



Unified FlexPod® Financing

Frequently Asked Questions for Sales

What is Unified FlexPod Financing?

A: Cisco®, NetApp® and De Lage Landen (DLL) have united to be able to arrange a broad array of financing options with the flexibility and innovation to help customers achieve a business advantage. By partnering with DLL, a worldwide leader in asset-based leasing, customers can expect velocity, simplicity and flexibility in financing their FlexPod investments.

Q: Why is this a better approach?

A: Working together, NetApp, Cisco and DLL will be able to offer consistent processing and proposals by aligning sales and operational resources to focus on financing FlexPod sales.

Q: Is financing limited to the FlexPod hardware only?

A: No, our aim with the unified financing approach is to try to provide one stop shopping for the entire FlexPod solution. Customers should be able to finance NetApp and Cisco technology, services, support, education and other third-party vendor and partner-provided products included as part of the FlexPod bundle. By consolidating the entire investment into a single transaction it should make it easier for the customer.

Q: Will this result in competitive financing rates for customers?

A: Yes, the Unified FlexPod Financing program will offer competitive rates. Both Cisco and NetApp are especially motivated to help customers finance FlexPod sales transactions that should result in attractive periodic payments for your customers.

Q: Will the Unified FlexPod Financing program finance deals under £200,000 or €250,000?

A: The program offers a specialisation in small ticket financing (under £200,000 or €250,000) with the ability to handle processing in a very efficient manner. Partners can usually expect approved proposals and credit checks either the same day or in less than 48 hours.

Q: Is there a limitation to the maximum amount that can be financed?

A: There is no limit to the size of a FlexPod transaction that can be financed under the Unified FlexPod Financing program, including proposals far in excess of £200,000 or €250,000.



Q: What are the program's parameters?

A: The following terms and conditions apply:

- Subject to customer approved credit application
- Can be a Full Pay Out or Operating/ FMV Lease
- There is no maximum deal size as long as FlexPod is financed
- Available for a minimum term of 24 months, up to terms of 60 months
- Available immediately and expires on 30 July 2016
- Available in the UK
- Cannot be combined with any other financing promotions; other terms and conditions may apply

Q: How do I get the finance teams involved?

A: Engage the financing teams early in the sales process to identify the best options to meet your customer's business requirements. There are three ways to initiate contact:

- Email FlexPodFinance@leasedirect.com
- Contact your NetApp Capital Solutions Manager
- Talk to your Cisco Capital® Financial Solutions Manager or Channel Partner Account Manager

Q: Is Unified FlexPod Financing available globally?

A: This program will be released in phases, with initial availability in the United Kingdom, Canada and United States Commercial, Enterprise, Service Provider and Private Sector only. Additional information about next phase implementations will be forthcoming.

Q: Where can I get additional information?

A: Information and collateral about this program can be found on partner focused websites such as www.gopartnersolutions.com/flexpod/



Unified FlexPod Financing is limited to qualified commercial customers in select countries and will be provided by an independent financing provider. The financing products available under the program may vary by country. Subject to credit approval and execution of standard documentation. Other restrictions may apply. The material above may be cancelled or changed at any time without notice. The use of the word "partner" or "partnership" above does not imply or create a legal partnership relationship between NetApp, Cisco and/or any other company."

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