



# Cisco Capital Update



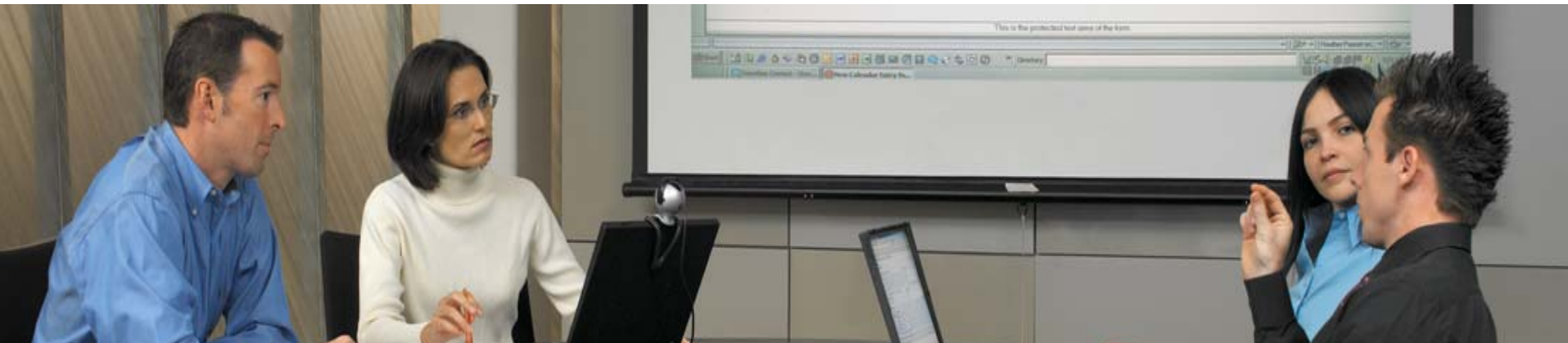
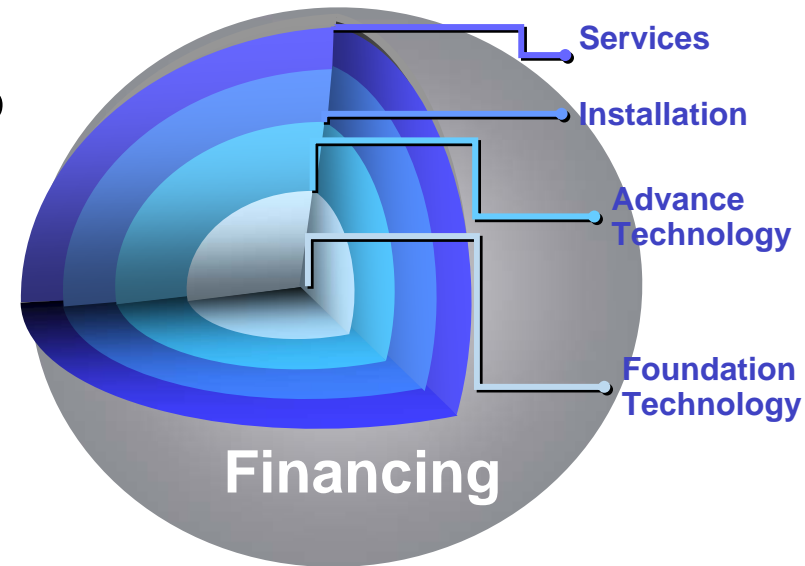
**Lester Wong - Territory Account Manager**  
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# Agenda

- **Cisco Capital Overview**
- **Advantages for Financing/Leasing**
- **Special Programs**
- **Wrap-up**

# Cisco Capital Overview

- Wholly Owned Cisco subsidiary since 1996.
- Capital/Finance arm of Cisco
- Cisco Capital tailors financing solutions to Cisco products
- Designed to help with customer solutions and project planning
- Extremely Flexible **Capital** and **Operational Leases**



# Advantages of Leasing/Financing

- **Can help deal with unforeseen capital investments that may be required midway into fiscal year**
- **Flexibility to continue with present Operational Expenses**
- **Lifecycle Management**
- **Technology migration options (Less Equipment Risk)**



# Advantages of Leasing/Financing cont'd

- **Conserve Capital**
- **Utilize Operation Dollars/Expense**
- **Flexibility with terms**
- **Convenience**



# Special Programs

- **0% Product Financing Promotion** – 0% financing available on Cisco Hw/Sw!! [Zero Percent Capital Product Promotion](#)
- **SMARTnet Financing Promotion** – Up to 0% financing on multi-year SMARTnet contracts!! [Interest Free Maintenance Financing](#)
- Financing available for **Non-Cisco Hw/Sw, Services and Maintenance.**
- Terms from **12-60 months**
- **Cisco Technology Migration Option**



# Wrap-Up

- **Cisco Capital is an option to give financial flexibility to Cisco HW/SW investments (another tool in the toolbox)**
- **Advantages include:**
  - Time to market for new investments
  - Conserving Capital
  - Utilization of operations expense budgets
  - Easier Lifecycle and Project Management
- **Special Programs:**
  - 0% interest on capital leases
  - 0% Multiyear Smartnet

# Contact Information

- Follow up with your Cisco Value Added Partner/Reseller or..
- Contact your Cisco Account Manager directly:

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