

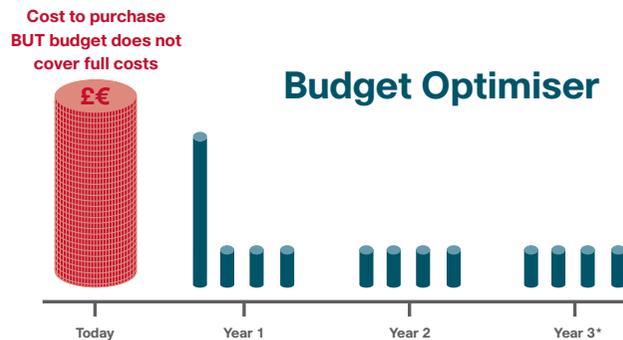


## Flexible and tailored public sector financing from Cisco

As a public sector organisation, the chances are that your budget simply isn't big enough or flexible enough to give you the technology you need, when you need it. Under constant pressure to meet increasing IT demands and challenges, the only way you can do this is by making your budget stretch further and ensuring that you squeeze every bit of value out of it.

At Cisco Capital™ our years of experience working with organisations like yours mean that we understand your budget dilemmas. That is why we have developed our flexible public sector financing solution which comprises of 2 options; Budget Optimiser and Payment Deferral, that can help you maximise your resources and give you the freedom to purchase Cisco technology without waiting for new or additional funding. So, even if there is a shortfall or your budget has run out completely, financing from Cisco Capital means you don't have to delay your investment and can reap the benefits of the very latest technology straight away.

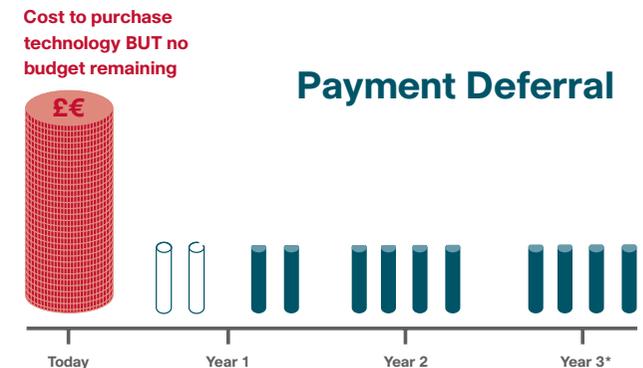
### Pay part now, spread the remainder



\*other finance terms are available, subject to terms and conditions

Our Budget Optimiser option can help enable you to purchase Cisco technology even if the funds in your budget fall short. What's more, we could help you get the most out of every pound in your budget before it disappears at the end of the financing cycle. Simply use your remaining funds as an initial investment and you could benefit from reduced ongoing payments for the remaining finance term. Budget Optimiser unlocks your budget, helping give you the financial freedom and flexibility to deliver first class IT services.

### Buy now, pay later



When your budget has gone, our flexible Payment Deferral option steps in so that you don't have to wait for your next round of funding. Simply deferring your initial finance payment for up to six months can help eliminate your spending constraints. This means you are free to make the right decisions and meet the IT challenges on your own terms and timescale - not the ones dictated by your budget.



## Cisco Capital - access to the right technology at the right time

Cisco Systems Inc., the world's largest supplier of networking solutions is the parent company of the Cisco Capital group of companies. We, at Cisco Capital, have been providing our customers with flexible and innovative finance programs for over ten years to help them acquire the solutions they need, when they need them. As we use our own resources to finance all customer transactions we avoid the extra costs involved with obtaining funds from external financial organisations.

## Use the Cisco Capital Advantage

Along with the benefits of our specific Cisco financing programs, Cisco Capital can help give you:

### 1) Value for money

With highly competitive interest rates and market-leading residual values, our financing initiatives specifically designed for public sector organisations, could provide you with the lowest possible cost of ownership.

### 2) Payment over time

Our finance options remove the need for large initial capital investment and allow you to pay for assets when the benefits are actually delivered.

### 3) Fixed payments

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

### 4) Operating lease payments

As these payments are often treated as revenue rather than capital items, this can have a beneficial effect in terms of external borrowing regulations and capital charges.

### 5) Added flexibility

We will also finance non-Cisco products and your intangible assets such as software and services, giving you flexible payment periods that suit you for your full investment.

### 6) IT asset disposal

We remove the burden of IT asset disposal and you can rest assured that equipment returned to Cisco is dealt with in accordance with EU environmental regulations such as WEEE and ROHS.

## Solutions tailored to your unique requirements

Funding regulations are radically changing the way public sector organisations plan, deploy and operate new IT systems. Investment in the latest technology delivers many benefits that could help you achieve your service goals and objects. However, traditional finance options were not designed to meet the demands of today's fast moving, technology-led environments.

That's why at Cisco Capital we have created tailored solutions to meet your unique set of requirements and challenges. Our range of innovative and flexible financing solutions are designed to spread the cost of equipment over time, smooth out budgetary issues and free up capital for other purposes.

The result is faster access to technology to help you benefit now.

## 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](http://www.cisco.com/go/capital_europe)

Terms & conditions apply. Not available in all countries.

# More Cisco expertise. More competitive financing.

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