



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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## **LaSalle Solutions Achieves Cisco Master Security Specialization in the United States**

*Cisco Specialization Level Distinguishes Channel Partners with Highest Level of  
Security Expertise, Lifecycle Services and Success in Sales*

**Rosemont, IL, January 6, 2015** – LaSalle Solutions announced today that it has achieved the Cisco® Master Security Specialization. This specialization recognizes LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, deploy and support highly sophisticated Cisco network security solutions.

“We are honored to have earned Cisco’s Master Security Specialization. It demonstrates our expertise as a leader in delivering solutions designed to help our customers empower proactive protection across their infrastructure and defend against today’s highly-sophisticated security threats,” said Steven Robb, president of Solutions at LaSalle Solutions. “This recognition places LaSalle with only 30 other US-based Cisco Gold partners that hold both Master Unified Communications and Master Security Specializations. We are proud of the dedication and teamwork it took to reach this milestone.”

“The Cisco Master Security Specialization is designed to recognize resale channel partners who have taken the steps to be able to deliver a self-defending network consisting of integrated, collaborative and adaptive security solutions and

full life-cycle services,” said Edison Peres, senior vice president of worldwide channels at Cisco. “LaSalle Solutions’ Cisco Master Security Specialization is an outstanding achievement.”

The Cisco Master Security Specialization is designed to recognize an elite group of resale channel partners who have invested in the most in-depth technology skills and have demonstrated success in providing services for Cisco’s value-added security solutions.

To achieve the Master Security Specialization, partners must first attain the Cisco Advanced Security Specialization. Partners must then meet a series of stringent requirements in three categories: technology capabilities, sales expertise and Cisco Lifecycle Services. Channel partners must meet a number of Cisco and industry-standard technical certification requirements; provide customer references that document prescribed design and deployment capabilities; and supply evidence that they have the infrastructure to support a full menu of Lifecycle Services offerings and capabilities.

The Cisco Resale Channel Program provides a framework for partners to build the sales, technical and Cisco Lifecycle Services skills required to deliver Cisco solutions to end customers. Through the program’s specializations and certifications, Cisco recognizes a partner’s expertise in deploying solutions based on Cisco advanced technologies and services. Using a third-party audit process, the program validates a partner’s technology skills, business practices, customer satisfaction, presales and post sales support capabilities, and other critical factors that customers consider when choosing a trusted partner.

### **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](http://www.elasalle.com) and [www.YouTube.com/LaSalleSolutions](http://www.YouTube.com/LaSalleSolutions).

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