



GreenAdvantage



CTS

Circular Technology Solutions

Powered by
CISCO
Refresh

Westcon  **Comstor**



GreenAdvantage

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

GreenAdvantage Enhancing Partner Competitiveness

Increase your customer value and maintain higher margins in competitive bids

When price really matters, we deliver blended solutions that maximise Cisco Refresh certified remanufactured equipment alongside new products-- for the most competitive of solutions.

Our dedicated CTS teams stock and pre-order Cisco Refresh equipment to ensure maximum inventory availability in line with partner needs and customer timescales.

How it works

CTS makes it easy. Using our proprietary CTS blending engine for Cisco Refresh, we make ordering Cisco certified remanufactured products as simple as ordering new equipment.



Added Value...

- We optimise % blend of remanufactured and new to increase partner offer
- 0% Easy Lease offering from Cisco Capital provides further financial benefits

Providing a proactive solution to compete with unauthorised or unlicensed equipment available on the secondary market. Delivering a sustainable solution which benefits the environment.

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



GreenAdvantage Blending Example – Customer Project

100% New Cisco Switches

Part Number	Qty	Ext List Price	Ext Net Price
WS-C3850-48F-S	5	\$70,000	\$40,600
WS-C3850-24XS-S	20	\$420,000	\$243,600
WS-C4500X-32SFP+	10	\$280,000	\$162,400
WS-C2960X-48FPS-L	40	\$263,800	\$153,004
SFP-10G-LR-S=	100	\$190,000	\$110,200
Total			\$709,804

BoM above shows all new switches at standard 42% off list price

Value of \$279k of additional equipment could be provided for the same budget.

Savings of \$279k could be made for partner/customer with same solution

100% -RF Switches + Extra Equipment

Part Number	Qty	Ext List Price	Ext Net Price
WS-C3850-48F-S-RF	5	\$42,000	\$24,360
WS-C3850-24XS-S-RF	20	\$252,000	\$146,160
WS-C4500X32SFP+-RF	10	\$168,000	\$97,440
WS-C2960X48FPSL-RF	40	\$158,280	\$91,802
SFP-10G-LR-S-RF	100	\$114,000	\$66,120
Sub Total			\$425,882
N9K-X9536PQ-RF	5	\$120,000	\$69,600
N3K-C3172PQ-XL-RF	11	\$120,780	\$70,052
N7K-M132XP-12L-RF	5	\$241,500	\$140,070
Sub Total			\$279,722
Total			\$705,604

Additional switches could be added at no additional cost