



INFORMATION PRESSE

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Cisco Capital lance une offre de financement à taux zéro destinée aux PME

Issy les Moulineaux, le 17 mars 2006 – Cisco Systems Capital, filiale de Cisco Systems Inc., propose une offre de financement à taux zéro destinée aux petites et moyennes entreprises (PME). Cette offre souligne l'engagement de Cisco visant à permettre aux PME d'accéder aisément aux solutions de communications et de traitement de données de pointe.

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Cisco Capital Launches Zero Percent Finance Offer to SMBs and Mid-sized Businesses Looking to Invest in the Future

AMSTERDAM, Netherlands, March 14, 2006 - As part of its continuing commitment to help small and medium businesses (SMBs) and mid-sized companies to invest in smart data and communications solutions to drive their businesses, Cisco Systems Capital, a wholly-owned subsidiary of Cisco Systems Inc., announced the launch of a zero percent finance package today.

As part of the Cisco Easy Lease technology-leasing programme, the offer provides straightforward, flexible terms and fast credit processing. By making payments in interest-free monthly or quarterly amounts, businesses can maintain consistent and balanced operating and capital expenditures. This helps them to quickly and easily adopt state-of-the-art network technology, including the recently launched Cisco Unified Communications system, with minimal initial investment.

In addition, Cisco channel partners, can benefit with zero percent financing through the Easy Lease programme, becoming more competitive and positioning themselves as a strategic

solution provider. The rapid payment terms also significantly improve a channel partner's cash flow enabling them to focus more on deepening customer relationships.

SMBs recognise that technology can play a central role in achieving key business goals and becoming more competitive. According to research¹ conducted by Cisco Systems, financing technology is a challenge for 43 per cent of SMBs across Western, Northern and Eastern Europe. However, leasing is the second most popular form of obtaining technology with more than a third of all companies preferring this option. The zero percent Easy Lease offer can help to remove budget issues, allowing these companies to invest in the technology they require to improve business productivity and operational efficiency.

Neil Crockett, Area Director, Cisco Capital Finance Group, Cisco Systems Capital, said: "Having listened carefully to our partners' and customers' needs, we have introduced the zero percent finance offer with customisable options that keep cash flowing and increase competitiveness. The zero percent financing programme from Cisco Systems Capital provides small, medium and mid-sized companies the financial flexibility to benefit from the technologies their businesses need to succeed today. Thanks to our industry-leading package, companies can simply and cost-effectively plan for the future."

The interest-free financing package² is available to Cisco channel partners and customers in the UK, Germany, France, Italy, Spain and the Netherlands until the end of June 2006. It runs for a 36-month term, and the minimum deal size is £1,000 or €1,000. To qualify for the offer, the solution purchased must be at least 70 per cent Cisco hardware, software and services.

About Cisco Systems Capital

Cisco Systems Capital is a wholly-owned subsidiary of Cisco Systems Inc. Its expert financial consultants help meet the financial needs of companies of all sizes to ensure that their technology is up-to-date, and safeguard their capital expenditures budgets. It specialises in financing networks by providing innovative, flexible financial programs to Cisco Systems customers and channel partners. For more information, visit http://www.cisco.com/global/EMEA/cisco_capital/index.shtml

About Cisco® Unified Communications system

The Cisco® Unified Communications system is a new suite of voice, data and video products designed to help small, medium and mid market businesses communicate more effectively and improve productivity. For more information, visit <http://www.cisco.com/go/unified>

¹ In October 2005, and January 2006, Cisco Systems, Inc. together with Coleman Parkes Research Limited conducted research on the key business challenges and 'must have' technologies for SMBs. The research was conducted over two phases, for EU countries and growing countries in Eastern Europe, Middle East and Africa. The results in total covered 2,000 companies in 22 countries. For more information, please contact your local Cisco PR representative, or refer to News@Cisco.

² The Cisco Capital 0% finance offer is subject to credit and equipment approval. Terms and conditions apply. Cisco Systems Capital reserves the right to withdraw this promotion at any time.

À propos de Cisco Systems

Cisco Systems, Inc. (NASDAQ : CSCO), est le premier fournisseur mondial de solutions réseaux pour Internet. Toutes les informations relatives à Cisco sont disponibles à l'adresse <http://www.cisco.com>.

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