

## Cisco Capital Financing for Education



### Flexible funding to support 21st century learning

Schools, colleges, and universities around the world are using flexible funding to acquire the technology they need to deliver next-generation education.

Innovative financing from Cisco Capital™ lets you replace traditional CapEx budget models with OpEx-funded acquisitions so you can implement and maintain technology more cost-effectively.

#### Why finance your technology?

In today's rapidly changing digital world, skills such as digital literacy, collaborative problem solving, and multimodal communication are critical. Educational institutions are increasingly expected to create interactive and engaging learning environments and to provide technologies such as wireless Internet access, mobile devices, video, and social media.

However, ever-tightening budgets and regular changes to funding, business, and learning models can make it difficult to purchase and maintain the right technology.

With a range of innovative financing options, Cisco Capital can provide immediate purchasing power so you can bridge the funding gap between technology requirements and budget availability.

## Case study: Education department

### Challenge

A government education department responsible for more than 750 schools wanted to centralize and standardize its ICT infrastructure and minimize its server footprint. It needed a flexible financing framework that aligned with its five-year budget cycles and would support its immediate and future ICT requirements.

### Solution

Cisco Capital arranged a five-year Master Lease, under which the department has numerous leases for a range of Cisco hardware, software, and services. The financing agreement includes lifecycle management and flexible end-of-term arrangements.

### Benefits

Cisco Capital financing allows the department to replace CapEx with a fixed monthly operating expense, and match its expenses to the period in which it uses the equipment. The financing agreement does not affect the department's balance sheet, which provides cash flow advantages. The flexible end-of-term options let the department upgrade to new technology in line with its five-year funding cycles – and within a tight budget.

## Tailored financing to support innovation

Cisco Capital offers flexible financing options, including leases and loans, to enable your school, college, or university to acquire Cisco Connected Learning technologies and other Cisco-based solutions. We can also build lifecycle management plans into your financing agreement to help you avoid technology obsolescence.

Financing from Cisco Capital is a convenient and affordable way to fund your Cisco solutions. It lets you avoid or reduce the burden of ownership, spread your costs over time, and better manage cash flow.

### Simplified IT expense allocation across departments

A common issue for schools is apportioning IT costs across departments and facilities. To help you address this challenge, Cisco Capital lets you make a single periodic payment for hardware, software, and services, and easily add new equipment to an existing financing structure. Eliminating multiple supplier contracts and the need to apportion depreciation expense from multiple assets across departments allows you to more easily calculate and allocate IT expenses internally.

### Increased competitiveness through OpEx acquisition strategies

An OpEx acquisition strategy, combined with the low rates and competitive residuals offered by Cisco Capital, will ensure you can always acquire and maintain the latest technology – and attract more students as a result.

## Immediate purchasing power

Financing from Cisco Capital lets you use both current and future budgets, creating greater immediate purchasing power and expanded scope for your technology investments. You can avoid taking a piecemeal approach to building your school's Connected Learning infrastructure and realize a return on your infrastructure investment sooner.

## End-of-term flexibility

With flexible end-of-term options, you can seamlessly transition from testing environments to live environments, avoiding negative financial impacts during the transition.

## Migration options for in-place equipment

If you've invested in technology in the past but need immediate upgrades or are changing your overall technology direction, Cisco Capital may be able to structure a Sale and Leaseback transaction to purchase your existing assets and lease them back to you. This is a great way to unlock the value of your in-place equipment and find funds for an important new project.

## Ongoing credit lines and total-solution financing

With an initial financial framework in place, you can easily access additional credit from Cisco Capital as your project develops. Total-solution financing that covers your hardware, software, and services – including Cisco and third-party technology – reduces administration and simplifies the acquisition process.