

Zones and Cisco help you finance innovation

Deciding how to invest in technology is every bit as important as choosing the right solution for your organization. Zones and Cisco can help.

Zones arranges Cisco Capital financing so that you can systematically renew your technology assets in line with both your current business strategy and future vision, while also maintaining predictable budgets.

The smartest IT acquisition strategies allow you to proactively manage equipment lifecycles:

- > Aligning your IT priorities with business initiatives
- > Maximizing constrained budgets
- > Accelerating the success of IT projects
- > Building operating flexibility and technology refresh into how you work.

Cisco and Zones align IT lifecycle and financing

Zones is confident that you'll find that with Cisco Capital financing, technology acquisitions can be treated not as a cost, but as an opportunity to add business value and deliver against changing organizational imperatives.

- > **Acquire:** Zones and Cisco 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:** Zones works with Cisco Capital to set up a master financial agreement. 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:** Often technology maintenance will be covered in one, all-embracing agreement, so you can flexibly add in payment for key services as you need them.
- > **Upgrade/Refresh:** This is usually prompted by an urgent business driver, such as a merger or business expansion. Zones and Cisco will help you restructure your financial capabilities to meet your changing IT requirements so that you can keep the acquisition cycle moving ahead strategically, with speed and ease.
- > **Dispose:** Cisco Capital will ensure that any solutions which stop delivering value are refreshed in an environmentally conscious way, compliant with industry directives and Cisco's own detailed eco-policy.

Zones helps you take advantage of Cisco's end-to-end, affordable and competitive financing solutions. We'll work with Cisco to draw up a financial agreement that provides all the flexibility you want – plus the predictability you need.

To gain more insight into Cisco Capital financing and learn about current promotions, contact your Zones account executive or call 1.800.408.ZONES.

About Cisco Capital

Cisco Capital is a wholly-owned subsidiary of Cisco Systems, specializing in providing innovative financing for Cisco solutions. More than just a finance company, Cisco Capital is uniquely positioned to provide the most flexible and competitive financing for your acquisition of Cisco technologies.

Make Zones your technology partner. Visit zones.com or call 1.800.408.ZONES



Zones is your single source for Cisco

- > Specialization in all Primary Cisco Architectures: Advanced Data Center, Advanced Borderless Networks, and Advanced Collaboration
- > Dedicated SMARTnet renewals team and contract review experts
- > Cisco Connected Grid, Connected Real Estate, Physical Security, and Fleet Management solutions and services
- > National coverage by field solution architects in all IT categories
- > Global offices in Canada, Europe, and India along with strategic partnerships to provide integration, deployment and logistical fulfillment in more than 30 countries
- > Cisco Diversity Partner and certified Minority Business Enterprise (MBE)