

Cisco Systems Capital Theater View— Asia Pacific and Japan

Available Programs, Tools and Resources

Draft Purchase Program

The Draft Purchase Program enables our partners to compete for business where payment term is an issue. This competitively priced program allows our Channel Partners to preserve their working capital by matching the timing of their receivables from their customers with their payment to Cisco Systems.

The Draft Purchase Program has been successfully implemented and very popular throughout Asia Pacific.

Program Benefits

This extended terms financing program provides the following benefits:

- Improve Channel Partner's working capital and preserve cash position
- Free banking credit facility
- Allow Channel Partners to compete more aggressively with favorable terms to end-users

Program Availability

Throughout Asia Pacific, excluding Japan, Australia and New Zealand

To access additional information, please visit: www.cisco.com/asiapac/ciscocapital/solutions/channel/index.shtm

Demo Lab Program

The Demo/Lab Lease Program is a financing plan designed to dramatically reduce the investment cost to our Channel Partners of building required pre-sales and demonstration lab facilities in support of Cisco technologies. This program is a 2-year fair market value lease offered to our Channel Partners at very aggressive and deeply discounted lease rates.

Under the program, qualified Partners pay only 1.0% of GLP per month for eligible H/W (1.5% per month for S/W or other soft costs) over 24 months*. At the end of term, Channel Partners have the choice of returning the equipment with no further obligation, upgrading to newer technology, purchasing the equipment at fair market value, or extending the rental on a month-to-month basis.

* 23 months in Australia. Pricing subject to credit approval and final documentation

Program Benefits

- Enables Channel Partners to equip demo/lab facilities with Cisco's latest technology with no upfront cash outlay
- Provides demo/lab infrastructure at a substantial discount
- Removes capex constraint relating to infrastructure requirement to become a Cisco Specialized Partner.

Program Availability

The program is available to Gold, Silver, Premier and Specialized Partners in Japan, Australia, New Zealand, Hong Kong, Singapore, Korea, Taiwan, India and on a separately priced basis in China. All deals are subject to credit approval by Cisco Capital.

Access additional information on this program at: www.cisco.com/asiapac/ciscocapital/solutions/channel/index.shtm

Easy Lease

The Cisco Capital Easy Lease Program is a unique offering that lets your SMB customers finance their networking solutions, manage cash flow and take advantage of new Cisco technology with maximum flexibility and low upfront cost. With straightforward, simple terms and competitive rates, our financing options enable your customers to deploy state-of-the-art networks to compete and grow, while at the same time increasing profitability for you.

Program Benefits

- Competitive pricing and flexible terms
- Comprehensive solution for Cisco-based solution
- Streamline process and simplified documentation
- Fast turnaround time, flexibility and speed

Program Availability

Australia, New Zealand, Korea and Japan

To access additional information, please visit:
Australia and New Zealand: www.cisco.com/asiapac/easylease
Korea: www.cisco.com/global/KR/partners/smbclass/index.shtml

Australia/New Zealand Easy Lease Quoting Tool

Web-based platform with instantaneous rate quotes and straightforward credit requirements

Tool Benefits:

- Instantaneous rate quotes
- Downloadable format to facilitate discussions with end-customers

To access the tool, please go to: www.cisco.com/asiapac/easylease

For More Information

Primary Theater URL:

www.cisco.com/asiapac/ciscocapital/

Japan: www.cisco.com/japanese/warp/public/3/jp/product/lease/

Korea: www.cisco.com/global/KR/ordering/capital/index.shtml

Local Contacts

Channel Financing:

Lorna Lim: lornalim@cisco.com

Other

Japan: Hideo Fukumoto (hifukumo@cisco.com)

Korea: Seung Min Yang (smyang@cisco.com)

Australia and New Zealand: Steve Hanna (hannas@cisco.com)

China: Hunter Hsu (hunhsu@cisco.com)

Asia*: Rajiv Menon (ramenon@cisco.com)

* Singapore, Hong Kong, Taiwan, India, Malaysia and Thailand



Corporate Headquarters
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA

www.cisco.com
Tel: 408 526-4000
800 553-NETS (6387)
Fax: 408 526-4100

European Headquarters
Cisco Systems International BV
Haarlerbergpark
Haarlerbergweg 13-19
1101 CH Amsterdam
The Netherlands

www-europe.cisco.com
Tel: 31 0 20 357 1000
Fax: 31 0 20 357 1100

Americas Headquarters
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA

www.cisco.com
Tel: 408 526-7660
Fax: 408 527-0883

Asia Pacific Headquarters
Cisco Systems, Inc.
Capital Tower
168 Robinson Road
#22-01 to #29-01
Singapore 068912

www.cisco.com
Tel: +65 6317 7777
Fax: +65 6317 7799

Cisco Systems has more than 200 offices in the following countries and regions. Addresses, phone numbers, and fax numbers are listed on the **Cisco.com Web site at www.cisco.com/go/offices**