

Cisco Capital Emerging Technology Financing

19 Aug 2003

Lease

Lease? ()

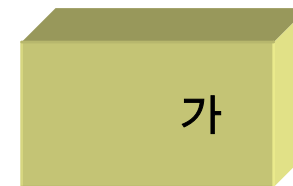
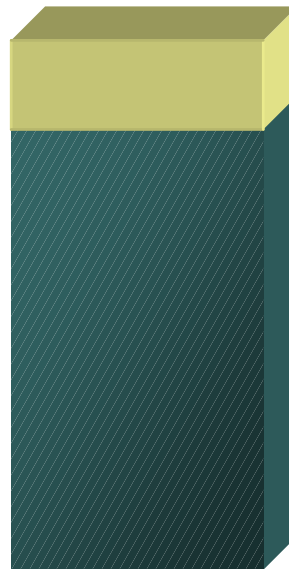
Cisco.com

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- 가
- 가 가
- 가
- U.S. 80%
- 가 가 IT



Lease ?

Cisco.com



- 가 :
- 가 :
- 가 :

Quote

Cisco.com

“An increasingly popular option is **leasing, especially as **technology advances continue at such a rapid rate**. Leasing provides **more flexibility in expanding or even changing your system** down the road, and it offers short-term benefits like improved cash flow” – Avaya**

Why Cisco Capital?

- **Cisco Systems Inc. 100%**
- **Lease**
- **Lease**

,

■

KT



GE Medical Systems Korea

Telstra®

NEC

SAMSUNG



D&C Telecom

DA COM

KYOBOTrade



National
Tailored Financial Solutions

POS DATA

Hanvit I&B
www.hanvit.net

C&M

Victoria
The Place To Be

REACH



NTT Communications

Farmers

Deutsche Telekom

SK C&C

JAPAN TELECOM



DES BANK

東森 EMC

Hanaro Telecom, Inc.



NEW WORLD TELEPHONE
新世界電話

PCCW

powercomm



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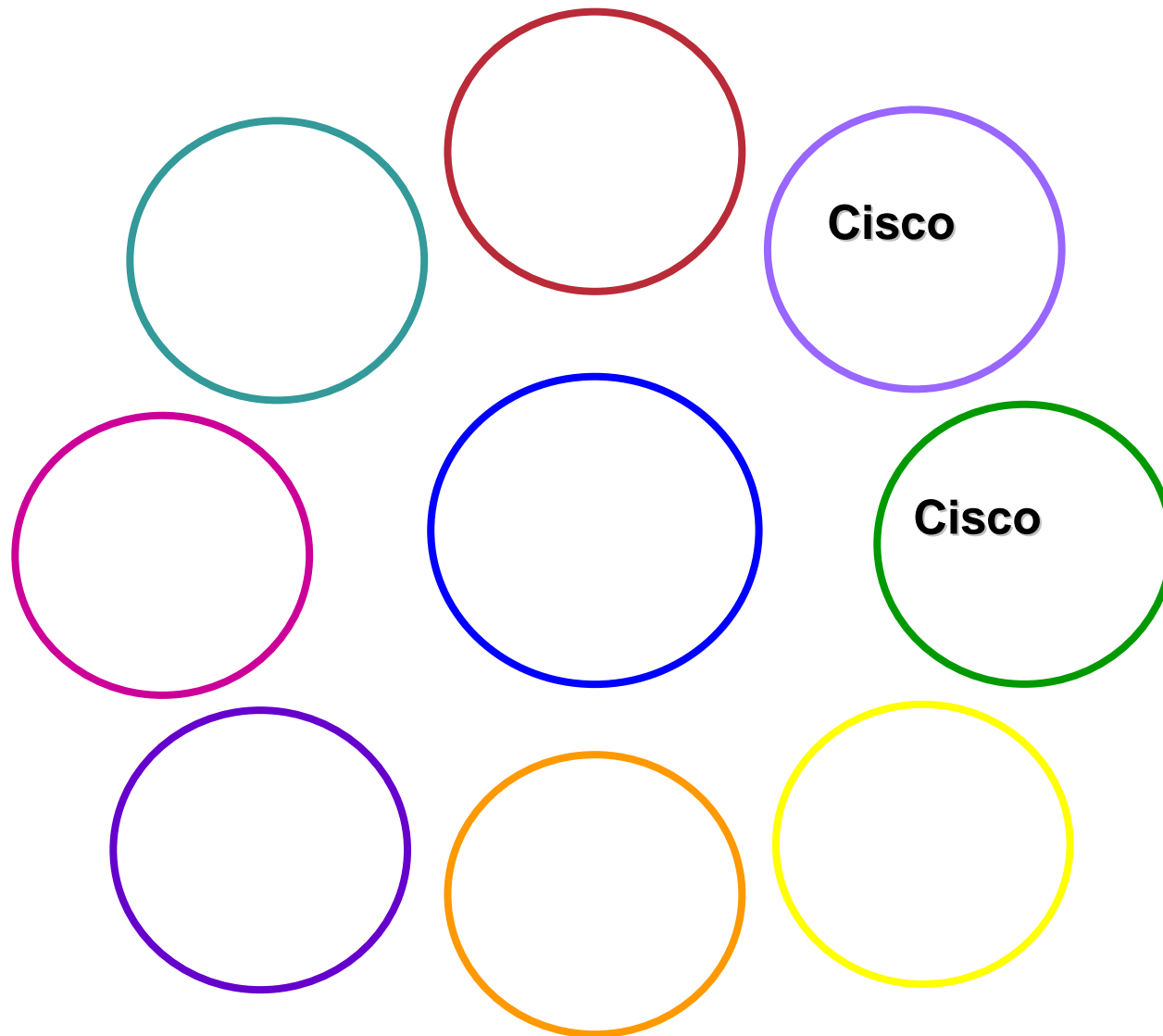
Canon



Aetna™

Merrill Lynch

DAIMLERCHRYSLER



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- _____ – , 24-48 .
 - _____ (Tech Migration) – , 3 .
 - _____ – , ()

-
- _____ (가) – () , , ,
 - _____ – ,
 - _____ 가 .

Cisco Capital IP Communications Leasing

19 Aug 2003

IP Communications Leasing

Cisco.com

- 5 Lease
- :
- IP phones, Media Convergence Server w/Call Managers
- IP Phones-only deals 가
- PBX IPT 가
- 가
- 가
- .



IP Communications Leasing – Cont

Cisco.com

-

- , Hardware가 50%

-

- -

- 가

-

Cisco IP Phone

	36	48	60
*	2.65%	2.17%	1.88%
	95.4%	104.16%	112.8%

*

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▪

(100%)

Summary

Cisco Capital Lease ?

Cisco.com

- Cisco , ,
▪
• **Protection against change (of business & technology) – delay ownership decision**

Contact

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