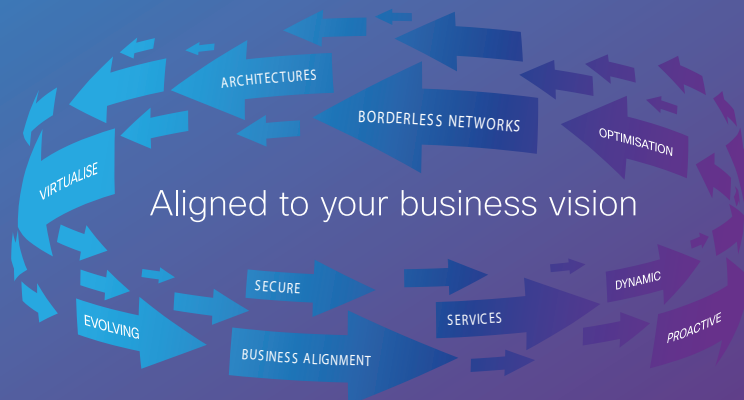


Lifecycle Financing from Cisco Capital

Align technology investments with operational imperatives



How Strategic Is Your Funding Approach?

Deciding how to acquire technology is every bit as important as deciding what to acquire. The smartest acquisition strategies allow you to proactively manage equipment lifecycles:

- Aligning your IT priorities with operational initiatives
- Maximizing constrained budgets
- Accelerating the success of IT projects
- Planning for operating flexibility and establishing technology refresh opportunities up front.

Shorter Is Better

Leading industry analysts agree that the optimal refresh cycle lies between 3 and 4.5 years – with shorter IT lifecycles and proactive management delivering significantly lower costs as well as improved productivity.

Flexibility and Predictability

Lifecycle Financing from Cisco Capital® gives you the financial flexibility to systematically renew your technology assets in line with both your current strategy and future vision, and to do so within the confines of existing budgets.

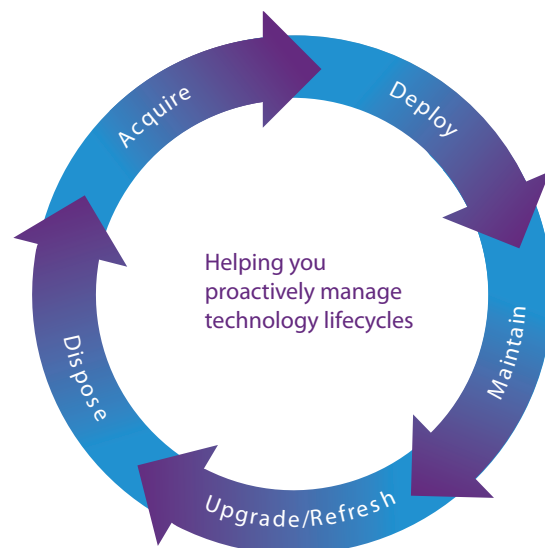
Realize Technology Alignment

Our end-to-end, affordable, and competitive financing solutions allow you to:

- Design a customized funding solution that will address your evolving operational challenges
- Bring investments forward to accelerate competitive advantage and ROI
- Get the most out of your Cisco® investment and optimize the technology lifecycle
- Lower the total solution cost with regular technology refresh milestones
- Protect capital and alleviate budget pressure
- Spread your total costs over time by incorporating implementation, service, and maintenance overheads into one financing solution.

Take a More Strategic Approach to Acquisition

With Lifecycle Financing, technology acquisition can be treated not as a cost, but as an opportunity to add operational value and deliver against your evolving organizational imperatives.



Acquire: We start by mapping your business and IT vision against your financial realities and see how we can help you bridge any gaps to deliver strategic excellence.

Deploy: Setting up a master financial agreement comes next. This provides a flexible contractual foundation designed to evolve over time, containing details of financial schedules, the Bill of Materials, serial numbers and payment terms.

Maintain: Technology maintenance can also be included in one, all-embracing agreement, so you can pay for your maintenance services over time, as you use them.

Upgrade/Refresh: We'll restructure your financial capabilities to meet your changing IT requirements so you can keep the acquisition cycle moving ahead strategically, with speed and ease.

Dispose: Cisco Capital will help ensure that any equipment that is no longer needed is refreshed in an environmentally conscious way, compliant with industry directives and our own detailed eco-policy.

Visit www.ciscocapital.com to learn more, or contact your account manager to see how Lifecycle Financing from Cisco Capital can benefit you.

