

## International Channel Financing: Free Extended Payment Terms



Credit availability and working capital are keys to profitable growth. Insufficient trade credit, importation delays and slow-paying customers can impact your company's growth and bottom line. Cisco Capital<sup>sm</sup> engages authorized financing partners to provide innovative channel financing programs for qualified Cisco® channel partners. Sponsored by Cisco Systems®, this purchasing program provides **free** extended payment terms, up to 90 days in some countries, on all Cisco purchases. The larger credit availability will enable you to accelerate your revenue opportunities, and longer payment terms will fuel your company's growth.

### Increase Sales and Improve Cash Flow

Through its authorized financing partners, Cisco Capital channel financing provides credit lines to channel partners in over 140 countries. This program is enabling Cisco partners to drive sales growth. The larger credit availability lets you hunt for new revenue opportunities, knowing you will have the financial backing to close the sale. When a customer delays payment on a project, it adversely affects your cash flow, since the supplier and your engineers need timely payment. By utilizing this program, you can better match the inflow of customer funds with the longer repayment cycle for Cisco products.

### Fuel Profitable Growth

There are numerous sales opportunities in the forecast. Which ones will contribute to your bottom line? Trade credit terms do not address the working capital requirement needed to import, implement, and complete the sales cycle. Cisco's award winning channel programs help preserve margins, and the Cisco Capital channel financing program improves your working capital and profitability. This incremental facility expands your financing sources and provides free extended payment terms to improve your cash position while reducing interest-bearing debt.

#### About Cisco Capital

A wholly owned Cisco subsidiary since 1996, Cisco Capital is the leader in providing end-to-end financial services for Cisco customers through a combination of lease financing, channel financing, and remarketed equipment.

The channel financing program delivers many important benefits, including:

- Larger credit facility to increase sales
- Better cash flow through improved payment terms
- Economical means to increase stock on hand
- Reduced cash flow impact of importation
- Predictable and manageable working capital cycle
- Reduced bank borrowings and increased cash balances
- Improved profitability
- Streamlined account management with online tools

### Free Extended Payment Terms on All Cisco Products

Through its authorized financing partners, Cisco Capital provides free extended payment terms of 60 to 90 days in many countries. For example, in Cisco's emerging markets theatre, free payment terms of 90 days are available for qualified channel partners. Late payments and other financing solutions will have additional costs and are disclosed by the financing partner.

### Where to Apply

There is no cost for Cisco channel partners to apply for the channel financing program. Partner eligibility and country availability vary, so please contact a Cisco Capital representative via e-mail: [cscchannelfinance@cisco.com](mailto:cscchannelfinance@cisco.com).

Authorized International Financing Partners:

Citigroup	<a href="http://www.citigroup.com">www.citigroup.com</a>
GE Capital Solutions	<a href="http://www.gecdf.com">www.gecdf.com</a>
Castle Pines Capital Inter'nl	<a href="http://www.castlepinescapital.com">www.castlepinescapital.com</a>

### Why Cisco Capital?

Cisco Capital provides guidance and vendor management for attractive, flexible, short-term financing programs that make it possible for Cisco partners to obtain higher credit lines and working capital financing that ultimately help to build stronger and healthier businesses.

For more information, please visit [www.cisco.com/go/ciscocapital](http://www.cisco.com/go/ciscocapital) or call +1 (800) 730-4090, option 2, option 2.



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