



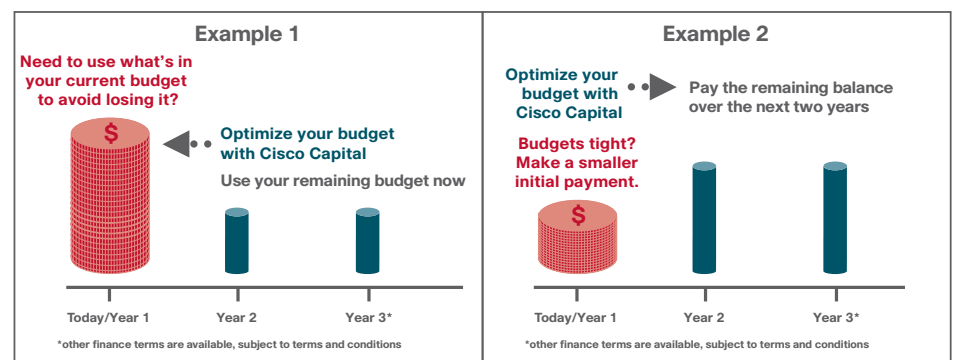
## Budget Optimizer for State, Local and Education Customers— Another Flexible Financing Solution From Cisco Capital

### Get the most from your budget

IT budgets never seem to stretch far enough. As you move through your budget cycle, the reality is that you will often find yourself short of funding to upgrade vital systems or invest in new technology. As you approach your fiscal year end, you may even risk losing remaining budget “fall-out” dollars if it is not used. At Cisco Capital<sup>SM</sup>, we have years of experience working with public sector clients and we are very familiar with these concerns. That’s why we have designed the Budget Optimizer program. This flexible solution enables you to optimize your current budget dollars to purchase Cisco technology without delay, even if your remaining funds do not cover the purchase price.

### Cisco Capital—funding to allow access to the right technology at the right time

Cisco Capital is uniquely positioned to provide the most aggressive and flexible financing for Cisco technology and services. With Cisco Capital, public sector clients have the financial agility they need to evolve their IT infrastructure as their constituent demands grow and technology advances. Cisco Capital delivers financing solutions designed to support our Public Sector client’s goals and technology needs, both today and in the future.



### Make all of your budget work for you

Cisco’s Budget Optimizer program allows you to harness maximum benefit from every last budget dollar before it is returned at the end of your fiscal year. Simply use remaining funds as an initial payment—be it big or small. If you are in a situation where you want to utilize your remaining budgets, you can provide a larger initial payment and benefit from reduced future fiscal year payments for the remaining finance term. Or, if funds are running low, then you can provide a small initial payment and spread the remaining costs over the remainder of the term. Optimize your budget and do the job right the first time. Cisco Capital can customize a payment plan to meet your unique needs.

The result is immediate access to technology so that your constituents and stakeholders benefit now.

### Get the Cisco Capital Advantage

Along with our Budget Optimizer program, Cisco Capital provides you with additional benefits:

#### 1 Matching Technology Life and Payments

Our finance options allow you to match costs and benefits you receive, while keeping your technology current.

#### 2 Added Flexibility: Project Financing

We can finance your entire project including: hardware (Cisco and non-Cisco), software, maintenance, services (consulting, design, installation and implementation) and lease hold improvements (e.g. electrical closet upgrades). You maintain control of project performance with our milestone payment plan whereby you can set milestones with your contractors and, once you are satisfied that a milestone is completed, we pay the contractor.

#### 3 Consolidate Projects

Our set payment terms simplify your budget management and allow you to plan ahead.

#### 4 Predictable Information Technology Budgets

Our payment plans simplify your budget planning and management.

### Solutions tailored to your unique requirements

Funding regulations and contractual requirements can limit the way Public Sector clients plan, deploy and operate new IT systems. Investment in the latest technology delivers many benefits that will help you achieve your goals and objectives. But traditional finance options were not designed to meet the demands of today's fast moving, technology-led environments. That's why Cisco Capital has created tailored solutions designed to meet the very unique needs of our State, Local and Education clients and integrators. Our range of innovative and flexible financing solutions can spread the cost of equipment over time, smooth out budgetary issues, and free up budgets for other purposes. The result is immediate access to technology so that the associated benefits can be accelerated and realized now.

### For more information

To find out more about Cisco Capital financing programs or to apply, contact your nearest representative by visiting: [www.cisco.com/go/ciscocapital](http://www.cisco.com/go/ciscocapital)

Terms & conditions apply.



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