

**Vendor:** Veeam

**Partner:** Insight Enterprises Australia

**End User:** Ovato Limited

**Amount to be financed:** \$XXX.XX AUD

**Veeam close date before license discount offer expired:** Friday 27th September 2019

**VEEAM**

### Background Story:

Ovato was looking for license renewal over a 5-year term, paid annually in advance. IMFS offered a bespoke solution with 0% finance. We liaised with and had the finance solution approved by our funding partners on the 8th August 2019.

Our IMFS team had a series of meetings with Veeam to advise them of the process involved in settlement. At this stage, the end user wasn't 100% certain that they would be using Insight as a supplier.

After numerous meetings with all parties, the MD of Veeam had a final meeting with Ovato's CFO to go over the order and processes. This led to the Ovato's approval of the finance contract through Insight on Wednesday 25th September.

#### The next 36 hours:

- Day 1 - The only way Ovato would proceed with the order and finance is if the yearly payments dropped from \$50k to \$43,450 ex GST. The finance amount was approved by our funding partner and new finance amounts were sent to Ovato for approval.
- Day 2 - Ovato accepted the order on the condition that the contracts are delivered to Ovato (CIO & COO) for signing by 5pm that day to be eligible for the discount from Veeam. This meant our team had 4 hours to conclude. The documents were delivered to and signed by Ovato on the day.
- Day 3 - Veeam and Insight required a letter from our funding source stating that the finance has been approved for Ovato and instructions on how they would be paid. This was provided and Insight then raised a PO to Ingram for the Veeam Licenses.

#### Highlights:

- IMFS solved the end user's problem by working to their tight deadline and pricing. This was extremely beneficial for Insight and Veeam.
- It helped with Veeam's month/quarter end results which they desperately needed to get done.
- It created a stronger relationship between IMFS and Veeam, as well as Insight and Ovato Ltd. MD from Veeam would like to schedule a meeting to discuss the process and how we can work together in the future.
- This shows Insight and Veeam to be capable with the support of IMFS.
- Shows IMFS's flexibility and dedication to get a result for both Vendor, partner and end user.

