

At-A-Glance



Pay less in the early stages of solution implementation and “step up” payments over time

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.

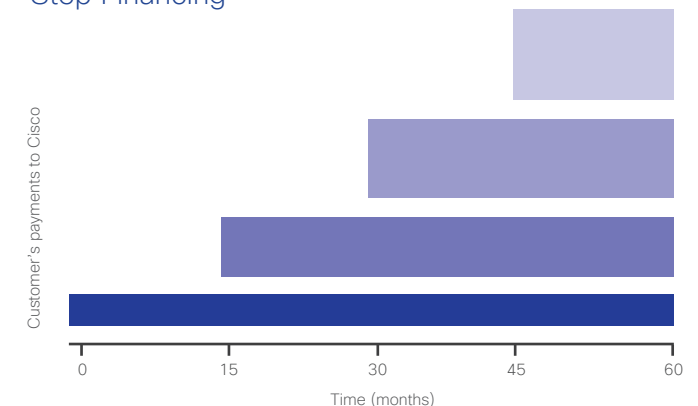
Introducing Step Financing

Step Financing from Cisco Capital provides you the ability to structure payments to meet business needs. For some customers, minimising cash outflows during the build-out or expansion of your technology solution is critical and allows you to conserve budget for other strategic IT projects. For others, our financial framework can help align the payments you make to your expected revenues from new service offerings.

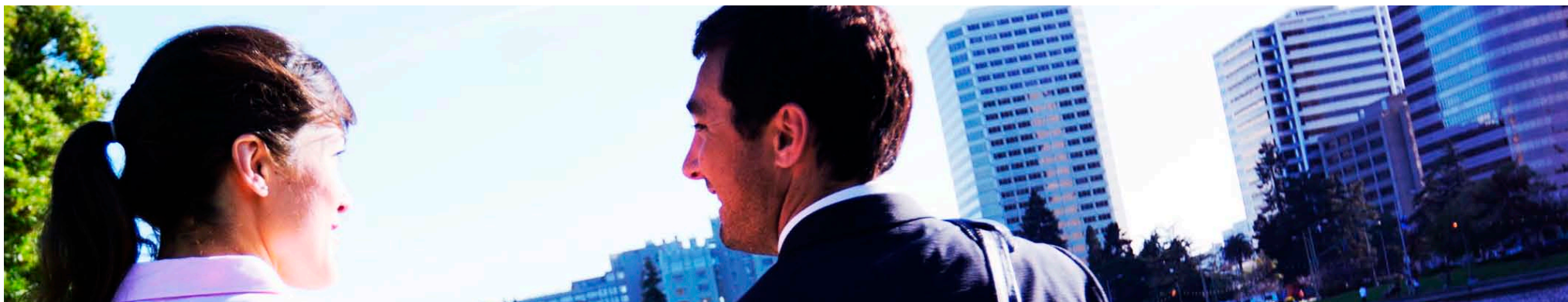
By structuring payments to meet the expected benefits of your technology, you can minimise business risk and accelerate the time to project's break-even point.

The table below shows how Step Financing is structured.

Step Financing



Cisco Capital can help you structure financing that allows you to match your business need.
Benefit from a payment profile that steps up to your technology plans.



How Step Financing Works

Customers specify in advance the payment intervals they want for the term of the financing agreement. Cisco Capital determines the payment amounts required based on prevailing rates, customer credit standing, and the timing and duration of each series of payments.

Benefits

- Lower payments during build-out and expansion or solution implementation and ramp-up phases
- Alignment of payments to expected consumption growth
- Flexibility in asset acquisition
- Ability to acquire using CapEx or OpEx budgets
- Lower total cost of acquisition and accelerated break-even.

Step Financing Details

- Financing terms: 12 to 60 months
- Types of financing: 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 Step Financing from Cisco Capital can help you.

www.ciscocapital.com/emea



Financing Business Innovation

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