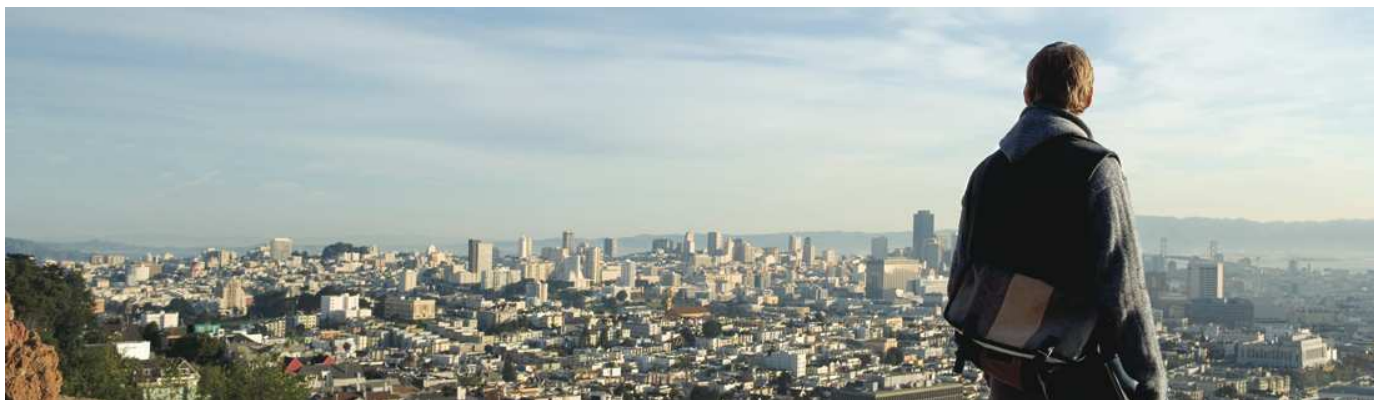




Think Smart. Think Capital.

Partner
At-A-Glance

Low-Rate Financing Available for Multi-Year Cisco Services



In today's rapidly changing business environment, the proper level of service is critical to increasing the performance and extending the life of your customer's Cisco® solution. As a Cisco partner, providing added value to your customers is of the utmost importance, and is critical to maintaining a competitive edge.

Special Low Finance Rate of 4.25 percent*

Cisco CapitalSM is making the acquisition of Cisco servicesSM more affordable than ever with an aggressive finance rate of 4.25 percent. This below-market rate is available on most subscription-based, multi-year service contracts.

CISCO CAPITAL FINANCING BENEFITS

Cisco Capital financing improves profitability:

- Expands and prolongs customer relationships
- Keeps the competition out
- Increases productivity by eliminating the need to resell Cisco SMARTnet® support each year
- Overcomes customer budget limitations by enabling them to get the products and services they need today, but pay for them over time
- Enables upfront funding for services invoices, reducing accounts receivable pressure
- Improves cash flow and ROI

Cisco Capital provides your customers with the most complete Cisco solution possible by:

- Delivering a total Cisco solution for one low predictable, monthly payment
- Helping them to lock in current pricing for multiple years of service
- Avoiding the need for annual renewals with multi-year service contracts
- Increasing their purchasing power while lowering total solution cost

- Financing Cisco subscription-based services on a standalone basis (without equipment), regardless of whether original equipment was leased or purchased

With Cisco Capital, you can include services as part of your customer opportunity:

- **First sale:** The Bundled Services offering can increase your attach rates and the size of your deals by combining a multi-year Cisco service contract with a lease that includes Cisco hardware, software, and services, as well as equipment from other manufacturers, for one easy monthly payment. Offering great flexibility and lease terms of up to 60 months, the program provides fair market value (FMV) and \$1.00 purchase option leases that combine equipment or software and corresponding Cisco SMARTnet support or other services agreements of similar terms.
- **Uncovered equipment:** The Maintenance/Services Only Financing programs provide a way for you to help customers incorporate uncovered equipment or renewals into a multi-year service contract. Services can be financed on a standalone agreement, exclusive of equipment, for a term matching the term of the service contract.
- **Renewals:** Multi-year Cisco SMARTnet renewals can be financed under our convenient streamlined process.
- **Multi-year services:** Cisco Capital's attractive financing rates allow you to position multi-year Cisco SMARTnet service contracts with your customers and therefore sell more upfront.

Cisco Capital

Cisco Capital is a wholly owned subsidiary of Cisco specializing in providing innovative financing solutions for Cisco products and services worldwide.

More than just a finance company, Cisco Capital is a trusted business partner and consultant, supplying the best possible investment solutions that help our customers to succeed.

PRICING

Cisco Capital is offering an attractive finance rate of 4.25 percent on most subscription-based, multi-year service contracts, making it more affordable than ever for customers to maintain their Cisco network with the desired level of Cisco service. **(Rates may vary for federal government entities and for Canadian customers. See your Cisco Capital lease manager for details).*

ELIGIBILITY

Services financing programs are available to customers purchasing eligible services provided by Cisco in the United States and Canada. All offerings are subject to credit approval by Cisco Capital Credit. Term eligibility is based on credit rating. Other restrictions may apply.

FOR MORE INFORMATION

Learn how Cisco Capital can help you succeed by visiting our Partner Portal: www.cisco.com/go/growit

**Restrictions apply. Based on customer's credit worthiness and completion of proper document. Offer valid through July 31, 2010, but can be modified or withdrawn at any time, without prior notice.*



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