



## Sage SalesLogix EasyPay

### What is it?

Sage SalesLogix EasyPay is a flexible billing option for customers that prefer to spread their licenses and M&S fees over a period of 3 years.

### How does Sage SalesLogix EasyPay work?

Sage SalesLogix EasyPay is available as a 3 year payment plan on new orders only, and has the following features

- Easy to manage quarterly payment schedule.
- Customer does not pay a finance charge, and there is no mark-up to MSRP.
- First payment is equivalent to first and last month payment, and the remaining balance is spread evenly over the next 11 quarters.
- Maintenance and Support is a mandatory requirement for all 3 years of the plan.
- The payment plan agreement is between Sage and the Customer.
- Additional licenses or services, purchased after the start of the plan, may not be included with the plan.
- **No discounting** from the MSRP is permitted on Sage SalesLogix EasyPay orders.

### What kinds of fees can be included in the Sage SalesLogix EasyPay?

- Sage SalesLogix User Licenses, Server Licenses, Maintenance Fees, and Support Fees may be included.
- The following items are **not** eligible to be included in the Sage SalesLogix EasyPay:
  - PSG services
  - Sage Software Training fees
  - Partner service fees

### How are Sage SalesLogix Business Partner Compensated?

- Business Partners will receive full tier margin, and full tier credit.
- Business Partner Margin will be paid out at the time of the first installment.
- Tier credit is applied up front & reflected in the first tier statement following the order.
- If an account becomes uncollectible, then margin paid on the uncollected amount will be recovered in the form of a debit to the partner's account.

- During the course of the plan, the Business Partner must remain the Reseller of Record (ROR) in order to receive the annual margin payments.
- If there is a change in the ROR, the remaining M&S margin will be paid to the new partner, while the license margins will be paid to the originating Business Partner.

### **What is the process for signing up a customer for Sage SalesLogix EasyPay?**

- Complete the Sage SalesLogix EasyPay Customer Proposal, and send a copy to your Regional Account Manager (RAM).
- Your RAM will review the proposal form, complete any additional items, and send it back for your customer's signature.
- Send the signed proposal and credit card or ACH information back to your RAM.
- Your RAM will review the order form and submit for processing.

**If you have additional questions about the Sage SalesLogix EasyPay program, please contact your Regional Account Manager.**

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