Lifecycle payment solutions for Managed Services

A U.S. small business offer for channel partner resellers

How it works:
Example of a $25,000 deal with payments spread over 36 months:

Divide the invoice amount by 36 months to determine the monthly base payment*:

$25,000 / 36 months = $695

Add your monthly managed services amount to the monthly base amount (above) to determine the customer’s total monthly payment. In this example, the monthly managed services charge is $1,500:

$695 + $1,500 = $2,195

You get paid the full financed amount of $25,000, then the customer will be invoiced their monthly payment of $2,195. Once the customer pays their invoice, you receive your managed services amount of $1,500 per month.

Your customers want simple ways to consume technology.

Cisco Capital is here to help you deliver best in class solutions with a single monthly payment. Give your customers options when configuring a payment solution via a managed service contract over time, and provide simple, cost-effective payment solutions.

With our finance partners, we enable channel partner-led managed service provider (MSP) opportunities by integrating selective industry configuration tools to improve your customers’ experience. This U.S. small business offer can provide easier access to payment solutions to support your business and help you grow faster with Cisco products and services.

Next Steps

Contact your Cisco Capital Partner Account Manager to learn more about how your customers can pay over time for their Cisco-led solutions. Visit cs.co/partner-financing

*Subject to standard configuration. To qualify, Cisco content must be minimum of 25%, and hardware costs must be minimum 75% of the total invoice costs.

Simple
Quoting integrations
Asset tracking
Predictable refresh cycle

Profitable
Sell more, easier
Better standardization
Capture more services revenue

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Program Details

Extend payments over 36 months for Cisco products and services.

Customer goes through the credit application process for approval.

Cisco products and services must be 25% of the total financed amount.

$5,000 minimum transaction size.

Cisco lifecycle payment solutions

Who is eligible for this program?
Cisco certified partners who provide a managed services experience to their end users.

When can I start using the program? How long will it last?
This program launched in July 2019 and will be available through October 26, 2019.

How can my MSP clients get started?
Click here to contact a representative and learn more about the training options available.

What are the end of term options?
Your customers have choices. They can:
- Upgrade: Refresh the hardware, software licenses and services
- Renew: Continue using the solution at the same cost on a month-to-month renewal basis
- Purchase: Pay the fair market value of the equipment
- Return: Repackage the equipment and return it

Learn more about financing your Cisco-led solution.
Visit cisco.com/go/financing to learn more. For registered partners, please visit cs.co/partner-financing.