

**Welche Vorteile bietet Cisco Systems Capital
meinem Unternehmen?**



ist ein innovatives Finanzierungsprogramm mit einer breiten Produktpalette. Diese Produkte wurden entsprechend den Anforderungen kleiner und mittelgroßer Unternehmen an eine Finanzierung von Technologiesystemen gestaltet.

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Über den neuesten Stand der Technik zu verfügen, ist eine wichtige Voraussetzung, um in den heutigen, wettbewerbsintensiven Märkten bestehen zu können. Die Technologie entwickelt sich in einem atemberaubenden Tempo, so daß ein Schritthalten mit den neuesten Entwicklungen sehr kostspielig werden kann. Eine Finanzierung von Cisco Systems Capital ist einfach zu bekommen und dies bedeutet, daß Sie nun in der Lage sind, sich technische Bedürfnisse zu erfüllen und nicht darauf zu warten, daß die Mittel im Unternehmen zur Verfügung stehen.



Cisco Systems Capital hält eine schnelle und effiziente Finanzierungslösung für Sie bereit, um Ihrem Unternehmen bei der Beschaffung neuester Technologie unter Maximierung Ihres Cash-Flow zu helfen.

Warum soll meine Firma leasen?

Wenn Sie Ihren nächsten Mitarbeiter anstellen, werden Sie ihm dann drei Jahresgehälter im Voraus zahlen? Natürlich nicht. Sie werden Ihren Mitarbeiter nach dem "Pay As You Earn-Prinzip" entlohnen, normalerweise monatlich. Das Leasingkonzept verfolgt genau das gleiche Ziel und erlaubt es Ihnen, die Nutzung des Netzwerk-Systems entsprechend der Leistung, die es für Ihr Unternehmen erbringt, zu bezahlen.

Welche Finanzierungsformen bietet Ihnen Cisco Systems Capital an?

Egal ob Sie sich für einen Vollamortisations-Leasingvertrag, Operate-Leasingvertrag oder einen Mietkaufvertrag entscheiden, Cisco Systems Capital bietet Ihnen sehr attraktive monatliche Raten an. Die Vertragsdokumentation ist dabei denkbar einfach.

Von der Finanzierung mit Cisco Systems Capital profitiert Ihr Unternehmen in vielerlei Hinsicht:

- Eine Finanzierung von Gesamtlösungen kann Hardware, Software, Installation, Wartung im ersten Jahr, Dienstleistungen, Schulung und vieles mehr umfassen.
- Die verschiedenen Finanzierungsmodelle erlauben es Ihnen schon heute die neueste Technologie zu erwerben, obwohl dies in der Investitionsplanung nicht vorgesehen war.
- Das Risiko der Veralterung der Ausrüstung wird beseitigt. Sobald wieder neuere Technologien verfügbar sind können diese auf einfachem Wege Ihrem Netzwerk durch Add-on oder Upgrade hinzugefügt werden.
- Technology Refresh erlaubt es Ihnen Netzwerk-Ausrüstung ohne Ratenanpassung zu erweitern oder auszutauschen.
- Einfache Dokumentation, einfache Handhabung und Vertragsstrukturen sind sichergestellt.
- Feste Raten während der Vertragslaufzeit ermöglichen damit eine einfachere Budgetierung und Planung.
- Durch die Finanzierungsmodelle von Cisco Capital können Sie Ihre liquiden Mittel für Ihr Eigenkapital sichern und trotzdem die Technologie erwerben, die Ihr Unternehmen braucht.
- Weitere Finanzierungsquellen und bestehende Finanzierungslinien werden nicht berührt.
- Steuerliche Behandlung: Leasingraten sind generell zu 100% abzugsfähig

Für weitere Informationen wenden Sie sich bitte an Cisco Fachhandelspartner.





FLEXIBLE FINANCE SOLUTIONS FROM CISCO SYSTEMS CAPITAL

Financing is becoming increasingly important as businesses strategically invest in their operations. Many businesses now realise that how they acquire the technology may be just as critical as the technology decision itself. Using financing eases the uncertainty of future technological developments and their impact on business planning.

