



Cisco Open Pay

Innovative payment solution option

Cisco Open Pay provides customers consumption-based financing enabling you to pay for routing, switching, compute and storage technology as you use it.

- Open Pay combines the privacy of on-premise data centers with the elasticity of cloud. You pay for the portion consumed and simply dial capacity up or down as needed. You retain control and can plan ahead with confidence as your organization grows.
- We understand that you no longer want a static technology investment plan because you are consuming technology differently and want to pay for it differently.
- Flexible financing solutions can help you pay for variable capacity as needed and better align future payments with actual usage.
- With Cisco Open Pay, we share the risk and offer cloud-like pricing and flexibility where you can purchase on a per Terabyte, per server, per port and per virtual machine basis.

Open Pay details



Product eligibility

- UCS, select switching and routing products and select 3rd-party storage



Payment frequency

- Quarterly



Availability

- US, Canada, UK, Denmark, France, Finland, Germany, Netherlands, Sweden, Switzerland, Australia, New Zealand, India, Thailand, South Korea, Singapore

*Open Pay Requirements
Agreement to regular electronic verification of variable usage. Offer valid through July 25, 2020 and varies by country

How does it work?

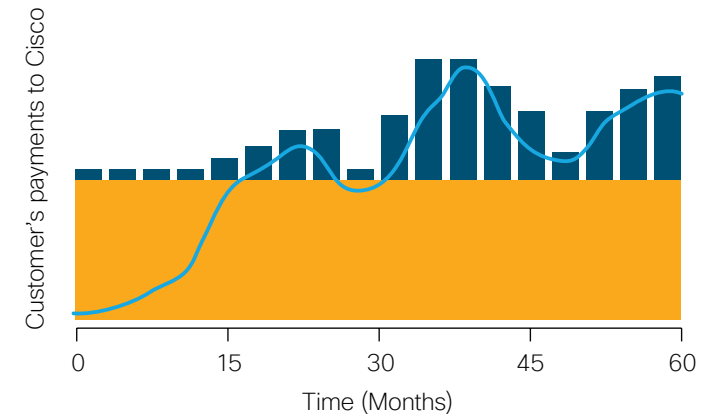
- Pay only for the portion of compute, storage, switching, routing and security you consume and simply dial capacity up and down as needed
- Additional buffer capacity billed on a predetermined, price-per-unit basis only if the buffer is used
- Cisco monitors usage daily and billed on a quarterly basis
- Quarterly fixed cost with no hidden charges or backdoor fees

You can use Cisco Open Pay for any one or combination of the below situations:

1. **Growth environment** - Unpredictable, but anticipated growth
2. **Time to delivery** - Reduce time to satisfy capacity requirements
3. **On premise cloud** - Public cloud benefits with private cloud privacy, security, regulatory and compliance
4. **Operational risk** - Minimize risk associated with add-ons and upgrades
5. **Seasonal demand** - Periodic burst capacity beyond baseline needs
6. **Shared service** - Transform IT infrastructure to support as-a-service
7. **Test and develop** - Temporary infrastructure requirements

How Open Pay is structured

- Customer's usage
- Fixed payment (Locked into a Lease/Loan)
- Variable Payment (Billed monthly as used)



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Next steps

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