

INTERNAL WIN SNAPSHOT

INDUSTRY SECTOR

UTILITIES

0% FINANCE SOLUTION PROVES TO BE THE DECIDING FACTOR IN WINNING DEAL WITH WESTINGHOUSE TECHNOLOGY

CUSTOMER PROFILE

Westinghouse Technology is the foundation for nearly 50 per cent of the world's operating commercial nuclear power plants. The company serves the needs of utility, government, and industrial customers in power-related industries – providing high-quality, cost-effective engineering services, fuel products and plant design expertise, equipment and component manufacturing.

CUSTOMER NEED

Westinghouse Technology wanted to upgrade its branch network in Madrid to improve the resilience and availability of communications between its US headquarters and operations in Spain. This opportunity represented a brand new account to Cisco.

SALES CHALLENGE

Faced with the prospect of writing off its legacy network, the customer had difficulty in getting the business case to stack up. To win the deal, Cisco needed to help the channel partner, Nextcomputer, to resolve these issues and also displace the incumbent, Enterasys.

CISCO CAPITAL SOLUTION

- 0% interest agreement allows payments to be spread over 36 months, thereby helping the customer to manage cash flow more effectively
- Trade-in of existing Enterasys switches – based on a residual value (RV) in-line with the economic life of the assets
- Built-in technology refresh options that allow the customer to easily migrate to new technologies in the future

CUSTOMER NAME

Westinghouse Technology
(<http://www.westinghouse-nuclear.com>)

INDUSTRY SECTOR

Utilities

DEAL VALUE

\$55,500

CISCO TECHNOLOGIES

LAN upgrade (includes the installation of 7 Cisco Catalyst 3750 Series Switches)

“The solution from Cisco Capital has enabled us to rapidly deploy next-generation technology for competitive advantage now, while at the same time protecting our investment and avoiding the cash burden of purchasing.”

Ramón Camins
IT Manager, Spain.
Westinghouse Technology

OUTCOME

By combining the right technical solution with the right finance solution, Cisco was able to win the deal and:

- develop a brand new account and revenue source
- gain a strong foothold within the customer's core network
- secure a path to go 'wider and deeper' within the account
- create huge 'sell-through' opportunities to Cisco.

