

Why a Cisco Multi Year Services Contract Matters to You and Your Customers



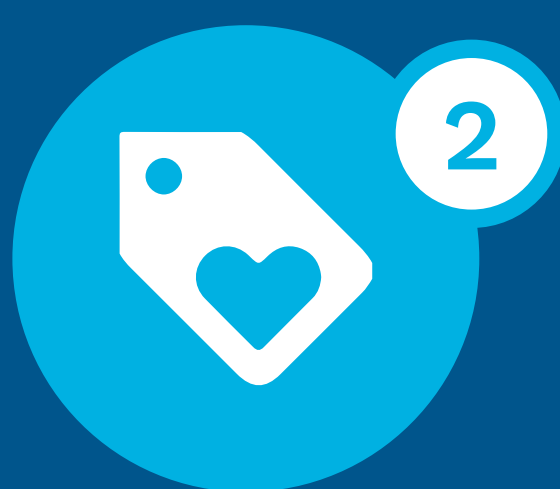
At a glance

- A Cisco Multi Year Services contract is a single contract spanning three to five years
- They cover Cisco smart service capabilities and other professional and technical support services

How a Cisco Multi Year Services Contract Adds Value for You as a Partner



Greater customer loyalty and profitability with longer contracts



Increase the depth of your customer relationships, reducing the likelihood of switching to competitors



Reduce administration and operating costs when servicing your customers



Improve your cash flow as our multi-year incentives are paid at the beginning of contracts

5 Ways a Cisco Multi Year Services Contract Adds Value for your Customers



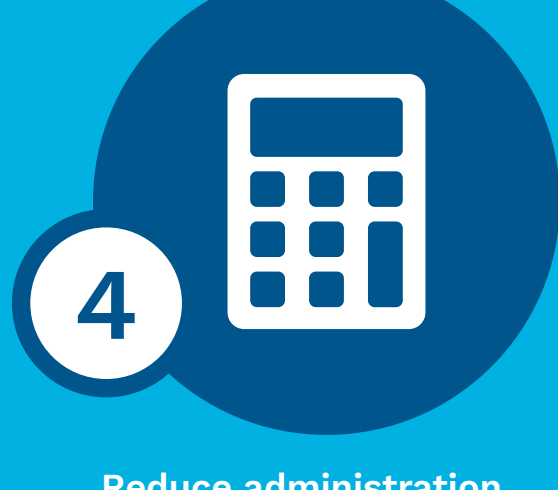
Enjoy guaranteed peace of mind - safe in the knowledge that they'll receive continuous coverage



Budgeting becomes easier - critical services are provided at fixed pricing



Achieve a significant ROI on technology investments with 0% financing



Reduce administration when managing IT networks



Build deeper supplier relationships to add significant value

Which Lead to Profitable, Long Term, Stable and Successful Relationships



How Does Tech Data Help?



Training and tools to help explain the proposition



Leasing and finance options



Promotions to accelerate success

Outstanding promotions now available through Tech Data

You and your customers will receive an attractive promotional discount when ordering a 3 year and / or 5-year Cisco Multi Year Services contract.

To receive the benefits of this promotion, just ensure that you order service contracts via Tech Data.

Promotions and discounts on 3 year and 5 year Cisco Multi Year Services contracts include:

- Smart Care Net Total Care (SNTC)
- SNTC for Cisco Unified Computing System (UCS)
- Essential Operate Services (CBS) for TelePresence (TP)
- Cisco Software Support Service (SWSS) ECMU SKU

Multi Year promotions are available for a limited time only, so please contact Tech Data to learn more about these great promotions and the coverage in your region.

*Please check the availability and coverage of promotions running in your region.