

Payment plans for IBM software solutions

Explore the benefits of customized payment plans for your software, subscription and support, upgrades, renewals and lab services.

Business leaders are thinking beyond the need to manage software and application infrastructure more efficiently. Their focus has shifted instead to bold, innovative initiatives that help create change. The transformation is largely driven by modernizing and managing applications to fuel the growth of AI solutions and improve customer experiences.

Reaching the right decision about how to strategically fund solutions is critical to making transformational change timely, successful and affordable.

Recognizing that complexity can be an impediment to any technology adoption, IBM delivers funding options in addition to deep industry expertise and technology innovation. IBM payment solutions can help businesses start their cloud journey sooner, with increased flexibility and agility, while adhering to tight budgets.



Start projects sooner



Renew or upgrade subscriptions



Stretch budgets and optimize cash flow

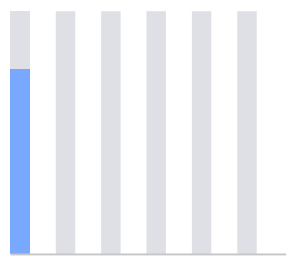


Start projects sooner

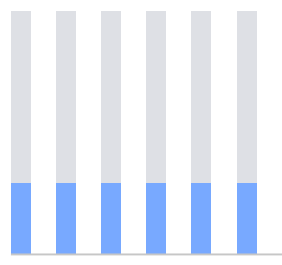
IBM offers flexible payment plans for software licenses, subscriptions, upgrades, renewals, including subscription and support, for platforms such as IBM Cloud®, IBM Cloud Pak® and Red Hat® OpenShift® Platform to help accelerate projects.

IBM payment plans can be an important component in speeding up budget approvals and freeing up cash. They can also help defer potential cost increases when upgrading or renewing since they reduce one-time cash outlays and spread costs over time with monthly or quarterly payments.

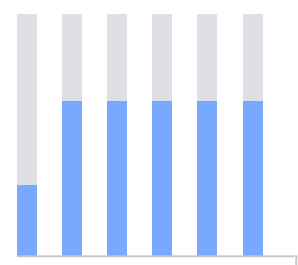
Customized payment terms can include the deferral of first payment and can be tailored to budget cycles, project or other business needs.



Instead of one upfront payment



Pay monthly or quarterly



Or customized with a payment deferral

An IBM payment solution may include any combination of IBM software and IT infrastructure solutions, and can greatly simplify the contract, invoicing and support cycles for the customer.

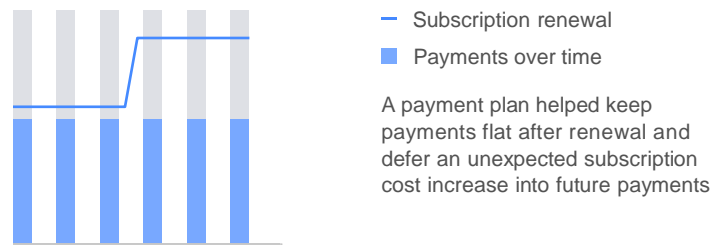
A telecommunications company, working with an IBM Business Partner, committed to IBM's hybrid cloud portfolio for a three-year project with options for up to five years to achieve the lowest total contract amount. IBM and the Business Partner provided a customized payment table for the customer's multi-year commitment.



Renew subscriptions with a payment plan

According to a recent study from Forrester, tapping the brakes on refreshes and upgrades can come at a cost. Delays in IT infrastructure refresh and upgrades expose enterprises to expensive vulnerabilities and can negatively impact customer experience. Security vulnerabilities, software compatibility issues, and an inability to meet customer expectations as a result of delays in infrastructure refreshes are top concerns for IT decision makers.¹

A bank was about to renew one of its software subscriptions and wanted to commit for another couple years. In the current fiscal period, it hadn't factored in the renewal increase. With a customized payment plan, the business was able to keep its first-year renewal flat and defer the unexpected increase into future payments, ensuring its mission-critical applications experienced no disruption.



Stretch budgets and optimize cash flow

When business leaders decide to pay for a new solution upfront, in full, they need to understand how cash flow is affected. When making significant investments, the business might prefer to make payments over several periods rather than restrict cash flow initially. Of course, even if they decide to spread out payments, leaders will still need to anticipate how those payments will affect cash flow in the years to come.

Payment plans allow customers to optimize cash flow with a payment structure tailored to their specific budget requirements and preserve cash to invest in other projects that meet strategic business goals.

An automotive company deploying Red Hat OpenShift to IBM Cloud was able to free up capital to fund building cloud-native applications by making monthly OpenShift payments. The company took advantage of flexible payment plans to accelerate research and development to outpace its competition.

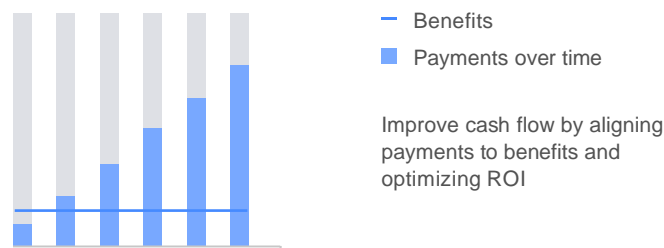


Align payments with anticipated benefits and enhance ROI

Business leaders need to ask whether the new solution will deliver a satisfying ROI, and when they can expect to realize that return. If a product or solution is acquired to modernize IT infrastructure or deploy new capabilities, leaders need to understand how quickly the business will start to see increased productivity or revenue.

Aligning payments more closely with anticipated benefits or milestones can potentially help improve ROI for the specific solution or project.

A consumer electronics company planned to develop advanced analytics applications as part of a long-term strategic IT improvement plan. Combining upfront costs for on-premises and as-a-service software and services into one financing contract with quarterly payments allowed the company to plan for the impact on cash flow. This helped improve administrative processes and speed up internal project approval.



Flexible payment plans as a key component of funding innovation

In the AI era, strategies and solutions for financing IT initiatives are changing as rapidly as the technologies themselves. To remain competitive, IT funding discussions and options should have a seat at the solution table early on.

Funding innovation effectively requires approaches that are adaptable and flexible to meet changing needs. As an IT financing specialist, IBM offers experience, expertise and solutions that can help improve cash flow and accelerate project deployments.

For more information

To learn more about payment plans for IBM software solutions, please contact your IBM Financing representative or IBM Business Partner, or visit ibm.com/financing. Explore IBM software and solutions at ibm.com/products/software

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¹ Forrester, January 2020, [The Key to Enterprise Hybrid Multicloud Strategy](#)

