

Managing Price Rises with BidFin.

Are you prepared for the upcoming price rises?

David Bugeja, Sales Manager of Manage Protect
Ross Simon, CEO & Founder of BidFin

Presenters.



David Bugeja

Sales Manager, Manage Protect



Ross Simon

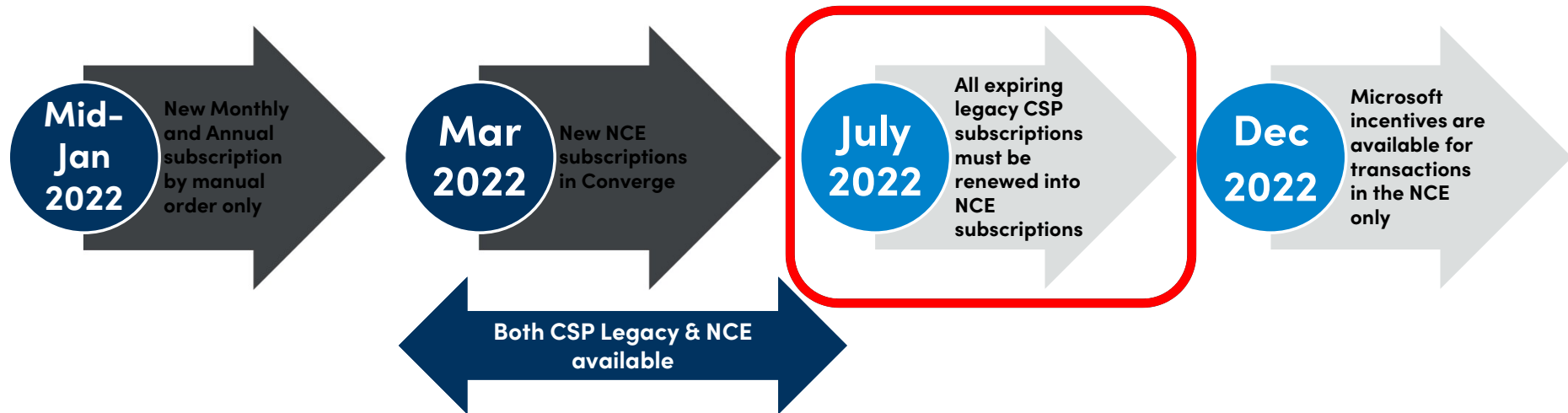
CEO & Founder, BidFin

Agenda.

- Microsoft's New Commerce Experience (NCE)
- Manage Protect price reviews
- Planning for the price rises
- BidFin financing option
- Q&A

Microsoft's New Commerce Experience (NCE) .

NCE Roadmap.

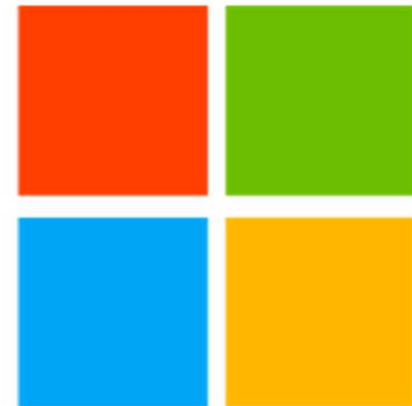


Microsoft NCE Pricing.

Price increases

- 1-month plans will incur an additional 20%
- Locked in pricing for the period.

Price rise
is coming
1 July
2022



NCE changes since our last webinar.



7 calendar days cooling off period after placing order

- A partner may cancel the subscription within 7 calendar days after placing order.
- After this 7-calendar day window, the partner is responsible for full payment of the 1, 12 or 36 months of service.

02.

**Manage Protect
price review.**

02

Price review.

Our first price review in 2 years.

- Announcement and price list to be shared shortly
- Prices come into effect 1 July



03.

Planning for the
price rises.

Your options for NCE.

NCE Month-on-month plans

- Monthly plans maintain flexibility and limit risk with price rise of 20% when compared with 12- or 36-month plans.

Increase price

- Pass on the price increases to the customer.

