

Cisco Capital

Financing the Unified Data Center

Cisco Sales Guide

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**When our customers build their data centers, we know it includes more than just Cisco® Unified Data Center.**

It is therefore important that you have the flexibility to offer a complete financing solution that includes hardware, software, services and complementary third party equipment.

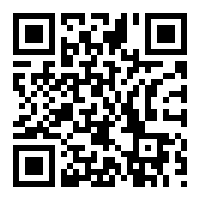
Our extended financing parameters, plus the ability to use our trade-in options and deferrals, are designed to make your solution more competitive in the marketplace.

Cisco Capital - Financing the Unified Data Center

* Increased percentage of non-Cisco products that can be financed for Unified Computing System (UCS) deals
* Increased residuals on UCS deals
* Increased residuals for select approved storage vendors as part of a converged infrastructure solution

This increased flexibility means that you can more easily sell the total data center solution, a competitive advantage for Cisco.

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| **Rules** | **Financing the Unified Data Center** |
| Availability | * Within EMEAR it is available in France, Germany, Ireland, Italy, Netherlands, Portugal, South Africa, Spain, United Arab Emirates, United Kingdom * This program is not available in Russia * All customer segments are eligible * Approved third party storage vendors include EMC (Vblock), NetApp (FlexPod) and IBM (VersaStack) as part of a converged infrastructure solution * Available through to 31 July 2015 * Cisco Capital reserves the right to withdraw this program at any time |
| Qualified volume minimum and maximum | * Minimum: USD $250,000 * Maximum: USD $15M |
| Product requirements | * Cisco Capital policy requires minimum 60% Cisco content * Converged Infrastructure deals require a minimum of 30% Cisco content, with the balance as soft costs * Non-Cisco content may not compete with Cisco products |
| Credit requirements | * Credit Grades 1-6. All other standard credit policies apply. All transactions are subject to individual credit approval |
| Use restrictions with other offers and programs | * Other Cisco Capital offers do not apply to non-Cisco product and services in conjunction with Vblock, UCS and VersaStack financing products |
| End-of-term options | * Customer is eligible for all standard FMV lease end-of-term options |





For more information on this program or to talk about how Cisco Capital can help your data center deal, please contact:

* [Your local Cisco Capital Financial Solutions Manager](http://wwwin.cisco.com/europe/capital/contact/geo.shtml)
* Or send your query to: [capital-emea-dc-queries@external.cisco.com](mailto:capital-emea-dc-queries@external.cisco.com)

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