

# City Infrastructure Financing Acceleration Program



**Financing**



**Global Smart Cities**



**Simplified**

## Smart financing for smart cities

Smart cities offer great promise, but financing their development can be challenging. Success is realized by matching the right financial tool with each smart city project.

The City Infrastructure Financing Acceleration Program (CIFAP) is a Cisco initiative that provides innovative financing options for cities and urban operators to drive the adoption of smart city technology. It enables city leaders to deploy cutting-edge solutions with minimal initial investment, while working with technology partners they can trust to support their most critical urban services.

In the case of revenue share financing, the program can also help to tie the cost of financing to the desired outcomes of that city's smart infrastructure projects—from reducing energy usage and traffic to boosting public transportation ridership and revenues. Cities and investors then share the revenue streams or cost savings coming from the new services that develop from the new digital infrastructure, which is key to expanding future operating budgets and speeding returns on investment.

## Highlights

- \$1B program to support growth of smart city infrastructure and applications
- Offers debt and equity capital to facilitate smart city initiatives with minimal initial cash outlay
- Flexible financing and payment solutions

“Funding is a major stumbling block for municipalities that are beginning their smart city transformation. The City Infrastructure Financing Acceleration Program will make that easier, faster and more affordable. With our partners, Cisco will bring the capital and expertise it takes for more smart city project concepts to become a reality.”

—Anil Menon

Global President, Cisco Smart+Connected™ Communities

## Flexibility built in at every level

The solutions	The benefits
<p><b>Flexible solutions for cities include:</b></p> <ul style="list-style-type: none"><li>• <b>Traditional loans and leases.</b> Pay for your infrastructure investment over time, while taking advantage of historically low interest rates.</li><li>• <b>Consumption-based financing.</b> Pay for technology based on usage and adjust capacity up and down as needed.</li><li>• <b>“As a service” financing.</b> Rather than purchasing technology, consume it as a service.</li><li>• <b>Concession financing.</b> Gain the benefits of technology at little to no cost, while enjoying incremental revenues and cost savings.</li></ul>	<p><b>With financing, your investment can be viewed not as a cost, but as an opportunity to add operational value and receive these unique benefits:</b></p> <ul style="list-style-type: none"><li>• <b>Conserve capital.</b> Preserve cash, credit capacity, and/or budget.</li><li>• <b>Total solution.</b> Acquire Cisco® and complementary third-party technology on one invoice.</li><li>• <b>Flexible payments.</b> Monthly, quarterly or annual payments, deferred payments or payment holidays, which are defined periods of time when you can temporarily stop making payments, to help you manage budget and cash flow.</li><li>• <b>Pay as you use.</b> Secure the technology you need to meet unanticipated demand spikes while only paying for what you actually use.</li><li>• <b>Pay as you benefit.</b> Pay only as you realize cost savings or incremental revenues.</li><li>• <b>Technology lifecycle planning.</b> Enjoy the benefits of flexible end-of-term options to return, purchase, or upgrade your technology.</li></ul>
<p><b>Flexible solutions for urban operators include:</b></p> <ul style="list-style-type: none"><li>• <b>Revenue share financing.</b> Obtain funding for your technology investments in exchange for a share of the revenues from your customer contracts. Revenues may be committed or uncommitted.</li><li>• <b>Equity financing.</b> Scale your business across multiple cities with capital and expertise from a strategic private equity partner.</li></ul>	

“Cisco’s position as the leader in the smart cities market is based on its integrated perspective on urban innovation, strong sector-specific solutions, and a commitment to continued thought leadership and city engagement.”

—Eric Woods  
Research Director, Navigant Research

## Enabled by a robust financial partner ecosystem

- Financing is provided through Cisco Capital®, private equity fund Digital Alpha Advisors, pension fund investors APG Asset Management (APG) and Whitehelm Capital, and other finance partners.
- Additional finance partners under consideration to expand solution breadth and program capacity.



## More information

To learn more about the City Infrastructure Financing Acceleration Program, visit [cisco.com/go/cityfinancing](https://cisco.com/go/cityfinancing) or contact us at [cifap-financing-inquiries@cisco.com](mailto:cifap-financing-inquiries@cisco.com).

**The journey starts here.  
Are you ready?**

