



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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## **LaSalle Solutions Achieves Advanced Borderless Network Architecture Specialization from Cisco in the United States**

**Chicago, IL, USA – June 11, 2012** – To support the expanding role of borderless networks, LaSalle Solutions announced today that it has achieved the Advanced Borderless Network Architecture Specialization from Cisco. This specialization recognizes LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, design and deploy comprehensive Cisco Borderless Networks solutions.

“We are proud to have received the Advanced Borderless Network Architecture Specialization from Cisco, furthering our ability to assist our customers with their growing anytime-anywhere access of their networks, while maintaining the responsiveness and security they require,” says Steven Robb, vice president and general manager of LaSalle Solutions. “This certification adds to our Complete Care Solution with Cisco Smart Net Total Care Services and LAMP, bringing an unprecedented value and opportunity to manage the complete asset life-cycle.

“As a Cisco Advanced Borderless Network Architecture Specialized Partner, LaSalle Solutions has made a significant investment in the training and equipment necessary to connect people, information and devices securely, reliably and seamlessly anywhere and anytime to support today’s borderless business environment,” said Wenceslao Lada, vice president of Borderless Network Architecture for the worldwide partner group at Cisco.

The Cisco Advanced Borderless Network Architecture Specialization is designed to help partners -- whether small to medium-sized businesses or enterprise-scale organizations -- meet a wide range of customer needs. The integration of the network with business processes and applications requires a holistic approach based on the Cisco Borderless Network Architecture.

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. Recognition of this achievement will be noted on the Cisco Partner Locator site, at [www.cisco.com/go/partnerlocator](http://www.cisco.com/go/partnerlocator).

### **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."

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

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