



At-A-Glance

# Data Center and Virtualization



Cisco Data Center Business Advantage is an architectural framework that delivers tangible business value for Dynamic Networked Organizations

Cisco Data Center Business Advantage is an architectural framework that delivers tangible business value for Dynamic Networked Organizations.

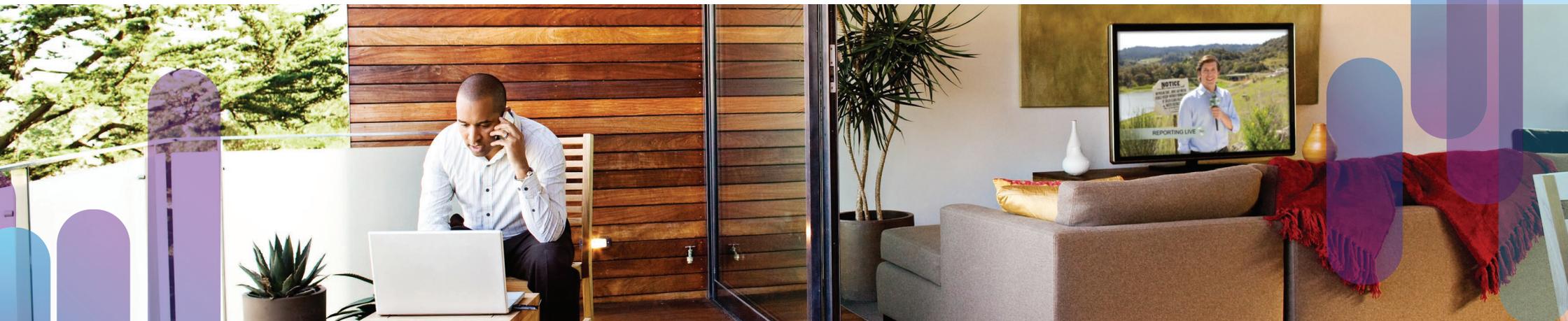
To meet the changing business needs of customers the Cisco Data Center Business Advantage framework provides architectural flexibility and openness to deliver increased business value through technology innovation, systems excellence and solution differentiation.

The Data center is at the heart of IT and Business Innovation, and Cisco Data Center Business Advantage directly maps to the top business and IT careabouts like faster service creation, improved profitability and transformative new business models.

Cisco's data center vision has evolved in response to customers' needs, enabling them to gain efficiencies across the Data Center and IT infrastructure whilst providing the business agility to react to changing demands, ultimately enabling an open, controlled and transformative environment, moving the Data center from a cost center to a competitive weapon.

Cisco Capital® provides a complete financing solution for all components of the virtualized, cloud-based data center—compute, network, and storage. Whether you are building a new facility, or upgrading your existing data center platform, our competitive interest rates help lower the cost of migration. We also offer attractive trade-in options so you can refresh your existing server and blade technology sooner. And, by providing one contract for hardware, software, and services, we enable greater transparency of total cost of ownership and a simpler internal cost recovery model.

# Additional Benefits



## Unique customer advantages:

- **Alternative source of funds** – available and affordable funding
- **Preserve cash** – spread costs over time, preserve credit and avoid a large cash investment
- **One solution, predictable payments** – combine Cisco hardware, software, services and complementary third party equipment into one strategic acquisition
- **Lower costs** – benefit from competitive rates and residual values to reduce total cost of ownership and accelerate return on investment
- **Equipment lifecycle management** – help manage costs, meet business demands, and avoid obsolescence with flexible migration options and simplified equipment disposal
- **Maximum flexibility** – further investment protection with the right payment schedule, term duration and end of lease options including an outright purchase, capped and market-value residuals, and like-for-like equipment returns.

## Our Cisco expertise

- Gain from direct access to Cisco technology resources and personnel
- Benefit from technology acquisition that's linked to Cisco innovation lifecycles
- Partner with us in over 140 countries.

## More flexible financing

- Benefit from our flexible and affordable financing opportunities
- Help protect your investment with flexible terms, payment structures, migration, refresh, and end-lease options
- Obtain and maintain Cisco solutions with the best terms for your business.

## A more strategic approach

- Leverage current and future budgets for maximum business impact
- Benefit from the use of technology without the cost of ownership
- Use our combined Cisco and financing expertise to create a strategic approach.

Take advantage of one team dedicated to your success

[www.cisco.com/go/ciscocapital](http://www.cisco.com/go/ciscocapital)

### Legal Disclaimer

This At A Glance summary, and the website and other documents regarding a potential arrangement between you and Cisco Capital are provided to you only for informational purposes. Cisco Capital may decide to fund any transaction in its sole discretion upon your submission to Cisco Capital of financial statements and other information, approval of your application by Cisco Capital pursuant to the Cisco Capital credit and underwriting qualification process, and execution of a definitive legal agreement between you and Cisco Capital.