



CONTACT CISCO SYSTEMS CAPITAL TODAY

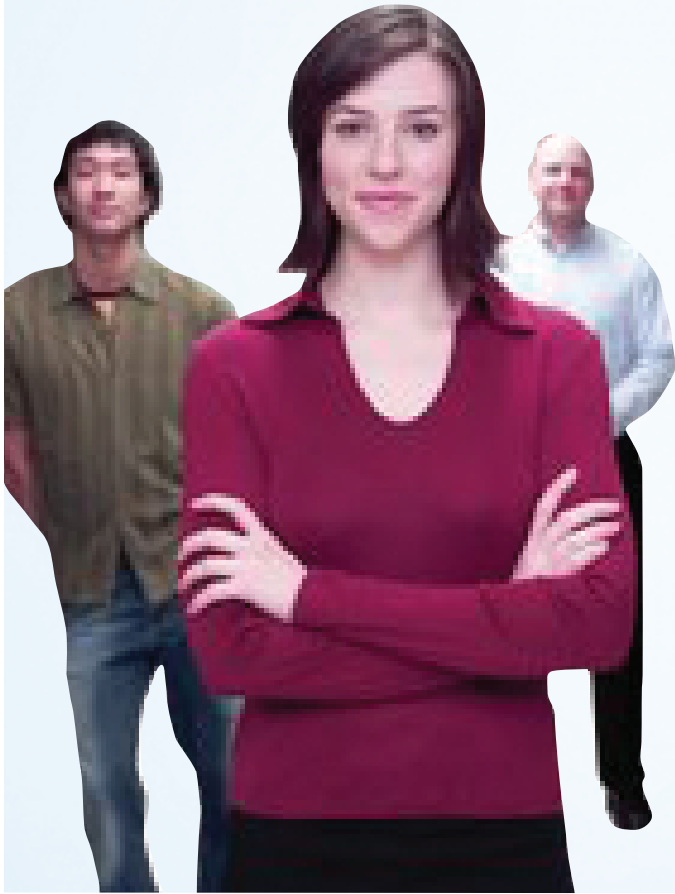
Cisco Systems Capital (Cisco Capital) is a division of Cisco Systems specialising in providing innovative financing solutions for Cisco Systems products and services worldwide. In Asia Pacific, Cisco Capital offers services through wholly-owned captive finance companies or partners in Australia, New Zealand, Korea, Japan, China, Taiwan, Hong Kong, Singapore, Malaysia, Thailand and Philippines.

Cisco Capital is not only a finance company, but also a business partner and consultant supplying the best investment solutions which enable our customers to maintain their technology competitiveness.

Find out more about how to finance the network you need in the most cost-effectiveway for your business.

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EASY LEASE

THE SIMPLE WAY TO FINANCE YOUR NETWORK SOLUTION

WHEN IT COMES TO NETWORK EXPANSION, SHOW YOUR CASHFLOW **WHO'S BOSS**

When your business grows, it's vital that your network doesn't get left behind. And that means updating your network equipment when you need to – not when your cashflow says you can.

That's where Easy Lease can help. Offering you a range of competitive, flexible leasing options, Easy Lease allows you to maintain maximum networking flexibility – without compromising your capital expenditure budget.

Easy Lease offers you:

- A choice of innovative financing options with no upfront cash outlay
- Comprehensive solutions for Cisco and non-Cisco equipment
- Competitive rates and customised payment schedules
- Fast credit processing and turnaround times
- Instant rate quotes
- Streamlined processes and simplified documentation

FINANCE YOUR NETWORK SOLUTION IN **FOUR EASY STEPS**

When arranging your Easy Lease financing plan, your Authorised Cisco Reseller will take you through the simple 4-step process below.

STEP 1

Firstly, ask your Authorised Cisco Reseller to prepare a rental quotation for you based on our online tool.

STEP 2

Complete the Financing Application Form and pass it to your Reseller, together with the documents required for the credit application.

