

Cisco Capital Overview



An investment in Cisco® technology can significantly improve your performance and reduce costs in your business.

By incorporating the benefits of Cisco Capital™ to manage this investment, you can reduce your ownership costs even further while maintaining your technology competitiveness going forward.

We're here to help your business

Cisco Capital is a wholly owned subsidiary of Cisco Systems, specializing in providing innovative financing solutions for Cisco's customers globally.

More than just a finance company, Cisco Capital offers you the most competitive and flexible financing to acquire Cisco technologies. Our financing solutions support your business goals and technology needs, both now and in the future.

- **Technology Financing:** Cisco Capital offers end-user financing to customers in 100 countries. Flexible financing options are available for Cisco technology solutions including hardware, software and services, as well as complementary third-party equipment.
- **Channel Financing:** Cisco Capital provides credit lines and payment terms beyond Cisco's standard net 30-day terms. Globally, Cisco Capital offers extended terms in more than 140 countries.
- **Pre-Owned Equipment:** Responsible for the remanufacture, remarketing and resale of Cisco Certified Refurbished Equipment, Cisco Capital's Pre-Owned Equipment line of business has provided 28,000 customers in more than 100 countries with environmentally friendly, cost-effective Cisco Certified solutions.

Flexible financing to suit you

Investing in new technology presents two challenges: deciding on the ideal Cisco solution for your needs and working out the best way to fund this investment.

Our flexible financing will help you to invest in the full benefits of Cisco technology today and enable you to pay for it in the way that best suits your requirements.

Financing your technology acquisition offers you significant business benefits

Investing in Cisco technology can bring forward the strategic benefits of improved productivity, greater efficiency and increased competitiveness. By financing this investment with Cisco Capital you can achieve this without impacting your capital resources by spreading the cost over the long term.

Even the most effective technology needs refreshing and updating, and we give you options which will meet your needs to upgrade or add equipment during the term of the financing agreement. This can help you plan your technology roadmap more strategically without necessarily requiring further capital investment.

With Cisco Capital financing you can integrate your asset management strategy into your financing strategy to optimize your return on investment and lower total cost of ownership. What's more, implementation, servicing and maintenance costs can also be incorporated, spreading these costs over time.

Cisco Capital Financing Products

Please note that not all these products are available in all countries.

Our competitive financing solutions are carefully designed to streamline the way you manage the financial side of your technology acquisitions and deployment.

Finance Leases

A finance lease is a capital lease, or hire purchase, that allows you to combine some of the advantages of leasing with ownership benefits. At the end of the lease term, you have the right to purchase the equipment, usually for a fixed nominal sum. Finance leases are an ideal tool for cash flow or budget management.

Operating Leases

Operating leases, using either CapEx or OpEx budgets, shift the risk of technology obsolescence and the burden of end-of-life equipment disposal away from your business. A projected residual value is deducted upfront from your networking solution cost, lowering your monthly repayments and total deployment costs. At the end of the initial term, you have the flexibility of either returning the equipment, or upgrading in whole, or in part, to newer technology. They offer you the lowest cost leasing option with the added convenience of off-balance sheet accounting treatment of the equipment.

Sale and Leaseback

Sale and leaseback transactions help you migrate to Cisco solutions and overcome the obstacles of legacy equipment and outstanding financing balances. Cisco Capital purchases your existing equipment before leasing back those assets. With this approach, you don't have to write off existing assets during your technology migration.

Services Financing

Services financing allows you to bundle Cisco maintenance and service solutions together with your equipment financing into one easy and convenient payment schedule.

Technology Migration

Our Technology Migration option gives you the ability to migrate or upgrade to new technology before your current financing term ends.

Your local Cisco Capital team is here to help

Cisco Capital has a highly experienced team of consulting experts who are dedicated to providing personalized financing solutions for you.

For more information please don't hesitate to contact your Account Manager or Cisco Partner representative to learn how financing from Cisco Capital can make the difference for your company.



www.ciscocapital.com