Meet the businesses benefiting from the latest technology, when they need it.
Regardless of size, location, industry sector or the infrastructure required, there’s one smart choice all these companies have made – to finance their technology. Cisco Capital financing is enabling these organisations to innovate and stay competitive.

With Cisco Capital they have access to the right Cisco solution when they need it, rather than when budgets allow. They benefit from cost-effective funding that offers predictable payment streams, improved ROI and easier budget management.

As a result of financing, these companies have been making the best use of available funds for a range of solutions, including:

**Borderless Networks**
with financing solutions that lower customer costs, ease migration, shorten refresh cycles and simplify procurement

**Collaboration**
with pay-as-you-go financing so they grow their platform at their pace, mirroring costs with savings, making it easier to add users and applications

**Data Center and Virtualisation**
with financing that covers all areas: compute, network and storage, lowering costs, easing migration, accelerating refreshes and simplifying transfer charging
AR Telecom

Country: Portugal  
Financial Solution: Residual Value Operating Lease  
Technology: Cisco Borderless Networks

Portuguese service provider balances the need to invest for growth and achieve business performance targets with a flexible finance solution.

AR Telecom recognised that a next generation network was fundamental for their future success, enabling the convergence of networks, services and applications for greater revenue, reduced costs and better differentiation. Cisco Capital tackled the challenge without jeopardising financial performance and commercial targets.

Azienda Ospedaliera Niguarda Cà Granda

Country: Italy  
Financial Solution: Finance Lease  
Technology: Cisco Borderless Networks

Niguarda, one of Italy’s biggest general hospitals, finances its connected healthcare transformation.

Niguarda transformed itself by implementing a vision for connected healthcare that builds an intelligent IP network around the needs of patients and caregivers. By incorporating Cisco Capital financing into their Cisco solution, the hospital has accelerated the delivery of these benefits to health professionals and citizens.

BE Value

Country: Netherlands  
Financial Solution: easy lease  
Technology: Cisco Collaboration

Business services company anticipates major savings on IP telephony rollout with easy lease financing.

BE Value wanted to introduce IP telephony at its five Netherlands offices in a phased rollout and upgrade network security and features for a mobile workforce. Cisco Capital offered flexibility on timing and provided the solution that the company needed.
Blue Chip Customer Engineering and Virgin Media Business

**Country:** UK  
**Financial Solution:** easy lease  
**Technology:** Cisco Data Center/Virtualisation

Blue Chip Customer Engineering uses a ‘pay-as-you-go’ model from Cisco Capital to finance a resilient, energy-efficient data center.

Cisco Capital and Virgin Media Business helped Blue Chip Customer Engineering invest in new enterprise-class data center infrastructure by utilising easy lease financing. This solution provided Blue Chip with a better way of using their working capital. It meant they could stretch out the costs to match the revenue coming in.

Department of Economic Development

**Country:** UAE  
**Financial Solution:** Residual Value Operating Lease  
**Technology:** Cisco Borderless Networks

Enabling faster time-to-benefits: Technology financing helps the Department of Economic Development to transform productivity and delivery of services to citizens and businesses in Dubai.

The Department of Economic Development (DED) is at the very heart of Dubai’s transformation with E-government central to their future vision. Searching for a more scalable, energy-efficient network infrastructure, to accelerate deployment of new services, and also a risk-sharing model, that replaced upfront capital expenditure (CapEx) with predictable monthly operating expense (OpEx), DED turned to trusted partner Cisco. The Cisco Capital solution has provided the DED with a more effective IT management model, helping them to move into their impressive new premises on time, and within budget.

Mediapro

**Country:** Spain  
**Financial Solution:** Residual Value Operating Lease  
**Technology:** Data Center/Virtualisation and Cisco Borderless Networks

A holistic data center strategy helps one of Spain’s largest content producers lay its foundations for profitable business growth.

Mediapro is one of Spain’s biggest and fastest growing media and broadcast companies and is a leading player in the European audio visual market. Flexible commercial terms, offered by Cisco Capital, spread project costs, increased revenue and savings, which in turn accelerated ROI and allowed them to offer global multimedia services.
Monuta

Country: Netherlands  
Financial Solution: easylease  
Technology: Cisco Collaboration

Monuta transforms customer service and uses Cisco Capital to balance IT investment with financial impact.

Cisco Unified Communication has transformed collaboration at Monuta by enabling agents to see the real-time availability of branch office and mobile employees. Procuring the solution through Cisco Capital meant that Monuta was able to obtain greater business value from its investment and utilise available capital for alternative investments.

TeliaSonera

Country: Sweden  
Financial Solution: Residual Value Operation Lease  
Technology: Cisco Borderless Networks

Cisco Capital financing helps TeliaSonera close a major deal and brings closer collaboration between the partners.

TeliaSonera provide network access and telecommunication services that help people and companies communicate in an easy, efficient and environmentally friendly way. With one TeliaSonera customer in Sweden, the involvement of Cisco Capital helped close a deal and opened up new business opportunities in an important account.

Warwick University

Country: UK  
Financial Solution: Five-year Lease Purchase  
Technology: Cisco Borderless Networks

The University of Warwick uses Cisco Capital flexible financing to transform its network and promote continued growth.

When replacing its entire data network, Warwick decided that financing an IT project was a better strategy than funding it from cash, even though the necessary capital was available. In the words of Mike Roberts, IT Director from the University of Warwick, this “enabled us to consider bigger and better solutions, which will result in a projected saving of £15 million over 11 years”.
Meet our partners who are building technology financing into their solutions.

See how they are accelerating ease-of-use and time-to-market for their solutions, by incorporating financing from Cisco Capital.

**Previder**

**Country:** Netherlands  
**Financial Solution:** easy lease  
**Technology:** Cisco Data Center/Virtualisation

Previder accelerates time-to-market and profitability for new Cloud services with Cisco Capital financing.  
With its proven expertise in virtualised services, Previder moved to a Cisco solution, enabling the company and their partners to develop and deploy more flexible and innovative hosted services to small and medium sized organisations, at a fraction of the time previously required. By financing its UCS cloud-computing platform with easy lease financing over 36 months, Previder were able to accelerate return on investment and profitably for new services – rather than making an upfront payment and recovering costs gradually over time.

**ViS Security Solutions**

**Country:** Ireland  
**Financial Solution:** easy lease  
**Technology:** Cisco Security

Cisco partner boosts customer demand and time-to-profit with a pay-as-you-go security solution.  
ViS Security Solutions has developed a new security solution for shopping centres and real estate clients, which is made even more appealing with the inclusion of Cisco Capital financing options. This creates a commercially viable value proposition for potential customers and increases ViS Security Solutions’ time-to-profit.
For more information on how you can innovate your business financing with Cisco Capital, please visit: ciscocapital.com