

How to avoid the dangers of the Grey Market

WHAT IS THE GREY MARKET?



It can be tempting to buy from unauthorized distributors at a lower price.



But substandard gear can damage your network and your company.



Gain peace of mind with **Cisco Refresh**.

WHY IS BUYING GREY SO DANGEROUS?



Counterfeit equipment

Products may be counterfeit, damaged, have substandard parts, or contain pirated software.

Illegally Imported

You may become liable for fines and put your whole network out of warranty.

Genuine, but Unsupported

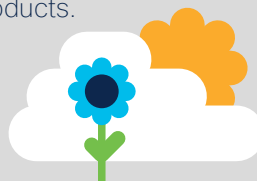
Grey warranties usually cover hardware replacement.

WHY IS CISCO REFRESH BETTER?

For a lower price, you'll get certified pre-owned equipment that comes with:

- ✓ genuine hardware
- ✓ full support
- ✓ upgrades
- ✓ replacement guarantees
- ✓ a valid software license
- ✓ complete warranty.

And if you find you have grey market gear, Cisco Refresh gives you a cost-effective way to protect your network with certified, pre-owned products.



How can I get started?

Go to our [HealthCheck](#) page and enter the serial numbers of your Cisco gear.

There is no cost for this service, no matter what the outcome.



MORE RESOURCES

[Your Cisco Contact](#)

[Cisco Refresh](#)

[Brand Protection](#)

[Refresh Channel Partners](#)

[Cisco Capital](#)

For more information, you can contact [Cisco Refresh](#) or [Brand Protection](#) **#KeepItReal**