



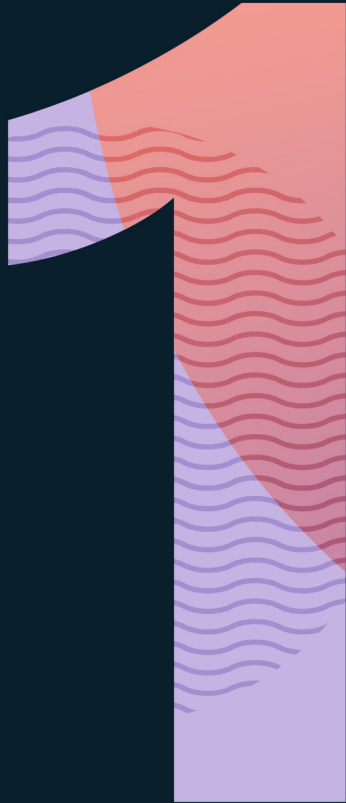
Flexible billing for private offers overview

Mastering the Marketplace
<https://aka.ms/MasteringTheMarketplace>



Agenda

Introduction to flexible billing
Example scenarios



Introduction to flexible billing



Flexible billing for private offers

Tailor private offers with practically any amount on any date

Align with customers' business needs and budget cycles

Supported scenarios include quarterly, semiannual, and bimonthly billing

Dedicated reporting and insights

Supported private offer types

SaaS (flat rate with support for metered billing)

Professional services

VM Software Reservations (VMSR)

Availability

- Customer private offers
- Multiparty private offers with channel partners



Key points

Custom pricing in different markets and currencies is available

Professional services and multiparty private offers supported in the US, Canada, and UK

MACC enabled for eligible offers

Cancellation and refunds available for 72 hours after purchase

Does not allow changing plans after purchase



SaaS autorenewals

Optional autorenewal is for SaaS subscriptions only

Private offers with flexible billing renew with public offer pricing and billing schedules



Example scenarios

Quarterly billing with variable pricing

1-year deal	\$10M	
Billing starts	\$2M	Q1 first installment
01 April 2026	\$3M	Q2
01 July 2026	\$2M	Q3
01 October 2026	\$3M	Q4

Installment billing with delayed start

2-year deal	\$28M	
Billing starts	\$0	Free for 2 months
01 March 2025	\$8M	Year 1 fee
01 January 2026	\$10M	Year 2 installment 1
01 July 2026	\$10M	Year 2 installment 2

Variable pricing with installments

3-year deal	\$80M	
Billing starts	\$5M	Year 1 initial charge
15 July 2025	\$5M	Year 1 installment
01 January 2026	\$10M	Year 2 installment
15 July 2026	\$10M	Year 2 installment
01 January 2027	\$20M	Year 3 installment
15 July 2027	\$30M	Year 3 installment

Multiparty private offer example

Channel partner adds 10% to ISV pricing

ISV schedule	ISV price	Customer price	
3-year deal	\$10K	\$11k	
Billing starts	\$1K	\$1.1K	Initial charge
01 January 2026	\$2K	\$2.2K	Year 1 charge
24 April 2027	\$3K	\$3.3K	Year 2 charge
24 April 2028	\$4K	\$4.4K	Year 3 charge

Summary



Flexible billing for private offers enables ISVs to meet the needs of their customers

Create tailor-made billing and pricing schedules to support custom deals