



GreenSpares



CTS

Circular Technology Solutions

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GreenSpares

Circular Technology Solutions from Westcon-Comstor



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

GreenSpares Sparing and Maintenance Profitability

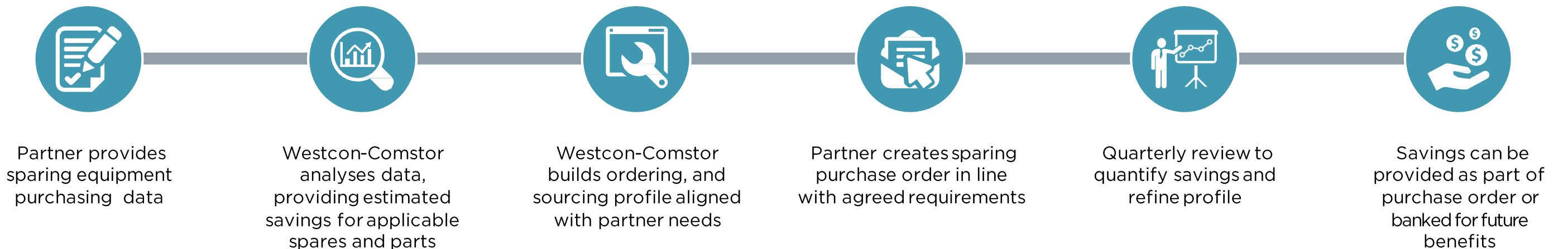
Taking Cisco support opportunities to a new level

Our dedicated CTS teams proactively source Cisco Refresh Certified Remanufactured equipment matched to partners' agreed sparing profile.

Delivering significant savings by maximising current and end of sale equipment availability. A trusted alternative which avoids the risk of sourcing unlicensed equipment from unauthorised brokers.

How it works

CTS makes it easy. Based on our proprietary CTS blend engine for Cisco Refresh- we proactively source your sparing equipment based on an agreed profile or back to back prior to pending PO.



Added Value...

- Proactive sourcing and stocking of end of sale equipment to agreed requirements
- Fully Cisco Smartnet eligible
- Zero percent Easy Lease offering from Cisco Capital
- Additional discounts available

Not only reducing the risk of unauthorised and unlicensed equipment on the secondary market, but also improving sustainability, benefiting the environment.

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



Blending Example – End of Sale

Cisco End-of-Sale Products

Part Number	Qty	Ext List Price	Ext Net Price
CTS-INTP-C60-K9=	3	\$104,310	\$60,500
N5K-C5548P-FA=	5	\$127,269	\$73,815
WS-C4500X-32SFP+	20	\$26,940	\$15,625
WS-C2928-48TC-C	40	\$27,575	\$15,993
		Total	\$165,933

BoM above shows all End-of-Sale Products no longer available via Cisco new

100% Cisco Certified -RF Switches

Part Number	Qty	Ext List Price	Ext Net Price
CTS-INTP-C60-K9-RF	3	\$62,946	\$36,508
N5K-C5548P-FA-RF	5	\$76,800	\$44,544
WS-C2928-48TC-C-RF	20	\$16,260	\$9,430
HWIC-D-9ESW-C-RF	40	\$16,640	\$9,651
		Total	\$100,133

-RF End-of-Sale Products can fulfil sparing requirements

**\$166K End of Sale deal that the Cisco Partner could not purchase
 Now can be fulfilled by using CTS and purchasing -RF**