

Flex for AWS

Marketplace

Westcon  Comstor

What is Flex?

Flex blends solution billing with traditional distribution and flexible payment options to drive Partner Success. Get the technology you need now, pay later. Offer the subscriptions customers expect, without squeezing your cashflow. Contracted and invoiced by Westcon-Comstor with no third parties, it's flexible funding you can rely on.

Flex for AWS Marketplace is currently available in United Kingdom, France, Spain, Netherlands, Germany and Belgium.

Why is Flex used?

Get the best deal now, pay over time

- Increase deal size to maximise vendor discounts.
- Lock in multi-year subscription savings.
- Spread the cost over 1-5 years with flexible payments

Provide the subscription your customer wants

- Convert one-off charges to periodic invoicing.
- Align payments out with payments in.
- Mirror billing schedules to your end customer.

Accelerate new technology adoption

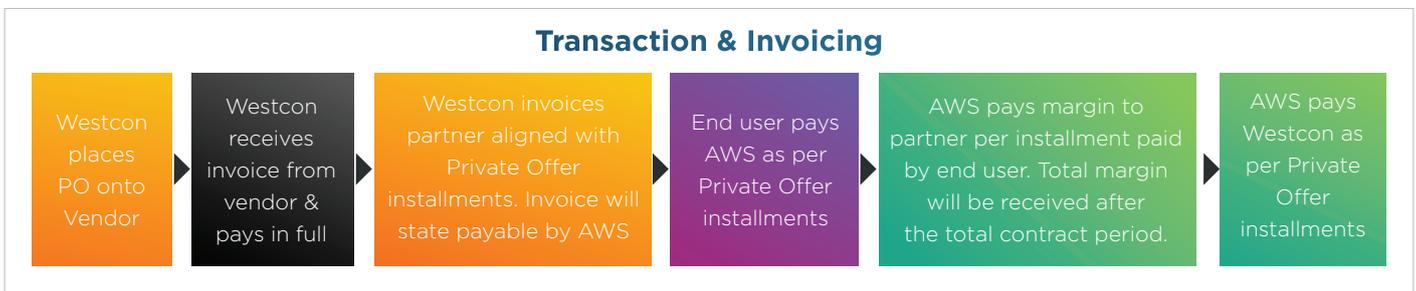
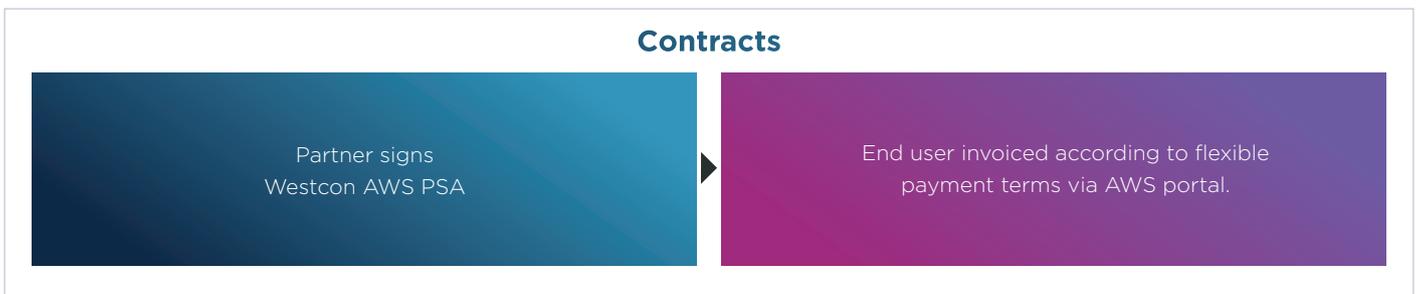
- Update legacy estates and expand deals.
- Ease working capital challenges with extended payment terms.
- Pull deals forward into this financial year

Enjoy quick, easy transactions

- Contracted and invoiced by Westcon-Comstor.
- No third-party billing agents.
- Use the same processes you already enjoy.

Flex AWS Transaction Flow

- Vendor
- Partner
- Westcon-Comstor
- AWS
- End User



Important notes for the Partner



Partner receives margin ONLY (no revenue) from AWS



Margin is paid as percentage of total margin, divided by the number of installments



Margin is only realised once all payments are made



Partner remains responsible for debt if end customer does not pay

Flex for AWS Marketplace is currently available for **Palo Alto Networks ONLY**

No matter how complex the deal or technology, we can make the purchase possible