Open Pay provides flexible financing for Cisco data centre assets that lets organisations match payments with usage and dial capacity up and down as needed.

Cisco Unified Computing System™ (Cisco UCS®) is converged infrastructure built on a single management platform. It supports many architectures and allows you to automate and speed deployment of all your applications. This includes virtualisation and cloud computing, and scale-out and bare-metal workloads. It also supports in-memory analytics and edge computing for remote and branch locations, as well as massive amounts of data from the Internet of Things (IoT).

Cisco UCS combines standard x86 servers with networking and storage access into pre-engineered, tested and supported systems that operate as a whole. This has redefined data centre design. Cisco UCS is now a core building block for many other vendors offering not only converged solutions, but hyperconverged and cloud too.

Deciding how to acquire data centre technology is every bit as important as deciding what to acquire.

Introducing Open Pay

Open Pay is a pay per use model for Cisco UCS servers, storage and converged and hyperconverged platforms. It combines the privacy of on premise data centres with the burst capacity of cloud. Organisations pay for the portion of compute and storage they consume and simply dial capacity up and down as needed. This allows you to maintain control, spread risk and plan ahead with confidence as your organisation grows.

There’s no hidden charges and no backdoor fees. Just a quarterly fixed cost that’s lower than a full lease on all of the equipment.
Don’t pay for data centre assets you may never use. Open Pay provides flexible financing for Cisco data centre assets that lets organisations match payments with usage and dial capacity up and down as needed.

Figure 1 (below) shows how Open Pay is structured.

Benefit from the ability to:
- Test and innovate – by giving you the legroom you need without the traditional overhead
- Build shared services and pay for initial data centre capacity, with a buffer that can be drawn upon when needed
- Maintain control and spread risk – dial capacity up and down, while avoiding on going maintenance
- Get ‘burst’ demand without having to fund it up-front – avoid seasonal or periodic spikes in capacity that can cripple your network
- Plan ahead with confidence as your organisation grows

Open Pay details:
- **Solution size:**
  - Minimum €500,000 for UCS only (including support services)
  - €1,000,000 for converged infrastructure (including support services)
- **Product eligibility:** Cisco UCS B-Series and select Vblock or FlexPod Solutions
- **Payment frequency:** Quarterly
- **Availability:** France, Germany, Netherlands and United Kingdom - further countries will be announced
- **Requirements:** Agreement to regular electronic verification of variable usage

Visit our website to learn more, or contact your Account Manager to see how Open Pay from Cisco Capital can help

www.ciscocapital.com/emea