

## Cisco Capital Financing for Financial Services Companies



Amid fast-changing market conditions, financial services companies face evolving regulations, increasing customer demands, and competitive pressure to fund continuous technology innovation.

Financing from Cisco Capital™ makes it possible to replace traditional CapEx budget models with OpEx-funded acquisitions so you can cost-effectively implement, maintain, and upgrade technology.

### Why finance your technology?

In the post-GFC world, uncertainty is the new normal. Consumer caution is high and regulations are increasingly strict as governments aim to rebuild trust in the financial services sector and protect investors. As a result, financial institutions of all sizes are in a period of strategic transformation.

To develop profitable new products and services, while also keeping up with market demands for online banking, mobile commerce, and real-time communication

through social media, financial companies like yours need to deploy intelligent network infrastructure, advanced security capabilities, video conferencing tools, and other new technologies.

However, tight IT budgets can be a barrier to technology investment and business expansion. Cisco Capital financing offers a flexible and cost-effective alternative to outright upfront purchase, allowing your business to invest resources in other priorities.

[www.ciscocapital.com/apjc](http://www.ciscocapital.com/apjc)

## Case study: Private bank

### Challenge

As part of its 'branch of the future' initiative, a national private bank wanted to consolidate and standardize its network infrastructure across 600 branches. However, it did not have the funds to pay for the implementation upfront.

### Solution

The bank implemented a range of Cisco network, security and TelePresence technologies, as well as a network maintenance services contract. It also deployed a Cisco private cloud solution to deliver faster and more cost-effective IT services. The bank financed its new equipment, services, and cloud solution through a Cisco Capital operating lease with deferred payments.

### Benefits

Using an operating lease lowered the bank's overall payments and reduced the total cost of acquisition. The bank was able to defer its payments until it began using the equipment. When the lease ends, the bank can choose from options including technology upgrade or 'green disposal'.

## Tailored financing to enable business growth

Cisco Capital offers flexible financing options to help financial services companies acquire, maintain, upgrade, and dispose of Cisco-based solutions.

### Keep up with innovation

Cisco network technologies are critical to support robust security, branch interconnectivity, advanced mobile capabilities, and secure cloud services. With asset lifecycles becoming shorter, leveraging the low rates and competitive residuals available through Cisco Capital's off-balance sheet financing can help you remain competitive and attract more customers.

### Improve IT infrastructure planning

Your IT function is under pressure to become more agile so your business can respond quickly to change. Planning activities, particularly platform performance planning, storage management and planning, and network performance planning are key priorities.

Acquiring IT assets through a usage- or OpEx-based model rather than purchasing the assets outright allows you to redirect internal funds elsewhere. An OpEx model can also allow your organization to align the cost of your Cisco equipment with its revenue or productivity benefits.

### Ensure data security and regulatory compliance

To implement comprehensive compliance and risk-management programs without adding extra resources, financial institutions are deploying technology that can help them manage their day-to-day compliance and security

functions. By establishing a financing framework with Cisco Capital, and adopting a lifecycle approach to acquiring technology solutions, you can ensure that your business-critical ICT systems remain current, online, and secure, regardless of internal investment timing.

### Upgrade or replace legacy 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.

### Increase financial flexibility

We can tailor a financing package to suit the changing needs of your company, which may include deferred payments, built-in technology refresh cycles, flexible payment terms based on how you use equipment, and co-termination of financing contracts to simplify asset management.

To help align your technology investments with your business's growth plans, you can choose from a variety of end-of-term options, such as technology migration or upgrades, fixed-term or periodic extensions, or equipment purchase or return. We also offer 'green disposal,' where we handle the environmentally responsible disposal of your equipment and provide you with a Certificate of Destruction.