

# Cisco Business Experiences





# The Hybrid Solution

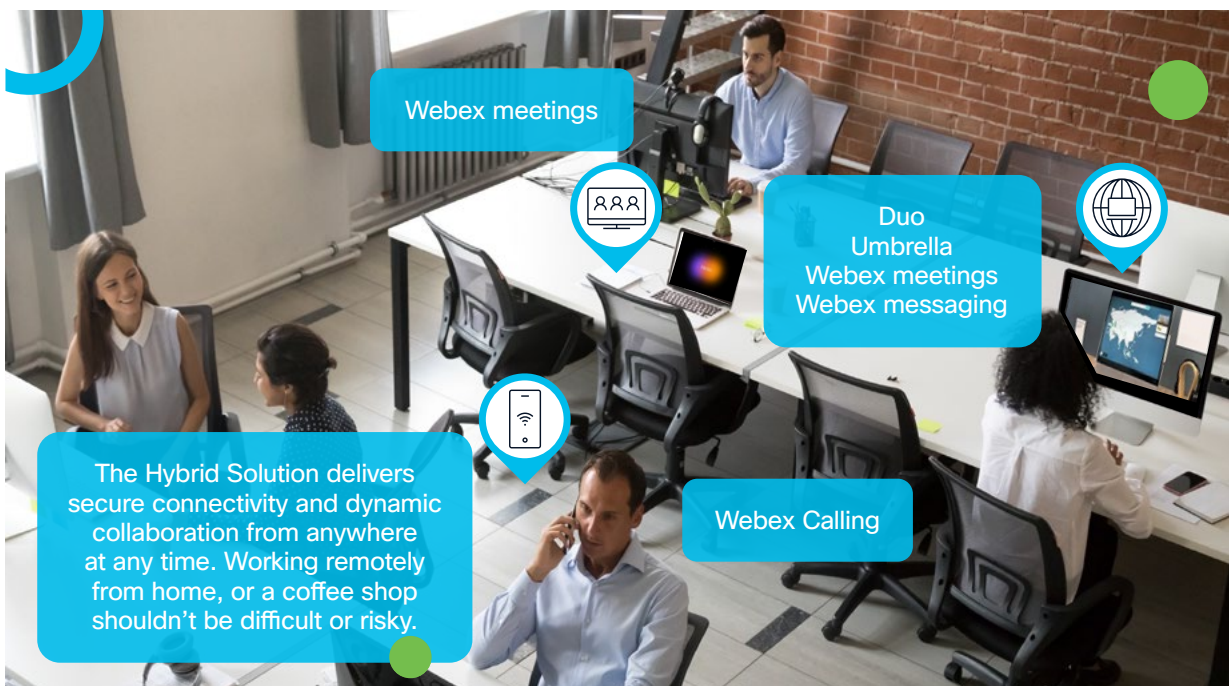
By providing organisations secure and reliable access to applications and data while enriching the collaboration experience.

Problem	Solution	Cisco Product
Malicious Websites	Internet security	Cisco Umbrella
Phishing or Spam	Email Security	Cisco Secure Email

Add-On Options		
Problem	Solution	Cisco Product
Hackers	Multi-Factor Authentication	Cisco Duo

## Remote workers can:

- Securely connect to the business network
- Safely access websites
- Experience the same security wherever they are working as in the office
- Collaborate with ease from anywhere





# The Remote Solution

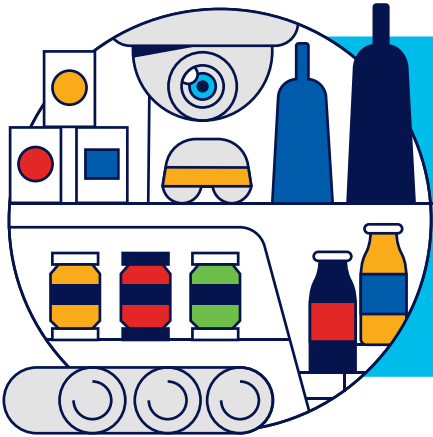
By providing remote employees a reliable, optimised and secured connection.

Problem	Solution	Cisco Product
No remote connection	VPN Client	Cisco Anyconnect
No onsite security	Firewall appliance	Cisco Firepower Firewall Meraki MX Firewall

Add-On Options		
Problem	Solution	Cisco Product
Work from home	Collaborative technology	Cisco Webex Meetings
Securely work from home	Secure internet access Multi-factor authentication	Cisco Umbrella Cisco Duo







## The Smart Solution

By providing simplified and smart network with zero touch deployment and access to insights and deeper insights and deeper analytics.

Problem	Solution	Cisco Product
Poor or no network visibility	Central dashboard	Meraki dashboard
No network analytics		Meraki dashboard
Complicated network management	Remote, cloud managed network	Meraki Full Stack - Switches, Access Points

### Add-On Options

Problem	Solution	Cisco Product
No environment detection	Sensors	Meraki Sensors
No secure physical access	Security cameras	Meraki Cameras





# The Secure Solution

By providing organisations with physical security and secure access to data and applications

Problem	Solution	Cisco Product
Location Visibility	Security cameras	Meraki Wide Range Camera
Wi-Fi Access	Access Points	Meraki Access Points
Smart Access	Sensors	Meraki Sensors

## For Data Safety

Problem	Solution	Cisco Product
Malicious websites	Internet Security	Cisco Umbrella
Hackers	Multi-Factor Authentication Zero Trust Security	Cisco Duo

## Add-On Options

Problem	Solution	Cisco Product
Secure network	Firewall	Meraki MX Firewall

**Air Quality Sensor**

**Door Open Close Sensors**

**Counting people Occupancy**

**Secure Wi-Fi access with Umbrella**

**Secure applications access with Duo and Umbrella**

Protect people, devices and assets anywhere with cybersecurity and physical security. Leverage physical analytics to keep people safe, no matter the location.

# Finance Options

## Westcon-Comstor Flex

- Provide the flexible subscription models your customers want.
- Get the best deals now, spread the cost over 1-5 years
- Flex helps accelerate the adoption of the latest technology and offer the subscriptions customers now expect by removing budget constraints.
- Simple, hassle-free funding to help customer budgets go further.

## Cisco EasyLease


- Cisco EasyLease provide straightforward and simple terms to finance the IT needs of small and medium sized business customers.
- EasyLease provides financing options for rental or leasing of the equipment.
- Customers can upgrade or add-on equipment during, or at the end of, the rental term.
- For operating leases (rentals), at the end of the rental/lease term, customers can either:
  - » Extend the rental period
  - » Upgrade or replace with new equipment
  - » Make an offer to purchase the equipment at fair market value
  - » Return the equipment with no further payments required

## Cisco Capital Finance

- Flexible payment solutions give you choices, making it easier for your business to acquire and manage technology through the entire lifecycle. Your business can grow and go to market faster with Cisco.
- Tailored to meet your budget and technology needs, with manageable payments.
- Pay over time with regular payments on a term to suit your business and evolving budget.
- The entire Cisco portfolio is covered and can be bundled into one predictable payment.
- Better manage your cash flow with options for pay as you use and grow.
- With four ways to pay:
  - » Total Technology Payment Solutions
  - » Software and Services Payment Solutions
  - » Circular IT Payment Solutions
  - » Consumption Solutions

## Need more information?

### Contact us:

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