Remove MSP out of the equation

- Customers buy NCE direct from Microsoft

Consider other alternatives

- MPexchange Hosted Exchange + Microsoft Teams Essential for greater flexibility.

Other options.



CHANGING THE TECHNOLOGY
PURCHASING EXPERIENCE

Financing Payment Plans



*Changing the Technology
Buying Experience*



Contact Details:

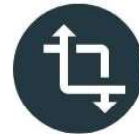
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03.

**BidFin Finance
Option.**

Who is BidFin?

**Driving Digital Transformation by Allowing
Customers to Pay for Technology Over Time
as Value is Realised**



Digitally Transform at Low Cost of Entry



**Increase ROI by paying in-line with value
realisation through Customised Payment Plan**



Erode all upfront technology costs



Align budget cycle with cashflow

*Changing the Technology
Buying Experience*





Software & Services Payment Flexibility

Driving Digital Transformation by allowing customers to pay for technology on a monthly basis as value is realised

Optimising Cashflow through Integrated Payment Solutions

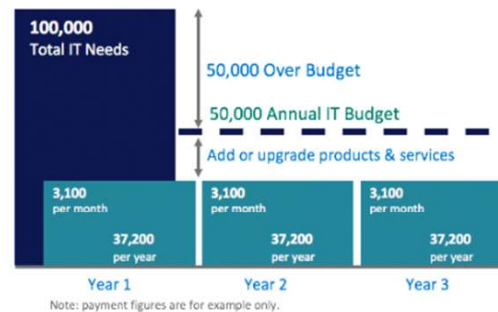
Increase ROI by aligning cost with benefit

Customised Plans for budget cycles & cashflow requirements



What does BidFin do?

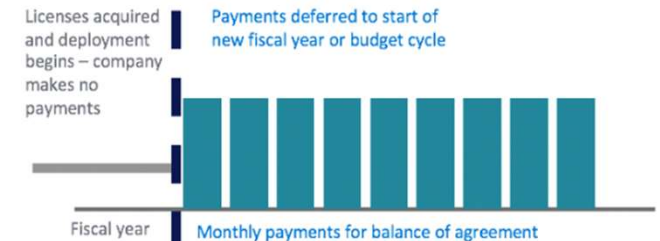
Spread monthly payments



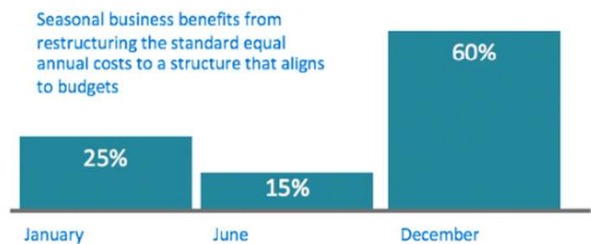
Ramp payments



Defer payments



Custom payments



All BidFin Products subject to Credit Approval

What are BidFin's finance products?

