GreenMine
Circular Technology Solutions from Westcon-Comstor

GreenMine
Managed Services Blending Programme

Intelligent approach to maximising Cisco Refresh for managed service delivery.

Developed specifically for service providers, GreenMine deliver significant savings by maximising Cisco Refresh certified remanufactured equipment integration to support managed services.

Our proprietary CTS blending engine builds your customised profile based on you purchase history and predicted forecasts. Leveraging this insight, we identify opportunities to pre-order and ring fence inventory to deliver a seamless ordering experience of new and remanufactured products for rapid deployment.
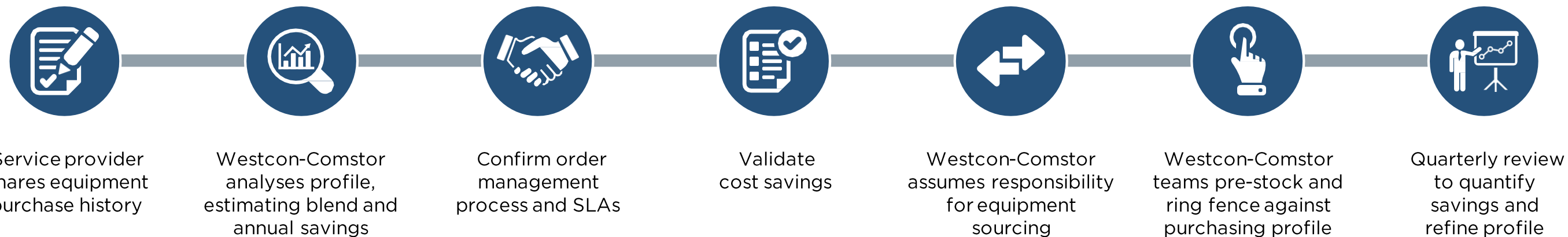
With typical Refresh blend of 20 to 40 percent, savings of up to 15 percent can be achieved on total order value.

How it works

| Service provider shares equipment purchase history | Westcon-Comstor analyses profile, estimating blend and annual savings | Confirm order management process and SLAs | Validate cost savings | Westcon-Comstor assumes responsibility for equipment sourcing | Westcon-Comstor teams pre-stock and ring fence against purchasing profile | Quarterly review to quantify savings and refine profile |

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

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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

Added Value...

- Working in partnership to optimise profile accuracy.
- We pre-stock to maximise blend, improve supply chain and delivery
- Integrated with our Renewals service
- Zero percent Easy Lease offering from Cisco Capital

Genuine Cisco Certified Remanufactured Equipment can deliver greater savings than unauthorised or unlicensed equipment sourced via the secondary market.

GreenMine Blending Example – Managed Services

100% New Cisco

Part Number	Qty	Ext List Price	Ext Net Price
CISCO1941-SEC/K9	15	$21,707	$9,551
CISCO2901-SEC/K9	15	$33,060	$14,546
HWIC-1DSU-T1	30	$20,880	$9,187
ISR4321-SEC/K9	10	$18,531	$8,154
NIM-1MFT-T1/E1=	10	$8,294	$3,649
WS-C3850-12S-E	20	$163,282	$71,844
CP-8841-K9=	20	$5,974	$2,629
CP-8851-K9=	20	$7,134	$3,139
CP-8861-K9=	20	$8,294	$3,649
Summary		$287,155	$126,348

56% Discount Available

CTS Blended

Part Number	Qty	Ext List Price	Ext Net Price
CISCO1941-SECK9-RF	15	$13,024	$7,554
CISCO2901-SECK9-RF	15	$20,010	$11,606
HWIC-1DSU-T1-RF	30	$12,528	$7,266
ISR4321-SEC/K9	10	$18,531	$8,154
NIM-1MFT-T1/E1-RF	10	$4,976	$2,886
WS-C3850-12S-E-RF	20	$85,190	$49,410
CP-8841-K9=	20	$5,974	$2,629
CP-8851-K9-RF	20	$4,280	$2,483
CP-8861-K9=	20	$8,294	$3,649
Summary		**$172,808**	**$95,637**

Effective 67% Discount Available

Blending in Refresh provides 11 pts extra discount

No additional discount approval required

24% saving over original net purchase price

Westcon Comstor

Powered by CISCO Refresh