STEP 3

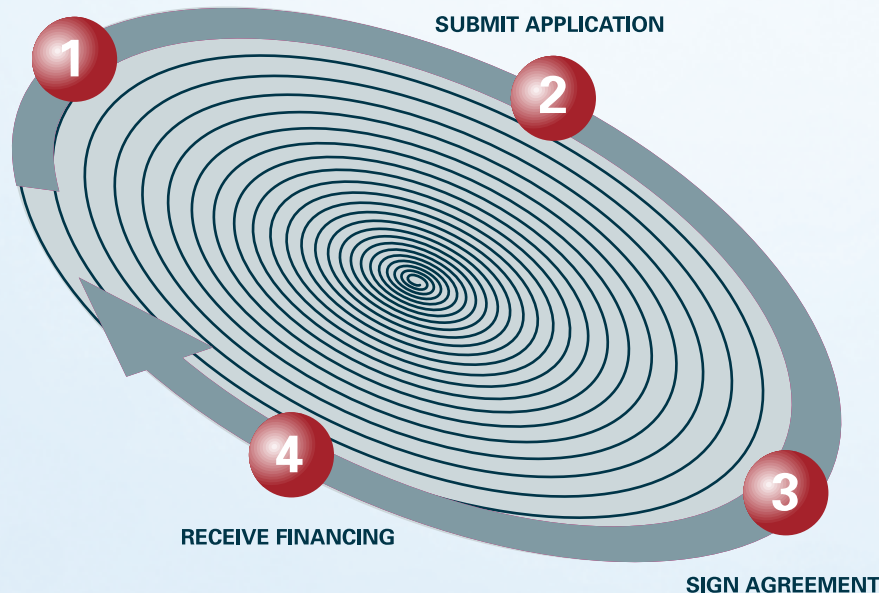
Upon approval, send us the completed financing documents with a copy of the invoice and the signed Certificate of Acceptance.

STEP 4

Then, the leasing facility will commence and we will pay your Reseller on your behalf.

LEASE QUOTATION

SUBMIT APPLICATION



WHY CHOOSE EASY LEASE?

CASH FLOW MANAGEMENT AND PREDICTABILITY

Convert your upfront capex requirements into low monthly payments, and improve liquidity, free-up cash for business growth and aid cash flow forecast and management.

EFFECTIVE USE OF YOUR WORKING CAPITAL

Obtain new equipment without tying up your working capital. Acquire more equipment than with cash payments, whilst also preserving your borrowing power and existing credit lines.

CHOICE OF END-OF-TERM OPTIONS

Choose whether to buy the equipment, extend the lease (either with or without an upgrade) or return the equipment to us with no further obligation, at the end of the term. It's entirely up to you.

FINANCING TOTAL SOLUTIONS

Take advantage of a leasing program which covers the entire network and IT solution, including hardware, software, installation and services.

STAY AHEAD OF YOUR COMPETITION

Maintain a cutting edge network by upgrading to the latest technology whenever you need to.

A BETTER-LOOKING BALANCE SHEET

Improve key ratios such as ROI and reduce the total cost of deployment. Depending on your local tax and accounting regulations, equipment financed under an operating lease will usually be treated as operating expenses, so will not appear on the balance sheet. Rental payments are also usually tax-deductible.

ANY QUESTIONS?

Q. WHAT IS EASY LEASE?

A. Easy Lease is a competitive financing program offered by Cisco Capital that provides straightforward and simple terms to finance your IT and networking solutions.

Q. WHAT IS THE EFFECTIVE INTEREST RATE?

A. The arrangement is not a loan, so there is no interest rate. It is usage that generates profit, not ownership, which is why you are paying for the use of the equipment over a fixed term.

Q. CAN I UPGRADE MY EQUIPMENT OR EXPAND MY NETWORK DURING THE RENTAL TERM?

A. Yes. You can upgrade or add on equipment during, or at the end of the rental term. We will simply adjust either your rental payments, or the term of your agreement – whichever you prefer.

Q. WHAT ARE MY END-OF-TERM OPTIONS?

A. For operating leases, when your term expires, you can either:

- Extend the rental period
- Upgrade or replace with new equipment
- Make an offer to purchase the equipment at fair market value
- Return the equipment with no further payments required.

Q. ARE MY PAYMENTS TAX-DEDUCTIBLE?

A. You should check with your accountant, but most payments under an operating lease are considered tax-deductible operating expenses.

Q. DO I STILL HAVE TO PAY MY RESELLER FOR THE NETWORKING INVESTMENT I AM PURCHASING?

A. No. Once your chosen leasing plan is in place, we will pay your Reseller within 24 hours of receiving your completed financing documents.

Q. CAN I FINANCE ALL MY NETWORKING NEEDS, OR JUST THE CISCO PORTION?

A. Easy Lease is designed to support Cisco solutions, but your plan will cover your complete networking needs under a single payment stream – including non-Cisco equipment.

Q. WHAT HAPPENS IF I DAMAGE THE EQUIPMENT?

A. Most equipment will initially be covered under the manufacturer's warranty. Beyond that, you will be expected to keep the equipment in good working order, and will be responsible for repairs and maintenance.

Q. HOW CAN I FIND OUT MORE ABOUT EASY LEASE?

A. For more information, visit the Cisco Capital website at www.cisco.com/easylease

