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
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| Qualified volume minimum and maximum | * Minimum: USD $250,000
* Maximum: USD $15M
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| 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
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| Credit requirements | * Credit Grades 1-6. All other standard credit policies apply. All transactions are subject to individual credit approval
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| 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
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| End-of-term options | * Customer is eligible for all standard FMV lease end-of-term options
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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

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