



## Open Pay

### Variable Consumption for Compute and Storage

Pay per use variable consumption model for both Cisco Unified Computing System and select converged infrastructure storage, providing extra capacity for peak demand periods.

Cisco® Unified Data Center (UDC) changes the economics of the data center by increasing operating efficiencies, simplifying IT operations, and enabling business agility. Based on three pillars of Cisco innovation – Cisco Unified Fabric, Unified Computing, and Unified Management – UDC supports cloud computing by simplifying the provisioning and management of shared physical and virtual resources, within and across data centers. This unified approach reduces data center costs and frees up IT resources to fund new and strategic business initiatives.

Deciding how to acquire Data Center technology is every bit as important as deciding what to acquire.

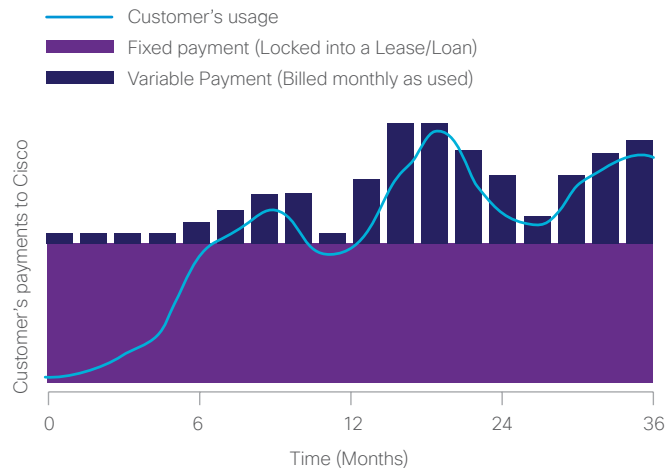
#### Introducing Open Pay

Open Pay from Cisco Capital® provides a more responsive way to acquire Cisco Unified Computing System™ solutions and select converged infrastructure storage solutions to meet both anticipated and unanticipated demand spikes. By paying for variable capacity as it is needed, you can better align future payments to actual usage.

Cisco Capital can help match your payments with your usage, with flexible financing for fixed and variable costs related to the Unified Data Center offerings. By financing your data center costs and associated charges together with your base lease, spikes in demand need not become spikes in your budget



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



### How Open Pay Works

Customers enter into an agreement for the entire solution but pay a fixed charge for the committed portion only. Additional buffer capacity is provided for which you are billed on a predetermined price-per-unit basis only if the buffer is used. Cisco monitors usage daily and the customer is billed on a quarterly basis.

### Benefits

- **Minimization of upfront investment**
- **Flexible capacity to meet spikes in demand**
- **Better capacity planning**
- **Pay as you grow consumption capability**

### Open Pay Details

- **Solution size:**
  - Minimum \$500K for UCS only (including support services)
  - \$1 million for converged infrastructure (including support services)
- **Product eligibility:** Cisco Unified Computing System portfolio
- **Payment frequency:** quarterly
- **Availability:** Australia, New Zealand, India, Singapore & Thailand

### Open Pay Requirements

- **Agreement to regular electronic verification of variable usage**

#### Legal Disclaimer

This At A Glance summary, and the website and other documents regarding a potential arrangement between you and Cisco Capital are provided to you only for informational purposes. Cisco Capital may decide to fund any transaction in its sole discretion upon your submission to Cisco Capital of financial statements and other information, approval of your application by Cisco Capital pursuant to the Cisco Capital credit and underwriting qualification process, and execution of a definitive legal agreement between you and Cisco Capital.

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

[www.ciscocapital.com](http://www.ciscocapital.com)

