

Cisco Capital Financing for Healthcare



Healthcare organizations are under pressure. Patients increasingly expect personalized, coordinated, and affordable services, while technology advances at a rapid rate and budgets continue to tighten.

Flexible financing from Cisco Capital™ can allow healthcare organizations to acquire the technology they need to improve collaboration, productivity, and quality of care, while maintaining a secure and reliable IT environment.

Why finance your technology?

The healthcare sector has long relied on specialized technologies to deliver effective services, but mainstream technologies such as mobile devices and social networking tools are also becoming increasingly vital. Tight budgets and regular changes to government funding can make it difficult to purchase and maintain the right technology.

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

Case study: City hospital

Challenge

A capital city hospital was experiencing unsustainable patient demand, overstretched budgets, a shortage of medical professionals, and high costs due to repeat admissions. It needed to enable more efficient collaboration, remote patient monitoring, and more effective management and sharing of patient data.

Solution

The hospital implemented a Cisco Unified Communications and Collaboration solution that included Cisco Unified Communications Manager, mobile TelePresence Clinical Assistants, WebEx, and Unified IP Phones. To acquire the equipment within its budget cycle and ensure it could upgrade the equipment when needed, the hospital opted for a four-year Cisco Capital operating lease with deferred payments.

Benefits

An operating lease is an 'off-balance sheet' operating expenditure leasing model where Cisco Capital deducts the projected residual value from the solution cost. Using an operating lease lowered the hospital's overall payments and reduced the total cost of acquiring the Cisco solution. The hospital was able to deploy the technology but defer its payments until its next budget cycle. The flexibility to either return or upgrade the equipment at the end of the lease reduces the hospital's risk of retaining obsolete technology.

Tailored financing to support innovation

Cisco Capital offers flexible financing options to help healthcare organizations acquire, maintain, upgrade, and dispose of Cisco-based solutions.

Removing financial obstacles to acquiring new technology

Technology trends such as Bring Your Own Device (BYOD) and remote patient monitoring are revolutionizing healthcare delivery. These shifts have put the spotlight on network security and the protection of patient information, and caused increased complexity in the data center.

Cisco Capital provides financing options that allow you to access funds as you roll out technology projects. We can also build lifecycle management plans into your financing agreement to ensure your network infrastructure keeps up with the pace of technology developments and security threats.

Enabling collaboration and information sharing

To provide high-quality, affordable care to all citizens, regardless of where they live, healthcare must become more connected and better coordinated. Clinicians are using collaboration technologies such as video and social networking to communicate with patients and colleagues. However, these improvements can be hindered by inefficient and disparate legacy IT systems.

If in-place, disparate legacy systems are an issue, Cisco Capital may be able to structure a Sale and Leaseback transaction to purchase your existing assets and lease them back to you. This frees up the capital you need to invest in vital collaboration infrastructure.

Providing an alternative long-term funding source

Tightening budgets and rising costs may make it difficult to implement the technology you need. Financing can allow you to use current and future budgets, creating greater immediate purchasing power and expanding the potential scope of your technology investments. In healthcare, this can help you avoid taking a piecemeal approach to building your Connected Health infrastructure, so you can realize the benefits sooner.

Addressing a changing population and staff shortage

Longer lifespans and a growing population are placing greater demands on the healthcare industry, which is already experiencing a shortage of key medical specialists. Cisco's healthcare solutions improve collaboration and communication, streamline workflow, and increase availability of resources and expertise through remote video conferencing and consultations. Cisco Capital provides the capital you require to implement these technologies now and avoid waiting for additional government funding.

Increasing financial flexibility

Cisco Capital can tailor a financing package to suit your needs, which may include deferred payments, built-in technology refresh cycles, flexible payment terms based on how you use the equipment, co-termination, and a variety of end-of-term options. With an initial financial framework in place, you can easily access additional credit as your health technology project develops. Total-solution financing that covers your hardware, software, and services – including Cisco and third-party technology – reduces administration resources and simplifies the acquisition process.