



## Payment Deferrals for State, Local and Education Customers— Another Flexible Financing Solution From Cisco Capital

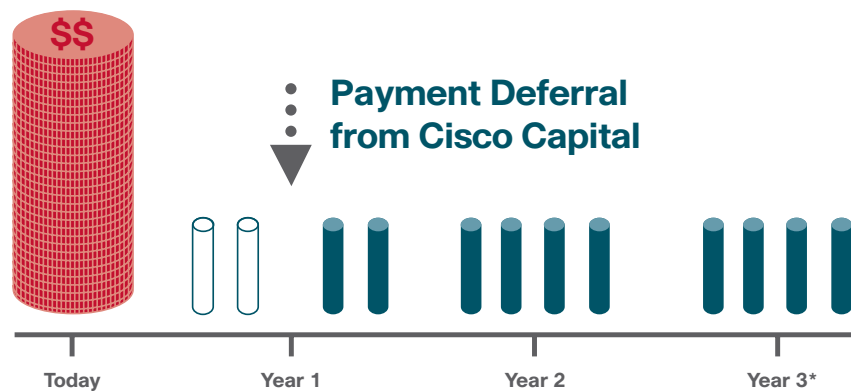
### Cisco Capital—funding to allow access to the right technology at the right time

Cisco Capital is uniquely positioned to provide the most aggressive and flexible financing for Cisco technology and services. With Cisco Capital, public sector clients have the financial agility they need to evolve their IT infrastructure as their constituent demands grow and technology advances. Cisco Capital delivers financing solutions designed to support our Public Sector client's goals and technology needs, both today and in the future.

### Get the technology you need now

As a public sector organization, you are probably accustomed to budget constraints. When the money is gone, you have to wait for the next annual cycle. But what happens if you urgently need to replace IT equipment or want to invest in new technology? At Cisco Capital<sup>SM</sup>, we understand the risks and frustrations of short-term budget limitations and have come up with a solution that can help. Designed specifically to meet the needs of our public sector customers, the Cisco Capital deferral program enables you to bridge the finance gap so you get the Cisco technology you need as soon as you need it. No more waiting until your next fiscal year.

### Cost to purchase technology BUT no budget remaining



\*Other finance terms are available.

All finance options are subject to credit approval and receipt of mutually acceptable documentation

The result is  
immediate  
access to  
technology  
so that your  
constituents and  
stakeholders  
benefit now.

### **Special, limited-time offer: No payments or interest for 3 months\***

Now's the time to transform your technology infrastructure without a large upfront capital investment. Make no payments and incur no interest for the first three months with this special offer from Cisco Capital:

- 3-month, interest free, payment deferral
- Good with all Cisco hardware, software, and bundled services (excluding maintenance renewals)
- Applies to all \$1-out and FMV financing (\$30M limit per customer)
- Deferral period included within term
- U.S. and Canada customers eligible
- Available through July 25, 2009

### **Get the Cisco Capital Advantage**

Along with our payment deferral options, Cisco Capital offers:

#### **1 Matching Technology Life and Payment Schedule**

Our financing options allow you to match costs and benefits over the technology life you establish for your assets.

#### **2 Added Flexibility: Project Financing**

We can finance your entire project including: hardware (Cisco and non-Cisco), software, maintenance, services (consulting, design, installation and implementation) and lease hold improvements (e.g. electrical closet upgrades). You maintain control of project performance with our milestone payment plan. You set milestones with your contractors. When you are satisfied that a milestone is completed, the contractor gets paid via an interest-bearing escrow account.

#### **3 Consolidate Projects**

Our set payments for the term of the contract simplify your budget management and allow you to plan ahead.

#### **4 Predictable Information Technology Budgets**

Our payment plans simplify your budget planning and management.

### **Solutions tailored to your unique requirements**

Funding regulations and contractual requirements can limit the way Public Sector clients plan, deploy and operate new IT systems. Investment in the latest technology delivers many benefits that will help you achieve your service goals and objectives. But traditional finance options were not designed to meet the demands of today's fast moving technology-led environments. That's why Cisco Capital has created tailored solutions designed to meet the very unique needs of our State, Local and Education clients and integrators. Our range of innovative and flexible financing solutions can spread the cost of equipment over time, smooth out budgetary issues, and free up dollars for other purposes. The result is immediate access to technology so that the associated benefits can be accelerated and realized now.

### **For more information**

To find out more about Cisco Capital financing programs or to apply, contact your nearest representative by visiting: [www.cisco.com/go/ciscocapital](http://www.cisco.com/go/ciscocapital)

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\*Some restrictions apply. Customer eligibility and terms subject to final Cisco Capital review, approval and documentation, and not to exceed over \$30 million during the offer period per customer. Interest charges and payments deferred for ninety days are included within the financing/lease term. This offer may only be combined with the following two Cisco Capital financing offers: No Payments, No Interest During UC Deployment; Low Lease Rate of 4.25% for Cisco Multi-year Services. Offer available 1/2/2009 through 7/25/2009 and may be modified or withdrawn by Cisco at any time without notice. Cisco and Cisco Capital do not provide tax advice to customers, any tax or accounting treatment is the sole responsibility of the customer.