



Higher and Further Education

The biggest challenge in education

Working in the new era of higher and further education means you are faced with enormous pressure to improve attainment levels and compete for student numbers and variable top up fees. To stay ahead in this increasingly competitive environment you have to be more flexible and innovative, which requires more diversity in funding and investment streams. Simply to attract new students, you may have to redistribute revenue budgets to fund a building refurbishment or take out finance to install a university-wide wireless network. At a more strategic level you may need to issue debenture stock or set up partnerships with private sector investors to provide an off balance sheet solution for new teaching facilities or residential accommodation.

Access to the technology you need when you need it

Technology now plays an essential role in all facets of education. That is why at Cisco Capital we can help you to harness this new spirit of innovation and flexibility by removing the barriers so that you get the technology you need, when you need it. We bridge the gap between your technology requirements and your available budget so that you always stay one step ahead.

In the past, capital budget was often used to purchase expensive and rapidly depreciating equipment outright. But now, the new climate of cashflow management encourages a different approach based on operating budgets that concentrate on the deliverable benefits of your assets rather than just ownership.

How we do it

At Cisco Capital we understand the buying cycles and financial constraints you have to deal with every day. Because of this, we have developed flexible payment options and innovative financing solutions tailored specifically to address your individual challenges.

- 1 Value for money - through our competitive interest rates, market leading residuals values and specific product financing initiatives we can deliver the lowest possible cost of ownership.
- 2 Payment over time - our finance options allow your technology to effectively pay for itself through the income gained from service provision.
- 3 Fixed payments for the term of the contract - our set payments are designed to make your budgetary management a lot easier.
- 4 Off balance sheet treatment - our finance options are typically designed to be treated as Operating Leases as defined by the Statement of Standard Accounting Practice SSAP 21
- 5 Total solution financing - as part of your Cisco solution we also finance non-Cisco products and intangible assets such as software and services with flexible payment periods to suit you.
- 6 Flexibility - our finance options incorporate the ability to upgrade and exchange elements of your network infrastructure throughout the life of your finance arrangement, allowing you to adapt to changing needs.

Cisco Capital - giving you access to the technology you need

Cisco Systems Inc., the world's largest supplier of networking solutions, is the ultimate parent company of the Cisco Capital group of companies.

We, at Cisco Capital, have been providing our customers with finance facilities for over ten years. To help our customers acquire the solutions they need when they need them we offer flexible and innovative approaches. What's more, by using our own resources to finance customer transactions, we can avoid the extra costs involved with obtaining funds from financial organisations.

“Cisco Capital played a key role in helping to ensure we obtained value for money – identifying the best price and best method for acquiring the very best Cisco equipment, with protection against future obsolescence.”

Norman Bonney
IT Director
Brunel University

A tailored solution for your unique requirements

The new era in education has led to a revolution in the way university and college finance departments operate. This change offers both opportunities and potential pitfalls. If you can't afford to access vital new technology through traditional purchasing methods, it may prevent you from staying ahead, or even just maintaining pace, in this new fast moving and competitive environment.

At Cisco Capital we strive to develop individual financial frameworks to match your unique set of requirements and parameters, allowing you to spread the cost of equipment over time, smooth out budgetary issues, free up capital for other purposes, and ultimately, maintain flexibility to adjust your technology as your requirements change.

The result: access to the technology you need, when you need it.

For more information

To find out more about Cisco Capital financing programmes or to apply, contact your nearest representative by visiting www.cisco.com/go/capital_europe



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Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

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