

# Access affordable innovation for your business – fast



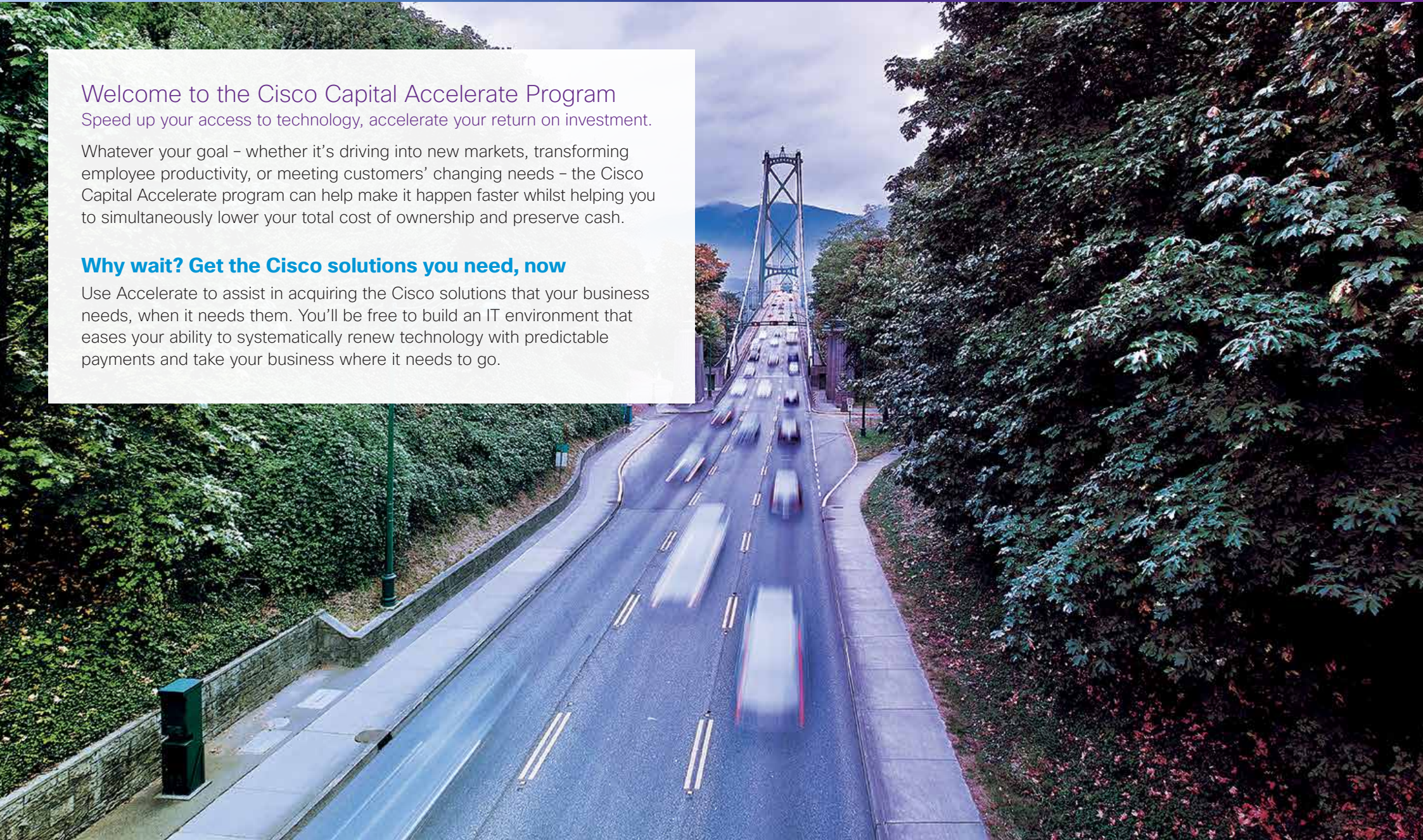
## Welcome to the Cisco Capital Accelerate Program

Speed up your access to technology, accelerate your return on investment.

Whatever your goal – whether it's driving into new markets, transforming employee productivity, or meeting customers' changing needs – the Cisco Capital Accelerate program can help make it happen faster whilst helping you to simultaneously lower your total cost of ownership and preserve cash.

### **Why wait? Get the Cisco solutions you need, now**

Use Accelerate to assist in acquiring the Cisco solutions that your business needs, when it needs them. You'll be free to build an IT environment that eases your ability to systematically renew technology with predictable payments and take your business where it needs to go.





## Don't get left behind

Quickly and simply, this financing solution could help you:

- **Reduce total cost of ownership:** your lease payments take into account the estimated value of the equipment at the end of the lease, known as residual value. Therefore this can result in lower upfront costs and monthly payments
- **Manage budget with flexibility:** spread regular payments over 36 months and preserve cash for future projects
- **Accelerate technology adoption:** with faster access to external funds from a trusted source, Cisco
- **Plan a strategic approach to technology acquisition:** by choosing whether to refresh, retain or return your assets at the end of the finance term.

## Conserve cash. Optimise your investments.

Quick guide to your end of lease options (available immediately following the expiration of the initial 36 month fixed term)

Refresh	
Expect changing business needs and worried about obsolete technology?	Assess your technology needs over time and add equipment for existing or new locations at the end of your lease term to simplify budget planning and provide maximum flexibility.
Retain	
Anticipate needing to add or upgrade technology at a future date?	Let us know your plans and we can customise the extension of your lease making any future migration even easier.
Current technology meets your existing business needs with no need to upgrade?	Request a quote to purchase the equipment from us at fair market value*.
Return	
Downsizing and no longer needing the leased equipment?	Simply provide the required notice and follow the return instructions that we send you (Cisco disposes of all obsolete equipment in an environmentally compliant way).
Expanding and burdened with out of date technology?	

Financing products, applicable lenders and availability of any referenced programs will vary by country. Cisco Capital offers leasing and/or financing in a limited number of countries. Depending upon availability, leasing and/or financing may be offered by an independent financing lender to you in jurisdictions where Cisco Capital does not offer the applicable leasing and/or financing products. Other restrictions may apply. Cisco Capital reserves the right to change or cancel the foregoing at any time without notice.

## Accelerate program requirements

Finance product	Fair Market Value (FMV) end of lease purchase option. The fast and cost-effective way to get technology without limiting your options. This product offers low lease payments during the initial lease term. At the end of the initial lease term, you can choose to refresh, retain or return the equipment.
Initial term	36 months
Minimum solution size	\$250,000
Maximum solution size	\$1,000,000
Minimum Cisco solution required	70%
Maximum non-Cisco solution	30%
Minimum Cisco hardware component	50%
Products	All Cisco solutions
Terms and conditions	The program remains subject to, among other things, credit and equipment approval and the satisfaction of all funding conditions to be established and required by Cisco Capital, including the execution of mutually acceptable definitive documentation.

\* See Accelerate program requirements section.

## Fast forward your business success

**Act now!** Contact your Cisco Capital or Cisco partner representative today to find out how Accelerate can make a difference to your business.

Find a Cisco Partner [www.cisco.com/go/partnerlocator](http://www.cisco.com/go/partnerlocator)

Or visit our website [www.ciscocapital.com/emea](http://www.ciscocapital.com/emea)

