Cisco Capital

Healthcare

The biggest challenge in healthcare

Hospitals' continual need for the latest technology is placing enormous financial pressure on already over-stretched resources. The recent payment-by-results reforms have sparked a fundamental rethink in the way the NHS distributes funds. Trusts must now operate more like companies, becoming a lot smarter with their finances.

To add to this, competition from private medical centres and foundation hospitals has made it even more essential for trusts to acquire cutting-edge technology. And, while the adoption of advanced equipment in the long term offers clear advantages to patient care, in the short term it places extreme pressure on resources, in particular the availability of capital budget.

Cisco Capital - giving you access to the technology you need

Cisco Systems Capital is a wholly owned subsidiary of Cisco Systems Inc, the world's largest supplier of networking solutions. We've been providing customers with finance facilities for over ten years. To help our customers acquire the solutions they need when they need them we offer flexible and innovative approaches. What's more, by using our own resources to finance customer transactions, we can avoid the extra costs involved with obtaining funds from financial organisations.

Access to the latest technology now

Cisco Systems Capital® can remove the financial barriers that prevent you getting the technology you need. By creating innovative, flexible financing, we can bridge the gap between your technology requirements and your available budget.

Historically the trend within the NHS has been to 'freeze' large amounts of capital by purchasing expensive and rapidly depreciating pieces of equipment outright. However, the payment-by-results structure and current NHS capital charges all favour a payment-over-time approach. And indeed such an arrangement is nothing new, with about 2.5bn GBP of assets currently the subject of operating leases within the NHS.

How we can help

We understand your buying cycles and the financial constraints you have to deal with. Our tailored flexible payment options and innovative financing solutions specifically address the challenges and problems you face. Among the benefits are:

1) Value for money – through our competitive interest rates, market-leading residuals and specific product financing initiatives we can deliver the lowest possible cost of ownership.

2) Payment over time – our leasing options allow your technology to effectively pay for itself through the income gained from service provision.

3) Fixed payments for the term of the contract – our set payments are designed to make your budgetary management a lot easier.

4) No capital charges – because operating lease payments are a revenue item they fall outside the NHS capital accounting regime and are not subject to capital charges or external finance limits.

5) Added flexibility – as part of your Cisco solution we also finance non-Cisco products and intangible assets such as software and services, with flexible payment periods to suit you.

A tailored solution to your unique requirements

New NHS funding regulations are radically changing the way trusts operate. You can no longer afford to purchase the equipment you need through traditional purchasing options. What's more, not acquiring the latest technology will prevent you from reaping the many benefits advanced healthcare offers.

Cisco Capital offers a tailored solution to these unique challenges. A range of innovative and flexible financing solutions that spread the cost of equipment over time, smooth out budgetary issues and free up capital for other purposes. The result: access to technology immediately so 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**

Americas Headquarters
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA
www.cisco.com
Tel: 408 526-4000
800 553-NETS (6387)
Fax: 408 527-0883

Asia Pacific Headquarters
Cisco Systems, Inc.
168 Robinson Road
#28-01 Capital Tower
Singapore 068912
www.cisco.com
Tel: +65 6317 7777
Fax: +65 6317 7799

Europe Headquarters
Cisco Systems International BV
Haarlerbergpark
Haarlerbergweg 13-19
1101 CH Amsterdam
The Netherlands
www-europe.cisco.com
Tel: +31 0 800 020 0791
Fax: +31 0 20 357 1100

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