





Opening the door to a growing portfolio of environmentally friendly, remanufactured equipment that makes great business sense. Lower cost, higher margins and customer satisfaction.

We make it easy to take advantage of fully certified, remanufactured products. We hold our own stock and provide rapid access to the full portfolio of Cisco held inventory. We make it simple for partners to see what's available, with predictable delivery.

And, we can easily fulfil blended orders that combine remanufactured products with new equipment.

#### **Highlights**

- 'As new' licensing, packaging, accessories and support
- Typical savings of 40% compared to equivalent new product list price\*
- Easy to order. Fast, on-time fulfilment
- Straightforward access via Westcon-Comstor's PartnerView
- Contributes to end-customers' environmental impact goals

# **Green**Advantage **Enhancing Partner Competitiveness**

Increase your customer value and maintain higher margins in competitive bids

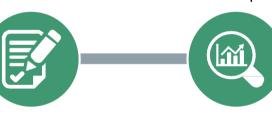
When price really matters, we deliver blended solutions that maximise Cisco Refresh certified remanufactured equipment alongside new products -- for the most competitive of solutions.

Our dedicated CTS teams stock and pre-order Cisco Refresh equipment to ensure maximum inventory availability in line with partner needs and customer timescales.

#### How it works

CTS makes it easy. Using our proprietary CTS blending engine for Cisco Refresh, we make ordering

Cisco certified remanufactured products as simple as ordering new equipment.











• We optimise % blend of

partner offer

benefits

remanufactured and new to increase

• 0% Easy Lease offering from Cisco

Capital provides further financial

Providing a proactive solution to compete

with unauthorised or unlicensed equipment

available on the secondary market.

benefits the environment.

Delivering a sustainable solution which

Added Value...



Partner presents an equipment bill of materials Westcon-Comstor provides estimate of percentage blend available

(and savings!)

Partner provides opportunity and timeline

Westcon-Comstor evaluates and approves equipment pre-order Westcon-Comstor allocates equipment locally to partner Partner places order with Westcon-Comstor Westcon-Comstor provides rapid shipment in line with agreed timescales

Circular Economy

improving the design of materials, products, systems and business models to maximise value and eliminate waste







## **GreenAdvantage Blending Example – Customer Project**

100% New Cisco Switches

| Part Number       | Qty | Ext List Price | Ext Net Price |
|-------------------|-----|----------------|---------------|
| WS-C3850-48F-S    | 5   | \$70,000       | \$40,600      |
| WS-C3850-24XS-S   | 20  | \$420,000      | \$243,600     |
| WS-C4500X-32SFP+  | 10  | \$280,000      | \$162,400     |
| WS-C2960X-48FPS-L | 40  | \$263,800      | \$153,004     |
| SFP-10G-LR-S=     | 100 | \$190,000      | \$110,200     |
|                   |     | Total          | \$709.804     |

BoM above shows all new switches at standard 42% off list price

Value of \$279k of additional equipment could be provided for the same budget.

Savings of \$279k could be made for partner/customer with same solution



### 100% -RF Switches + Extra Equipment

| Part Number        | Qty | Ext List Price | Ext Net Price |
|--------------------|-----|----------------|---------------|
| WS-C3850-48F-S-RF  | 5   | \$42,000       | \$24,360      |
| WS-C3850-24XS-S-RF | 20  | \$252,000      | \$146,160     |
| WS-C4500X32SFP+-RF | 10  | \$168,000      | \$97,440      |
| WS-C2960X48FPSL-RF | 40  | \$158,280      | \$91,802      |
| SFP-10G-LR-S-RF    | 100 | \$114,000      | \$66,120      |
|                    |     | Sub Total      | \$425,882     |
| N9K-X9536PQ-RF     | 5   | \$120,000      | \$69,600      |
| N3K-C3172PQ-XL-RF  | 11  | \$120,780      | \$70,052      |
| N7K-M132XP-12L-RF  | 5   | \$241,500      | \$140,070     |
|                    |     | Sub Total      | \$279,722     |
|                    |     | Total          | \$705,604     |

Additional switches could be added at no additional cost

