





Precision

Getting the deal done

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The ideal deal?







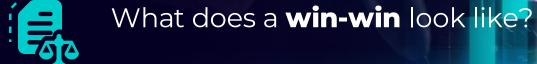
Auto-renewal

Immediate start date

Payment upfront

How will we **impact** their business?

What KPIs are important TO THE CUSTOMER?











Bundles

Payment terms

There are so many ways to sweeten the deal

Period lengths

Product add-ons

Service level agreements

Incentives for exceeding usage

Play the discount card wisely





If you must, discount services **not** product licenses



Always combine it with other things you want to achieve (Offer bundles etc.)

Don't rush to offer a discount!







A

Tips for success

Always blame finance for tough terms

Avoid exit points in contracts

Settle payment terms **before set-up**

Just say no to pay as you go

Λυιφτιχ

Handling renewals



Be proactive

Start planning for a renewal months in advance!



Be prepared

Know their state of mind **BEFORE** the discussion





Be creative

Talk to everyone to get information and come with an offer to **UPSELL**



Time is money





Ping me with issues, **don't get stuck**.

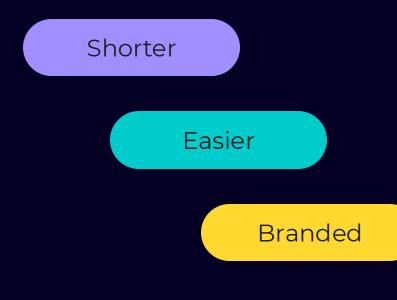
Work in parallel – MSA/DPA and Sales Order/Commercials



Push the deal to its real stages in SalesForce with all documents.

Simplified sales order template







EMPOWER YOUR JOURNEY From seamless integration to optimized operations and adaptable solutions tailored to your needs, we

EXPECT MORE

have made the switch and continue to thrive with us. Experience higher pass rates, advanced dedicated support.

NAVIGATE UNCERTAINTY are valuable to us. Please share any information or encounters that require our attention. Your input is

Thank you for choosing AU10TIX.



Λυιφτιχ

A. Minimum Commitment Services

•	Service Details	Price per Unit	Volume API / Year	Remarks	Total Price (USD)
1.	IDV Bundle (Front, Back, Selfie & Serial Fraud Monitor)	s			s
2.					
3.					
4.	Sub Total (Minimum Commitment) Year 1	\$			\$
	Total				

B. Additional Services

	Service Details	Price per year	Volume API / Year	Total Price for 1 Year (in US\$)
1.				
2.				
3.				

Total Price

Total Minimum Commitment 1" year	\$
Total	\$

C. Terms & Conditions

- 1. This Service Order term is 1 (one) years ("Term"). Start Date: End Date: 2. customer agrees to pay AU10TX as non-retindable and non-cancellable minimum commitment in each subscription years a decaled in the Minimum Commitmers Services and the Additional Services tables above (the "Minimum Commitment"). 3. For the processing of services exceeding the Minimum Commitment (per annum) is done annually in abarros, and bling for usage seconding or the Minimum Commitment (per annum) is done annually in abarros, and bling for usage seconding or the Minimum Commitment (per annum) is done annually in abarros, and bling for usage seconding or the Minimum Commitment (per annum) is done annually in abarros, and bling for usage seconding or the my Addition's Brivelaw which are usage-stated shall be done schedula as specified above, it will be required to pay the following innoices immediately and any exceeding and one more to exceeding by the Minimum Commitment.
- amount that may not be covered by the Minimum Commitment. 4. Payment of invoices is due within 30 days from the date of invoice. Invoicing for the Minimum Commitment is done
- annually to be paid in advance. <u>Onboarding</u> process shall start only after receiving the payment according to the terms of this Service Order. 5.

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SPIFFs & Incentives









THANK YOU

