

## Cisco Capital Federal Government Financing Program



### Transforming Organizational Processes with Cisco Network Solutions

Whether a government agency is charged with protecting national security, enhancing public health, or meeting other diverse needs of citizens, network solutions from Cisco Systems® can help provide a more streamlined, effective working environment. With state-of-the-art network technology, agencies can help employees work more collaboratively and productively, while ensuring the strong security that government communications demand.

Cisco System's networking solutions can help federal government agencies:

- Improve service to stakeholders and citizens by enhancing employee productivity and communications
- More effectively meet mandates and regulations with flexible, manageable network tools
- Maximize limited budgets by enabling employees to accomplish more in less time, with fewer resources
- Enforce the strongest security to protect sensitive information assets and make the most of modern data and communications services
- Implement a scalable, long-lasting technology foundation that can accommodate new tools and applications far into the future

Like private businesses, federal government agencies are striving to improve service, enhance employee productivity, and accomplish more with limited or shrinking budgets. The Federal Government Financing Program from Cisco Capital Corporation can help federal agencies acquire the network solutions they need to optimize business processes—without making large capital investments. Agencies can finance or lease directly from Cisco Capital under GSA pre-negotiated terms, or under leasing terms incorporated into vendor contracts. By financing or leasing, agencies can enhance business processes right now, while enabling a flexible foundation that can support new technologies in the future.

### Features of Cisco Capital's State and Local Government and Education Financing

The Cisco Systems Capital Federal Government Leasing Program enables agencies to spread the cost of a technology acquisition over time, while gaining the flexibility to incorporate new technologies as they become available. Lease programs include:

- **Lease To Ownership Plan (LTOP)** – The total purchase price of the acquisition is financed over time, after which title to the equipment transfers to the organization.
- **Lease With Option to Own (LWOO)** – At the end of the lease term, the agency has the option to return the equipment, renew the lease for a new, lower calculated amount, trade in and upgrade the technology, or purchase it for a pre-determined amount.
- **Fair market Value Lease (FMV)** – At the end of the lease term, organizations have the option to purchase the equipment at then current fair market value, renew the lease at then – current fair market rental, or return the equipment. With a FMV lease, Cisco Capital can offer a lower monthly payment while relieving the agency of the risk of technology obsolescence and the burden of end-of-life equipment disposal. Government agencies retain the same technology protection as if network equipment were purchased.

Cisco Capital offers easy, flexible financing options for organizations of all sizes. With Cisco Capital financing, government agencies can provide employees with the tools they

need to be more productive, collaborative, and successful right now – without a large capital investment.

### Delivering Value

The Federal Government Financing Program from Cisco Capital provides several important benefits, including:

- Deploy state-of-the-art technologies when needed, despite budgetary constraints. By financing, agencies can deploy the full network solution today and spread the cost over multiple fiscal years. Services only and software only programs are also available.
- Enhance cash flow and conserve capital budget for other needed investments. Financing eliminates the need for large out-of-pocket expenditures and preserves lines of credit.
- Technology refresh options – Agencies can “trade up” to new equipment to take full advantage of the newest solutions.
- Bundle all hardware, software, and services into a single financing arrangement with a single periodic payment.
- Straightforward credit approval process for federal government systems integrators and resellers.
- Maximum flexibility in terms and financing structures. Agencies can choose financing options from 12 to 60 months, and manage financing in the way that works best for them.

Contract vehicles for leasing include General Service Administration (GSA) schedules, Scientific and Engineering Workstation Procurement (SEWP), Procurement of Computer hardware and Software (PCHS), and many other contracts with modified financing terms and conditions according to federal acquisition regulations. GSA schedule financing rules SIM 132-3 apply.

### For More Information

For more information about Cisco Capital financing programs or to request an application, contact your local Cisco Capital representative at 800-730-4090 or visit [www.cisco.com/go/ciscocapital](http://www.cisco.com/go/ciscocapital).

### About Cisco Capital

Cisco Capital is a division of Cisco Systems, Inc. specializing in providing innovative financing solutions for Cisco Systems products and services worldwide. Cisco Capital is also a trusted business partner and consultant, supplying the best possible investment solutions that enable our customers to maintain their technology edge.



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