Software Payment Plan

Fast, Easy Approval



Bespoke customer centric payment plans



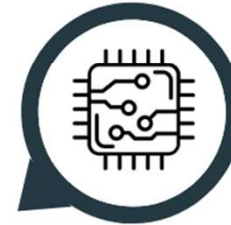
SaaS & On-Premise



Covers 100% of invoice(s) value



Fixed Terms: 4 - 60 Months



Services Payment Plan

Fast, Easy Approval



Ramp-Up Monthly Payments as implementation is delivered



Covers 100% of invoice(s) value



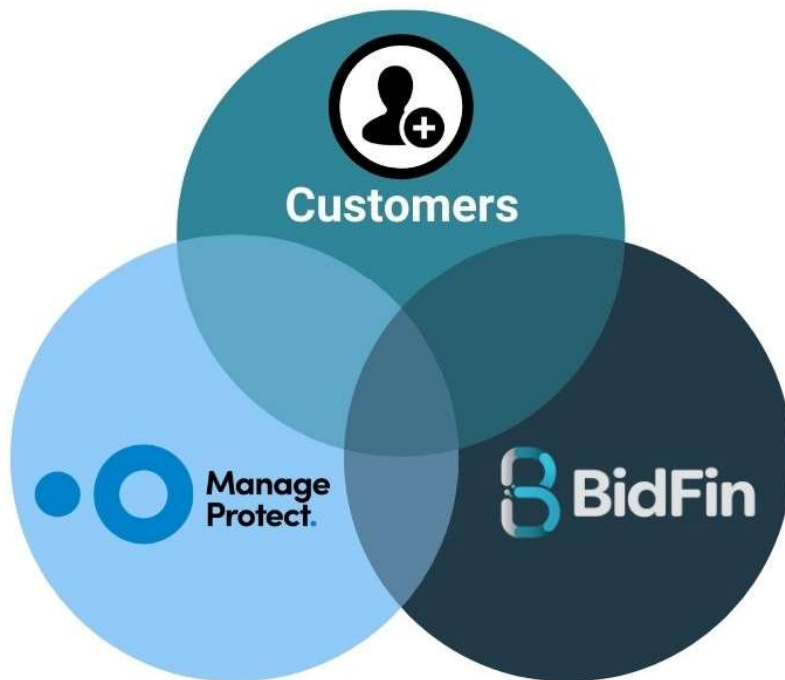
Pay for Implementation over time as value is realised




Fixed Terms: 4 - 60 Months

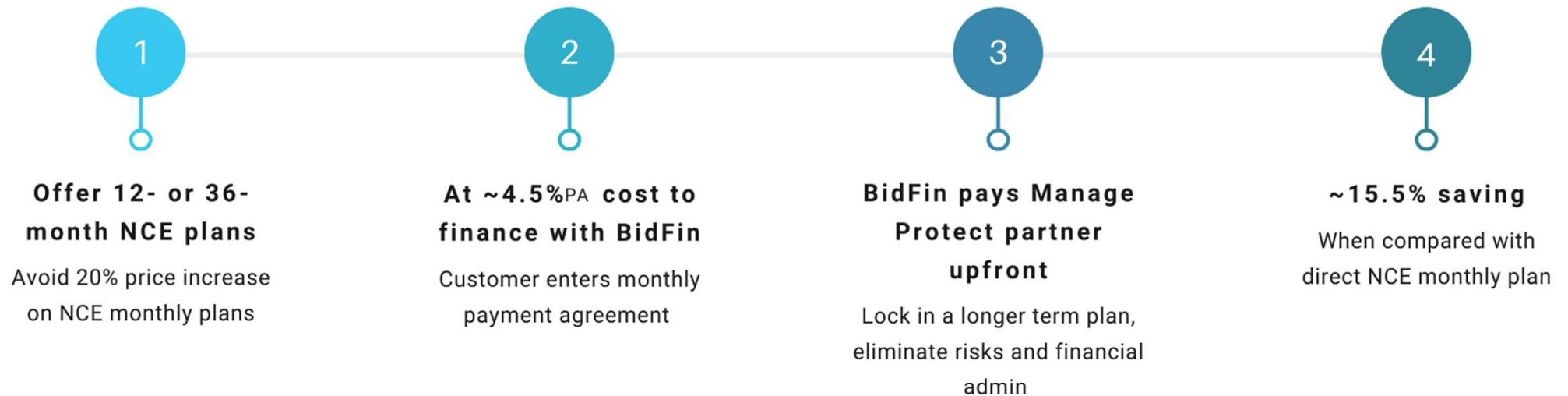
Software and Service invoices can be bundled into #1 BidFin Customised Payment Plan Solution

How to get started with BidFin?



- 1 Manage Protect Partner opts into a BidFin Customised Financial Payment Plan
 - 2 The Customer signs and enters a Payment Plan Agreement with BidFin
 - 3 100% of the invoice value is paid upfront by BidFin to the Manage Protect Partner
 - 4 BidFin collects direct debit payments from the customer based on the chosen payment plan
- 

