

## Cisco Capital EasyLease Financing



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With EasyLease Financing from Cisco Capital™, limited cash won't stop you deploying the state-of-the-art network or communications solution your business needs to compete and grow.

### Easier access to the latest business technologies

Designed specifically for small and medium-sized businesses, EasyLease provides you with simple finance arrangements to acquire the equipment you need, when you need it.

With straightforward, flexible terms, competitive rates, and fast credit approval, EasyLease provides you with immediate purchasing power and the ability to pay for your solution over time.

### About EasyLease

Cisco Capital EasyLease provides for simplified application procedures and lower funding minimums for customers in the Commercial and SMB segments.

### Minimum Deal Size

\$10,000 (\$5,000 for IP telephony deals)

### Products Available

Operating Lease (Fair Market Value) and Finance Lease

### Lease Terms

24 to 60 months

### Equipment that can be included:

Hardware, software and services (Cisco equipment must comprise at least 50% of total deal)

## EasyLease Benefits

**Conserve capital budget** – predictable and manageable payments help to improve your liquidity and preserve lines of credit.

**Retain maximum flexibility** – implement the technology your business and people really need, rather than what your budgets dictate.

**Simplify your investments** – improve return on investment and financial planning by simplifying your technology spend.

**Access financing the easy way** – take advantage of fast credit approvals and straightforward terms to fund a Cisco-based total solution for your business.

**Choice of end-of-term options** – with flexible options you can choose whether to buy your equipment, extend your rental (either with or without an upgrade) or return the equipment with no further obligation at the end of the term.

**Financing total solutions** – EasyLease lets you take advantage of a financing program which covers your entire networking and IT solutions for Cisco and non-Cisco equipment including hardware, software and services.

## Frequently Asked Questions

### Why should I use financing for my business technology?

Financing provides you with the freedom to acquire the technology you need to grow, and the flexibility to react to changing market needs. By eliminating upfront payment, you ease budget pressure and preserve cash. In addition, spreading the cost of technology solutions and support over time makes budgeting easier as you'll know exactly how much you'll be spending and when.

### How quickly is the payment processed with my Cisco reseller when I use EasyLease?

Once Cisco Capital receives all correctly completed paperwork, and you accept delivery of the solution, payment is made to your reseller within 24 to 48 hours.

### How can I learn more about EasyLease or receive a financing quotation?

Speak to your Cisco reseller who will get in touch with a Cisco Capital EasyLease manager to talk you through the process.

### I already have a relationship with a finance partner, why should I also pursue EasyLease financing from Cisco Capital?

Cisco Capital exists to facilitate the sale of Cisco solutions, so our teams have in-depth knowledge of both the technology and financial aspects of the solution. Cisco Capital is uniquely positioned to offer competitive financing on Cisco technology and to best support your reseller throughout the sales process.

### Can I finance all my IT needs or just the Cisco portion?

Cisco Capital EasyLease is designed to support Cisco solutions, but your plan will cover your complete networking needs under a single payment stream – including non-Cisco equipment. However, this does not include Cisco competitive equipment.

### Our organisation has good cash flow. Do cash-rich customers still utilise EasyLease?

Yes quite often – because financing still offers a benefit-driven, practical alternative to making an upfront capital investment in technology. Using EasyLease you can:

- + Preserve cash for investment in other areas
- + Protect against technology obsolescence
- + Improve Return on Investment
- + Use OpEx to purchase, not CapEx, and keep technology assets off the balance sheet

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