



# More reasons to choose Circular Technology Solutions

We're improving our service at Cisco Refresh by moving to a globally consistent, globally available, ready-to-ship model. Which means your clients will be able to buy **MORE** products, **MORE** quickly and **MORE** confidently.

**But how exactly does that affect you? Beyond customer convenience, why should you recommend CTS? Well, a few reasons, actually.**



## Green Mine

### Managed Service Blending

- Cisco Refresh products offer the same quality and performance as you would expect from any brand-new Cisco equipment.
- Every Cisco Refresh product started as a new Cisco product and,
- as the original equipment manufacturer, only we can ensure that they have been remanufactured to the highest standard.
- We believe in the quality of Cisco Refresh products so much that each and every one of them is fully licensed and eligible for Cisco services and SMARTnet support.



## Green Advantage

### Enhancing Partner Competitiveness

- Competitive pricing starts at 65% off the original equipment price, opening up the world of quality Cisco products to clients who might not have the capital to buy new.
- With 6,500 new and end-of-sale products available, there's a huge opportunity to capture incremental revenue, outside of that generated from the latest generation of Cisco products.



## Green Spares

### Sparing & Maintenance Solutions

- Cisco Refresh represents the circular economy working at its best.
- We keep our products in circulation for as long as possible, maximizing their value for you and your customers, and minimizing the impact they have on our planet at the same time.
- When it comes time to retire a piece of equipment for good, our Trade-in Migration, and Take-back and Recycle programs remove the burden from your clients, and ensure all of our products are disposed of safely and responsibly.

For questions about Circular Technology Solutions, pricing or availability, please email Alastair Borissow at [Alastair.Borissow@Westcon.com](mailto:Alastair.Borissow@Westcon.com).

