

# Cisco Easy Pay Partner Process Document

Version 2.0 - 9-25-17 (APJ)

The world is changing fast. Businesses now need even more agility and access to the latest technology to stay in front of these changes. It's all about keeping your customers happy and growing your organization. Gaining access to Cisco® technology lets your customers add business value and deliver against their evolving organizational imperatives.

With Cisco Easy Pay, your customers can expect no upfront costs and predictable monthly payments whether they want to do any of the following or beyond:

- Upgrade to the latest Cisco next generation firewall to protect their high-value digital assets
- Enable their network to keep pace with new digital business needs
- Build a new facility or upgrade their current data center platform and/or
- More effectively collaborate across their organization

Help customers avoid technology obsolescence with flexible migration options and gain access to a wide variety of Cisco solutions across architectures using Cisco Easy Pay.

For additional information [click here](#).

For any questions regarding the program please contact: [product-dev-team@cisco.com](mailto:product-dev-team@cisco.com)

Process and Rules	Easy Pay
<a href="#">Overview</a>	<p>Lease with end of term buy-out where available in accordance, with local country policy:</p> <p><b>3 Year Option - 90/10 at 0% interest</b></p> <ul style="list-style-type: none"><li>• For hardware, your customers pay only 90% of purchase price, with 0% financing for 3 years*</li><li>• For software &amp; services, 0% financing is available for 3 years.*</li><li>• After 3 years, on hardware customers may return and refresh, extend, or buy the hardware for 10% of the original cost.</li></ul> <p>*Where software and services are equal to or less than 30% of the total BOM, your customer will qualify for 0% financing for 3 years at 90% of the purchase price in order to achieve the 10% required buyout option. Software and Services above 30% can be financed on a separate schedule.</p>

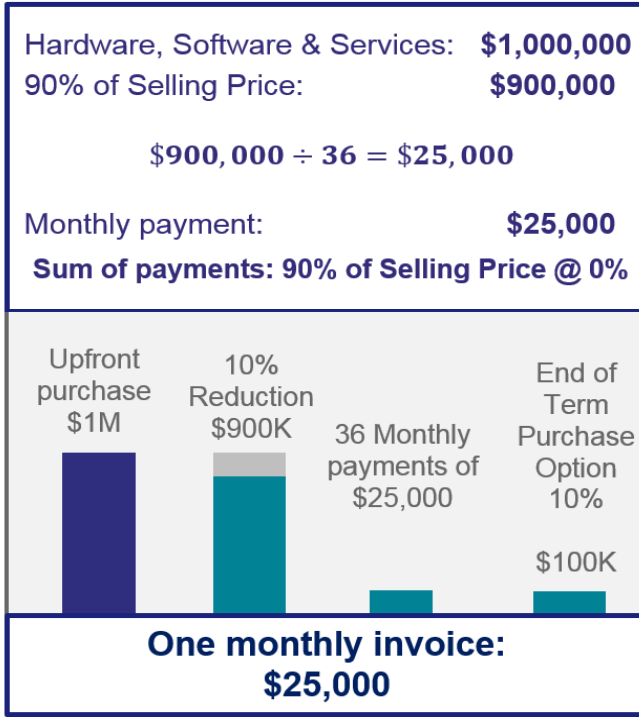
Process and Rules	Easy Pay
Eligible products and deal qualification	<p>All Cisco products qualify for Easy Pay with the exception of GSP</p> <p>Once qualified, the Cisco AM must include the prefix “Easy Pay” on the Opportunity Name field in SFDC or Cisco Commerce Workspace (CCW), which then flows to the MDM system. This alerts Cisco Commercial Finance that the deal is under the Easy Pay program.</p> <p>For the customer to receive the 3 Year - 90/10 payment structure, 70% of the amount financed must be hardware.</p> <p>Cisco Software and Cisco Services (Multi-year Smartnet bundled with hardware) up to 30% of the total amount financed allowed.</p> <p>Non-Cisco portion of up to 30% allowed. Non Cisco includes any amount over and above the Cisco net price. Non Cisco includes partner margins, installation services etc.</p> <p>All additional items in the BOM which do not qualify with the parameters listed above may be financed on a separate schedule at market rates.</p>
Duration	<p>Offer valid through July 27, 2018.</p> <p>Cisco reserves the right to amend or cancel this offer at any point should the Easy Pay Offers’ subsidy become unavailable.</p>
Participants	<p>Available in the following countries:</p> <ul style="list-style-type: none"> <li>• APJ (On Book): Australia, New Zealand, Singapore, Thailand, Korea, India</li> <li>• APJ (Off Book): Japan, Malaysia, Indonesia, Philippines, Vietnam</li> </ul>
Customer offer minimum/maximum	<p>Minimum: US\$50,000</p> <p>Maximum: US\$10 million (or equivalent)</p> <p>Deals exceeding \$10 million require Cisco Capital functional assurance.</p>
Credit requirements	<p>All transactions are subject to individual credit approval.</p>
Lease documentation	<p>Standard.</p>
Use restrictions with other offers and programs	<p>This offer may not be combined with any other Cisco offer.</p>
End-of term options	<p>At the end of the <b>36-month term</b>, Lessee has the following options:</p> <ol style="list-style-type: none"> <li>1. Take title to the leased equipment by paying 10% of original equipment cost;</li> <li>2. Return the leased equipment and refresh if desired;</li> <li>3. Enter into a month-to-month extension at the same rate as in the original lease;</li> <li>4. Enter into a fixed-term extension of 6 or more months; such fixed term extension may qualify for a reduction in rent from the base rent.</li> </ol>

