



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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**LaSalle Solutions Named to UBM Channel's Solution Provider 500 List**  
Annual List Ranks North America's Top 500 Technology Integrators

**Chicago, IL, June 7, 2012** – LaSalle Solutions, a life-cycle asset management company, today announced it has been recognized by [UBM Channel](#) as a part of [CRN's](#) 2012 Solution Provider 500 list, which ranks the top technology integrators in North America. Formerly known as the “VAR 500”, the Solution Provider 500 ranks the highest producing solution provider organizations in the IT channel from hardware sales, software sales, and managed IT services. LaSalle Solutions placed 134 in the annual ranking.

The Solution Provider 500 ranking is based on revenue size, and considers each company's forward-thinking approach to the channel. In particular, the Solution Provider 500 selection panel sought to recognize companies that are building out practices around the data center and virtualization while offering software integration and application development skills. Revenue size is determined by the amount of annual products and services sold over the course of 2011. Companies with no public documentation were required to submit a notarized affidavit attesting to their 2010 and 2011 revenues.

“We are proud to be associated with CRN's Solution Provider 500 List,” said Steven Robb, vice president and general manager of LaSalle Solutions. “We appreciate the recognition on behalf of LaSalle Solutions' employees and customers, and are excited to continue to improve our ranking.”





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This is LaSalle's fifth time on the Solution Provider 500 List. Other recent notable awards regarding LaSalle's dedication to their customers are Cisco Services Partner of the Year for the Central Region and Cisco Customer Satisfaction Excellence Award.

"The organizations listed in this year's Solution Provider 500 list are today's true integration innovators who generate high revenues by putting their customers' needs first," said Kelley Damore, Vice President and Editorial Director at UBM Channel. "Their primary role is to engineer ways to leverage technology solutions that help customers exceed their sales goals, drive client satisfaction, expand internationally or accelerate new product development. In essence, they are today's IT integration leaders for middle market and enterprise customers. We congratulate LaSalle Solutions for making this year's list and look forward to covering their continued success."

## **Solution Provider 500 Executive Conference and Awards**

The 2012 Solution Provider 500 list was announced at the [SP500 Executive Conference and Awards](#), an elite two-day conference designed for high level executives to meet with companies to discuss business models, technology offerings, and partnerships. Held June 5-6 at the Westin Charlotte Hotel in Charlotte, NC, the conference focused on channel marketing strategies and direction, offering actionable content to the top Solution Provider organizations in North America. Attendees learned the secrets for uncovering new market opportunities from industry experts, peers and fellow Solution Provider 500 companies.

A sample of the SP500 list will be published in print and online at [CRN.com](#) on June 25, 2012.

## **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."





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

## **About UBM Channel**

UBM Channel is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With more than 30 years of experience and engagement, UBM Channel has the unmatched channel expertise to execute integrated solutions for technology executives, managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. UBM Channel is a UBM company. To learn more about UBM Channel, visit us at <http://www.ubmchannel.com>. Follow us on Twitter at <http://twitter.com/ubmchannel>.

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