



COVAST PoC FUNDING

As part of the sales process many customers request a PoC of the combined Microsoft BizTalk Server and Covast EDI Accelerator solution. Before a PoC is actually performed it needs to be determined how the PoC will be funded. Microsoft and Covast have agreed on the following process to determine PoC funding.

- Step 1.** The customer requests a PoC.
- Step 2.** The Covast sales executive will send the customer a quotation for the PoC. If the customer accepts the quotation Covast will perform the PoC.
- Step 3.** If the customer is not willing to pay for the PoC the Covast sales executive will request funding from the local Microsoft (district or country) office or the involved system integrator.
- Step 4.** If the local Microsoft (district or country) office or the involved system integrator is not willing to fund the PoC it will be discussed in the Covast sales team meeting (CEO, VP of Sales for the Americas, VP of Sales for EMEA and ASIAPAC and the Director for Business Development). The Covast sales team will determine if the PoC request will be rejected.
- Step 5.** If the PoC request is not rejected the Covast CEO and Microsoft senior Partner Manager will determine if the PoC can be funded from the co-marketing budget.

