



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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LaSalle Solutions Achieves Advanced Unified Communications Specialization from Cisco in the United States

Chicago, IL, USA – May 1, 2013 – LaSalle Solutions announced today that it has achieved the Advanced Unified Communications Specialization from Cisco®. This specialization recognizes LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, deploy and support comprehensive Cisco Unified Communications solutions.

“Customer networks are no longer confined to the tangible office – they are spread across mobile and global networks,” says Steven Robb, President – Solutions Group, LaSalle Solutions. “We work with our customers to better plan and adapt to these growing collaboration and communications networking challenges. Cisco’s Advanced Unified Communications Specialization enables us to be innovators in creating the best solutions and offerings for their unique needs.”

“As a Cisco Advanced Unified Communications Specialized Partner, LaSalle Solutions’ investment in the training required to provide integrated, collaborative and adaptive unified communications solutions rank them among the industry’s most qualified,” said Richard McLeod, director of unified communications for worldwide channels at Cisco.

The Cisco Advanced Unified Communications Specialization is designed to help Cisco resale channel partners—whether small to medium-sized businesses or enterprise-scale organizations—meet a wide range of customer needs. It allows partners to focus on unified communications market opportunities that require advanced product knowledge and the ability to deploy solutions over multiple sites and geographies. Cisco Advanced Unified Communications

Specialized Partners are specialists in building solutions based on the industry-leading Cisco Unified Communications portfolio. These products include Cisco Unified CallManager, Cisco Unity Connection, Cisco Unity voice messaging and unified messaging, and Cisco Unity Express, Cisco Unified Contact Center Express, Cisco Unified Videoconferencing and Cisco Unified MeetingPlace Express.

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. Achieving Cisco Advanced Unified Communications Specialization also provides LaSalle Solutions access to comprehensive sales, technical, and lifecycle services training and support available from Cisco.

About LaSalle Solutions:

[LaSalle Solutions](http://www.elasalle.com) (www.elasalle.com) is a leading provider of life-cycle management services for 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](#), enable customers to more economically and effectively manage time, maintenance credits, as well as equipment deployment, tracking and decommissioning.

Founded in 1980, LaSalle Solutions is an independently operated company and a wholly-owned subsidiary of MB Financial Bank, N. A. MB Financial Bank's holding company, MB Financial, Inc., is traded on the NASDAQ as "MBFT".

Learn more by visiting www.elasalle.com and www.YouTube.com/LaSalleSolutions.

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