NCE x BidFin Example



Manage Protect Partner Benefits

Driving Revenue, Sales &
Profitability for SaaS Vendors
and Partners



Add value with a payment
differentiator



Accelerating cashflow for IT
suppliers and End Users



Increase customer retention and
acquisition



The Customer Benefits



Digitally Transform at
Low Cost of Entry



Increase ROI by paying in-line
with value realisation



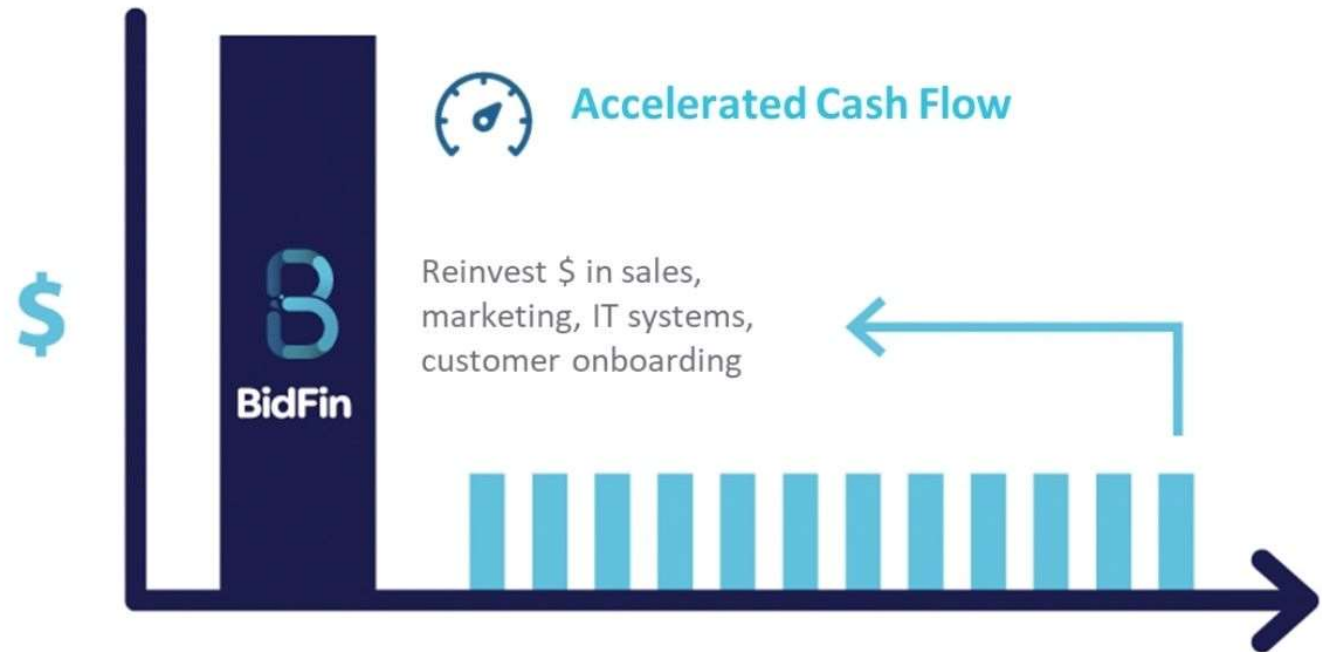
Erode all upfront technology
costs



Align budget cycle with cashflow



Recurring Revenue Funding: Enabling MSP transformation



Recurring Revenue Funding Day 1

- Receive up to 90% of the total 12-month contract value upfront
- Funds available for immediate re-investment!

VS

Standard Contract Terms 12 Months

- Receive contract value in instalments over 12-months.
- Funding in smaller increments over time.

*Changing the Technology
Buying Experience*



Q&A



*Get In Contact for Further
Information & Registration*



Website Link:

<https://www.bidfin.io/>



Email Link:

info@bidfin.io



Customer Registration Link:

<https://bidfin.force.com/application/s/customer-registration>

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04.

Q&A.

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Want more info?

Let's chat.

Contact us to discuss all the alternatives available to you.



David Bugeja



Robert Dale

Contact Us.

Support

Support Portal <https://manageprotect.freshdesk.com/support/login>

Phone 1300 657 500

Email support@manageprotect.com



Online chat
available

Knowledge Base

Central source of handy resources and useful information for partners
www.support.manageprotect.com

Converge

Provisioning and management portal with PSA integrations
<https://converge.mp/dashboard>

Connect.



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Thank you.