



## Helping you to align your technology investments to your evolving organisational imperatives

### How strategic is your funding approach?

Deciding how to acquire technology is every bit as important as deciding what to acquire. The smartest acquisition strategies allow you to proactively manage equipment lifecycles:

- Aligning your IT priorities with business initiatives
- Maximising constrained budgets
- Accelerating the success of IT projects
- Building operating flexibility and technology refresh into how you work.

### Shorter is better

Leading industry analysts agree that the optimal refresh cycle lies between 3 and 4.5 years – with shorter IT lifecycles and proactive management delivering significantly lower costs as well as improved productivity.

### All the flexibility you want – plus the predictability you need

Cisco Capital™ Lifecycle Financing gives you the financial flexibility to systematically renew your technology assets in line with both your current business strategy and future vision, while also maintaining predictable budgets.

### Aligning your technology investments

Our end-to-end, affordable and competitive financing solutions support you to:

- Restructure funding with ease to meet your evolving operational challenges
- Bring investments forward to accelerate competitive advantage
- Get the best out of Cisco® innovation and optimise the technology lifecycle
- Reduce OpEx and potentially limit CapEx
- Lower the total solution cost with regular technology refresh and upgrades
- Protect capital and cashflow and alleviate budget pressure
- Spread your total costs over time by incorporating implementation, service and maintenance overheads in one financing solution.

With Lifecycle Financing, technology acquisitions can be treated not as a cost, but as an opportunity to add business value and deliver against your changing organisational imperatives



## Deciding how to acquire technology is every bit as important as deciding what to acquire

### Acquire

We start by mapping your business and IT vision against your financial realities and see how we can help you bridge any gaps to deliver strategic excellence.

### Dispose

Cisco Capital will ensure that any solutions which stop delivering value are refreshed in an environmentally conscious way, compliant with industry directives and our own detailed eco-policy.



### Upgrade/Refresh

This is usually prompted by an urgent business driver, such as a merger or business expansion. We'll restructure your financial capabilities to meet your changing IT requirements so that you can keep the acquisition cycle moving ahead strategically, with speed and ease.

### Deploy

Setting up a master financial agreement comes next. This provides a flexible contractual foundation designed to evolve over time, containing details of financial schedules, the Bill of Materials, serial numbers and payment terms.

### Maintain

Often technology maintenance will be covered in one, all-embracing agreement, so you can flexibly add in payment for key services as you need them.

### Introducing Cisco Capital

Cisco Capital is a wholly owned subsidiary of Cisco Systems, specialising in providing flexible and innovative financing solutions for Cisco's customers globally.

Visit our site below to learn more or contact your Account Manager or find your **Cisco Partner** to see how Cisco Capital Lifecycle Financing can help you.

[ciscocapital.com/emea](http://ciscocapital.com/emea)



## Financing Business Innovation