

Technology-as-a-Service success story for global systems integrator

Bespoke financing seals the deal with end user, and is flexible and repeatable for future opportunities



The challenge

- The end user had varying existing estate end dates for Palo Alto Network software licences.
- They wanted a new, \$1.6 million, three-year enterprise licence agreement with Palo Alto Networks through a single supplier for ease of management.
- They wanted to pay on a quarterly basis, but Palo Alto Networks does not offer extended payment terms.
- This created a negative cash-flow impact for the global systems integrator, who was unable to tally both end customer requirements and vendor restrictions.



The solution

- Westcon Financial Services devised a Technology-as-a-Service (TaaS) solution which allowed the global systems integrator to spread the cost of Palo Alto Networks' three-year subscription over the same term on the payment structure requested by the end user.
- Meanwhile, Westcon paid Palo Alto Networks in full upfront.



The outcome

- Westcon's innovative TaaS solution ensured the global systems integrator won the deal with the customer by allowing them to deliver on their requirements, overcoming cash-flow and CapEx issues by paying Palo Alto Network upfront.
- This not only benefitted the global systems integrator but enhanced our value added distributor status with the vendor.
- This bespoke financing solution is repeatable and scalable, and can be applied to software and services deals and other regions, giving the global systems integrator more choice and flexibility in the future.