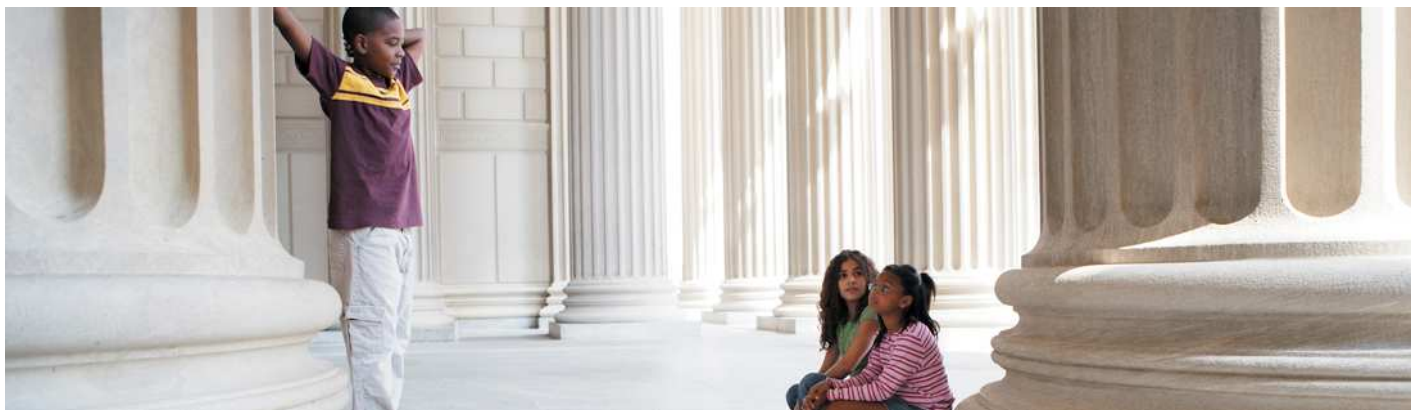


Flexible Financing Options for State and Local Government and Education Customers



Transforming Organizations with Cisco Network Solutions

Today's schools, colleges and state and local governments must meet growing expectations from citizens and elected officials, and must meet these expectations despite tight or shrinking budgets. Network solutions from Cisco Systems can help these organizations transform business processes and stretch limited resources.

Cisco networking solutions can help public sector organizations:

- Improve service to citizens and government partners
- Enhance employee productivity and communications
- Better meet mandates and regulations
- Maximize limited budgets
- Enforce the strongest security to protect sensitive information
- Implement a scalable, long-lasting technology foundation

Modern network tools can help public sector organizations, such as state and local governments and educational institutions, improve services and productivity. Due to limited budgets, many organizations find it difficult to fund new solutions and keep technology up to date. Cisco Capital help organizations acquire network solutions today, using currently available funds and future budget appropriations. By financing, public sector organizations can acquire and continually optimize Cisco networks and technology based on goals and needs without being limited by current budget.

Features of Cisco Capital's Public Sector Financing

Cisco Capital Public Sector Financing Program provides flexible financing options at competitive rates to address our public sector customer's needs.

- **Tax Exempt Lease Purchase (TELP)** – Qualified public sector customers can finance acquisitions over a period of 12 to 60 months at low, tax-exempt interest rates, using anticipated future appropriations as well as currently available funds. The program combines the benefits of ownership with a financing cost well below what is available to commercial businesses. At the end of the financing term, the equipment may be purchased for \$1.
- **Fair Market Value Lease (FMV)** – At the end of the finance period, organizations have options – they may purchase the equipment, continue leasing the equipment, or return the equipment with no further obligation. With this program, Cisco Capital offers a low monthly payment option while relieving organizations of the risk of technology obsolescence and the burden of end-of-life equipment disposal.
- **Technology Migration Option** - Organizations can upgrade leased or financed equipment six months prior to the end of the finance term with a pre-determined savings on the remaining payments. When this option is exercised, the organization executes a new finance agreement with similar terms for replacement equipment of

equal or greater value than the items returned. This program provides maximum flexibility to migrate to new technologies as they become available.

All Cisco Capital, lease and finance agreements include a standard non-appropriations clause, ensuring that payments are considered a current expense of the organization and that the contracts comply with all applicable federal, state and local laws.

Delivering Value

The Public Sector Program from Cisco Capital helps schools and government agencies:

- Lower the total cost of ownership of Cisco network solutions
- Deploy state-of-the-art technologies when needed, despite budgetary constraints
- Structure payment schedules to use both currently available funds and anticipated future appropriations
- Enhance cash flow and conserve capital budget for other needed investments
- Take advantage of unique, below-market financing and leasing rates
- Bundle all hardware, software, and services into a single financing arrangement with a single periodic payment

About Cisco Capital

Cisco Capital is a wholly owned subsidiary of Cisco Systems, Inc., Cisco Capital specializes in financing networks. Cisco Capital offers innovative, flexible financial services to Cisco customers and channel partners at competitive rates. Available worldwide, Cisco Capital financing programs feature the industry's broadest portfolio of creative, customizable options that keep your cash flowing and your organization competitive.

Contact a Cisco Capital Leasing Manager today!

For more information about Cisco Capital financing programs or to request a customized financial proposal for your project, contact your local Cisco Capital representative at 800-730-4090 or visit Cisco Capital online at: www.cisco.com/go/ciscocapital.



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