



# GreenSpares



# CTS

Circular Technology Solutions

Westcon  Comstor

Powered by  CISCO Refresh





# 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

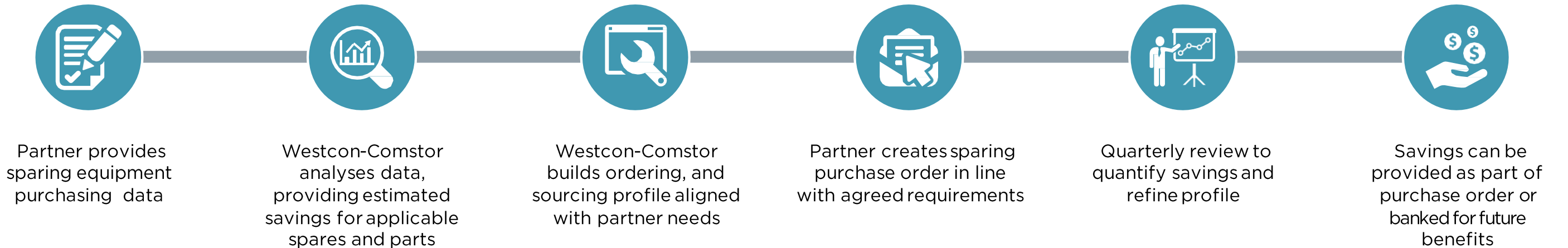
### Taking Cisco support opportunities to a new level

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         |
|                  |     | <b>Total</b>   | <b>\$165,933</b> |

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          |
|                    |     | <b>Total</b>   | <b>\$100,133</b> |

–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**