



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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## **LaSalle Solutions Achieves Advanced Collaboration Architecture Specialization from Cisco in the United States**

**Chicago, IL, USA – May 10, 2012** – To support the expanding role of collaboration solutions that leverage the intelligence of the network, LaSalle Solutions announced today that it has achieved the Advanced Collaboration Architecture Specialization from Cisco. This specialization recognizes LaSalle Solutions as having fulfilled the training requirements to sell, design and deploy comprehensive Cisco® Collaboration Architecture solutions.

As a Cisco Advanced Collaboration Architecture Specialized Partner, LaSalle Solutions has invested in the training required to deliver differentiated business value through the integrated, open foundation of the collaboration architecture. Cisco Advanced Collaboration Architecture Specialized Partners work with new and existing technologies to align components of this architecture with their customers' strategic goals, helping transform business processes, boost organizational efficiency and accelerate the time to market.

"We are proud to achieve the Cisco Advanced Collaboration Architecture Specialization," says Steven Robb, vice president and general manager of LaSalle Solutions. "This certification is a nice complement to our Cisco Advanced Unified Collaboration Specialization. By providing a full range of Cisco solutions – from collaboration to data center - we enable our customers to meet today's business challenges and build their competitive edge."

"The Cisco Advanced Collaboration Architecture Specialization is designed to help Cisco channel partners meet a wide range of customer needs," said Richard McLeod, senior director of collaboration architecture for the worldwide partner group at Cisco. "Achieving the Cisco Advanced Collaboration Architecture Specialization provides LaSalle Solutions with access to comprehensive sales and technical training as well as support from Cisco."



The Cisco Resale Channel Program provides partners with the training required to build sales, design and technical talent and then validates their skills through a third-party audit.

**About LaSalle Solutions:**

LaSalle Solutions is a leading provider of life-cycle management services of technology and capital assets from acquisition and financing through IT asset management, maintenance and disposition. LaSalle's processes, outstanding customer service, and powerful online toolset LAMP<sup>SM</sup>, enable to more economically and effectively manage time, maintenance credits and equipment deployment, tracking and decommissioning.

Founded in 1980, LaSalle Solutions is an independently operated company and a subsidiary of MB Financial, a publicly traded Chicago-based bank holding company. MB Financial is traded on the NASDAQ as "MBFI."

Learn more by visiting [www.elasalle.com](http://www.elasalle.com) or [www.YouTube.com/LaSalleSolutions](http://www.YouTube.com/LaSalleSolutions) .

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