



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

Press Contact

Beth Kirshenberg

LaSalle Solutions

847.823.9600

marketing@elasalle.com

LaSalle Solutions Again Achieves Advanced Collaboration Architecture Specialization From Cisco in the United States

Rosemont, IL, March 3, 2015 — 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 again achieve the Cisco Advanced Collaboration Architecture Specialization," says Steven Robb, President of the Solutions Group at LaSalle Solutions. "This continuing education and partnership is a mutual ongoing commitment, as Cisco requires annual renewal for this and many other specializations. We are proud to continue our commitment, and feel this recognition reflects our dedication to providing the team, processes and tools to deliver the superior solutions our customers have come to rely on, and enable us to

exceed expectations to meet today's business challenges and build their competitive edge"

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.

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

- Cisco US Services Partner of the Year: Current
- Customer Satisfaction Excellence Gold Star: Current, 40 Consecutive Quarters.
- Cisco® Gold Certified Partner
- Cisco Master Unified Communications Specialization
- Cisco Master Security Specialization
- Global Partner Network Partner
- Advanced Data Center Architecture Specialization
- Advanced Borderless Network Architecture Specialization
- ATP - Cisco TelePresence Video Advanced
- ATP - Data Virtualization Reseller
- ATP - Energy Management Suite Integrator
- ATP - Identity Services Engine
- Cisco Services Partner of the Year, Central Region: 2010 - 2013

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 contract 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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