Business Critical Financial Solutions

Cisco Systems Capital has developed a broad spectrum of financial solutions that help companies acquire, deploy, upgrade and protect their technology investments. Our objective is to provide customers with the opportunity to reduce the overall cost of acquisition, management and end of life disposal of their Cisco Systems solution. Cisco Systems Capital also provides customers with the opportunity to remove the risk of technology obsolescence and manage the transition to next generation communications technologies as and when business needs dictate.

Market leading products

In situations where you have several competing and business justified demands on a limited budget, you may want to consider financing your networking requirements with Cisco Systems Capital. Our flexible, bespoke agreements can be structured using either OPEX or CAPEX budget, on or off balance sheet and tailored to meet your budget requirements.

No matter what your cash flow, equipment requirements and tax situation may be, Cisco Systems Capital can offer you payment and leasing terms which meet the demands of your business.

Operating / Residual value lease

With the lowest monthly payment of any Cisco Systems Capital leasing programme, the Operating Lease Programme is available for all equipment sold by Cisco Systems.

Unlike finance agreements, operating leases require Cisco Systems Capital as the lessor to take a “residual” position in the equipment. This setup gives you a lower monthly payment and shifts the risk of technology obsolescence and the burden of end-of-life equipment disposal away from you to Cisco Systems Capital.

Network equipment leased under this program does not appear on the balance sheet as a capital asset. Payments are considered operating expenses and are normally tax deductible.

At lease end, you have the option to “trade up” to new equipment so you can leverage the latest technologies to keep your business competitive. Alternatively, you can continue to rent the same equipment on a Fair Market Value basis, or return the equipment to Cisco Systems Capital, avoiding the need to dispose of the equipment.

Technology Refresh Options

Your network helps you stay competitive. You need to invest in the latest technology, yet you are concerned about obsolescence. The Technology refresh option from Cisco Systems Capital can help you keep abreast of the latest technologies without major cash expenditure. It gives you the flexibility you need to adapt your network as new technologies are introduced or as your business requirements change.

Technology refresh agreements are leases with an upgrade option that lets you upgrade all or part of your leased equipment from as early as 12 months into the lease. A new lease is written for new Cisco Systems equipment of equal or greater value. This programme is ideal for those who prefer to plan for partial or large-scale upgrades, or who want to retain the flexibility to migrate to new technologies as they become available.

Sale and Leaseback

Do you want to upgrade your network but have outstanding costs to pay for existing technology? We can help you avoid delaying deployment of equipment because of financial constraints.

Cisco Systems Capital can cover outstanding book values or outstanding payments on existing assets or leases, helping you reduce short term write offs during technology migrations. Sale and Lease Back transactions can also positively impact your company's balance sheet or cash flow.

Flexible Repayment Options

With Cisco Systems Capital you are able to make repayments which accurately match the business benefits gained from using our equipment. For example, it is possible to reduce initial payments during a branch rollout so your budgetary spend better matches business benefits that may only be realised after a few quarters.

It is also possible in some circumstances to delay your repayments, subject to usual credit criteria, enabling you to benefit from the investment in Cisco Systems technology even if you have no budget left to spend this year.

This further accelerates the break even on Return on Investment and Return on Capital Employed and allows you to better plan and time your technology roadmap in line with a plan for a payment profile.

About Cisco Systems Capital

Cisco Systems Capital sees your network as a strategic business asset. As a wholly-owned subsidiary of Cisco Systems, Inc., Cisco Systems Capital specialises in financing your networking solution. We offer innovative, flexible financial services to Cisco Systems customers and channel partners at competitive rates.

Available worldwide, our financing programmes feature the industry's broadest portfolio of creative, customisable options that help keep your cash flowing and your business competitive.

Cisco Systems Capital is not just another finance company. We understand your business, providing you with flexible plans that help you build, maintain, and upgrade your Cisco Systems solution.

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