# Attachment A

## Sample Calculations

### Sample 1

#### Hardware, Software & Services



Solution cost \$1,000,000

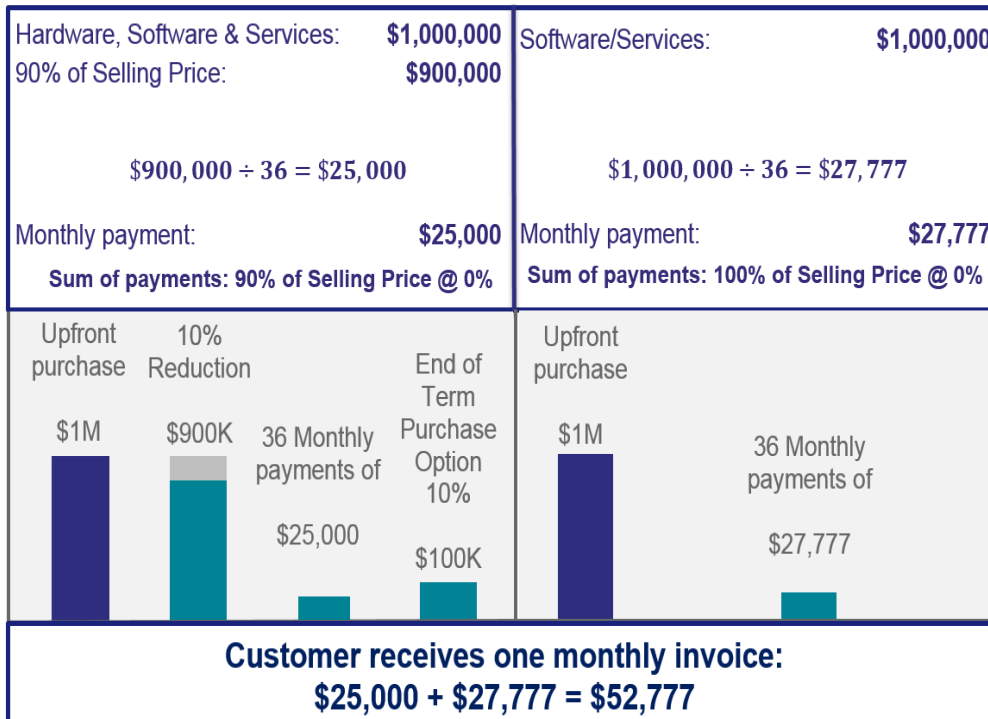
Solution Includes:

- 70% Hardware (\$700,000)
- 30% Software/Services (\$300,000)

### Sample 2

#### Hardware

#### Software/Services



Solution cost \$2,000,000

Solution Includes:

- 50% Hardware (\$1,000,000)
- 50% Software/Services (\$1,000,000)