



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

Press Contact:

Beth Kirshenberg
LaSalle Solutions
847.823.9600
marketing@elasalle.com

Tim Montgomery
Cooper Hong Inc.
630.377.2555
tmontgomery@cooperhong.com

LaSalle Solutions Achieves Cisco Master Unified Communications Specialization in the United States

LaSalle Recognized for Highest Level of Unified Communication Expertise, Lifecycle Services and Sales Success

Rosemont, Ill., – March 20, 2014 – LaSalle Solutions, a leading provider of life-cycle management services for technology and capital assets, announced today that it has achieved the Master Unified Communications Specialization from Cisco[®]. This specialization recognizes LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, deploy and support highly sophisticated applications-based Cisco Unified Communications solutions.

“As the technical bar keeps getting raised higher and higher, we are pleased that Cisco has recognized LaSalle Solutions for our expertise in combining a high level of knowledge, experience and capabilities with an investment in people, processes and technology,” said Steven Robb, president of the Solutions Group at LaSalle Solutions. “As a company, we hold ourselves to the highest standard. This certification recognizes the achievement of that standard.”

“The hard work by the LaSalle Solutions team to achieve this master certification from Cisco gives us a very unique distinction in the industry,” said Adam McCombs, executive vice president of professional services and strategy, LaSalle Solutions. “As a result of this accomplishment, our customers are able to connect to their employees, partners and customers with the information where and when they need it.”

“To help turn the promise of unified communications into a strategic advantage, customers are demanding an enhanced set of skills and capabilities from channel

partners,” said Richard McLeod, senior director of business development at Cisco. “LaSalle Solution’s investment in the Master Unified Communications Specialization ranks them among the industry’s elite.”

This recognition builds on several Cisco-related milestones LaSalle Solutions has previously achieved, including:

- Cisco® Gold Certified Partner
- Global Partner Network Partner
- Advanced Collaboration Architecture Specialization
- TelePresence Video Advanced Authorized Technology Provider (ATP) status
- Advanced Unified Computing Technology Specialization
- Advanced Borderless Network Architecture Specialization
- Customer Satisfaction Excellence Gold Star – 37 consecutive quarters
- Cisco Services Partner of the Year, Central Region – 2010, 2011, 2012

To achieve the Master Unified Communications Specialization, resale channel partners like LaSalle Solutions must first attain the Advanced Unified Communications Specialization. Partners must then meet stringent requirements that demonstrate their master-level sales, technical, and services capabilities. Furthermore, master specialized partners must possess a number of Cisco and industry-standard technical certification requirements; provide customer references that document Cisco-prescribed design and deployment capabilities; and show evidence that they have the infrastructure to support a full menu of Lifecycle Services offerings and capabilities.

More information on the Master Unified Communications Specialization can be found at:

<http://www.cisco.com/web/partners/program/specializations/ucm/master/index.html>.

The Cisco Resale Channel Program provides partners with the training required to build sales, technical and Cisco Lifecycle Services skills, and then validates their skills through a third-party audit. Cisco resale partner certifications—Select, Premier, Silver and Gold—represent an increasing breadth of skills across key technologies and a partner’s ability to deliver integrated networking solutions. Cisco resale partner specializations—SMB, Express, Advanced and Master—reflect an increasing depth of sales, technical and service expertise in particular technologies. Cisco master

specializations provide LaSalle Solutions access to comprehensive sales, technical, and lifecycle services training and support available from Cisco.

About Cisco

Cisco (NASDAQ: CSCO) is the worldwide leader in networking that transforms how people connect, communicate and collaborate. Information about Cisco can be found at <http://www.cisco.com>.

About LaSalle Solutions

Founded in 1980, LaSalle Solutions is a leading provider of life-cycle management services for technology and capital assets. These services include acquisition and financing, IT asset management, maintenance contracts management, remarketing and disposition. LaSalle Solutions' processes, outstanding customer service and powerful, market-leading cloud-based toolset, LAMP, enable customers to more economically and effectively manage and plan to meet their goals.

LaSalle Solutions is an independently operated company and a subsidiary of MB Financial Bank, a publicly traded Chicago-based bank holding company. MB Financial is traded on the NASDAQ as "MBFI." For more information on LaSalle Solutions, please visit www.elasalle.com and www.YouTube.com/LaSalleSolutions.

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