worldwide distribution reach becomes Palo Alto Networks' reach too. Go global with Westcon.

* Core European countries where we operate, Belgium, France, Germany, Netherlands, Spain and UK, in APAC: Australia, New Zealand and Singapore and other extended regions for Global deals



Enhance your product portfolio

Offer flexible payments with Westcon Flexible Payment Solutions

Contact us for specific business solutions:

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 <http://www.westconcomstor.com>

Westcon 

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