



## Refresh technology more frequently while improving overall IT infrastructure asset management

As organisations create and expand new markets, develop new business models and redefine workforce productivity, a network that is intelligent and high-performing is critical. It can be the catalyst for organisational innovation and help navigate today's major technology transitions, including cloud, mobility and video.

As a trusted strategic technology and business leader, Cisco® is helping customers navigate change and succeed in this rapidly evolving world – all based on the potential of the network and what it makes possible, changing the way the world works, lives, plays and learns.

### Introducing Cisco Capital

Cisco Capital™ specialises in providing financing solutions for Cisco's customers and channel partners worldwide. Cisco Capital tailors financing options for specific technologies, markets and geographies for Cisco-based solutions in more than 145 countries.

With customised solutions for financing technology investments, businesses can spread the costs of new technology and services over time, maximise cash flow and conserve capital budgets.

### Introducing Multi-Term Financing

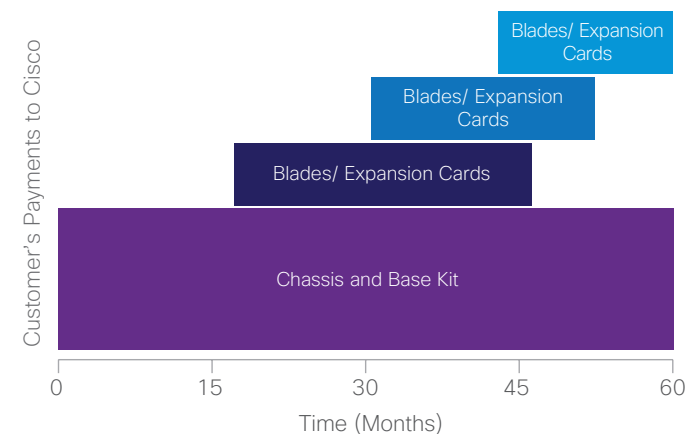
Multi-Term Financing from Cisco Capital provides a financial framework that can cover multiple components of your Cisco solution, removing the need for the upfront purchase of IT capacity that is not immediately required, and provides the ability to ease migration and accelerate refresh more conveniently over time.

By financing the core technology upfront and adding upgrades only as required, customers can better align benefits to their investment and bring forward their breakeven point, whilst potentially lowering costs and simplifying intercompany charging. For example, in a data center by initially financing your chassis, and then adding blades only as required, you

are able to better align benefits to investment and reach the break-even point on your data center project earlier.

Multi-Term Financing also allows you to avoid asset tracking and management issues through the co-termination or synchronisation of the financing periods of your technology solution.

The table below shows how Multi-Term Financing is structured using a data center example.



Cisco Capital can help match your payments with your usage with flexible financing allowing for fixed and variable core technology costs together with your base lease, so spikes in your capacity demand need not become spikes in your budget.



### How Multi-Term Financing Works

Customers enter into a financing agreement for the core technology solution, and then finance additional requirements on an “as needed” basis over time.

### Benefits

- Lower upfront cost of acquisition
- Alignment of investment with capacity requirements
- Reduction of idle capacity
- Better asset management
- Ability to acquire using CapEx or OpEx budgets
- Pay as you grow acquisition capability

### Multi-Term Financing Details

- Financing terms: 12 to 60 months
- Types of financing available: Finance leases, operating leases and loans
- Solution size: Minimums vary by country with no maximum solution size specified
- Product eligibility: All Cisco products and services; complementary third-party products may also be eligible
- Payment frequency: Monthly or quarterly
- Availability: Global

Visit our website to learn more or contact your account manager to arrange to discuss how Multi-Term Financing from Cisco Capital can help you.

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



## Financing Business Innovation

### Legal Disclaimer

This At A Glance summary, and the website and other documents regarding a potential arrangement between you and Cisco Capital are provided to you only for informational purposes. Cisco Capital may decide to fund any transaction in its sole discretion upon your submission to Cisco Capital of financial statements and other information, approval of your application by Cisco Capital pursuant to the Cisco Capital credit and underwriting qualification process, and execution of a definitive legal agreement between you and Cisco Capital.