



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

Press Contact:  
Steven Robb  
LaSalle Solutions  
847.823.9600  
[marketing@elasalle.com](mailto:marketing@elasalle.com)

## **LaSalle Solutions Recognized as Cisco TelePresence Video Advanced Authorized Technology Provider Partner in the United States**

**Chicago, IL, USA – August 27, 2013** – LaSalle Solutions announced today that it has achieved TelePresence Video Advanced Authorized Technology Provider (ATP) status from Cisco. This designation recognizes LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, deploy and support Cisco TelePresence Video products and solutions at the Advanced level.

The Cisco TelePresence Video Advanced ATP Program is focused on providing a new way of working in which everyone, everywhere can be more productive through face-to-face collaboration with TelePresence Video solutions. The Advanced-level program's goal is to enable partners to market TelePresence Video endpoints with a full breadth of infrastructure solutions in addition to managed videoconferencing services.

"LaSalle Solutions sees tremendous potential for video technology to improve collaboration, drive efficiency and speed decision making in the enterprise." said Steven Robb, President – Solutions Group at LaSalle Solutions. "Adding this designation to our roster of certifications from Cisco demonstrates our desire to further develop our expertise in this market and provide innovative collaboration solutions for our customers."

LaSalle is a Cisco Certified Gold Partner and recognized by Cisco for Customer Service Excellence. In addition to the new ATP TelePresence Video designation, LaSalle is certified for Data Center Architecture, Collaboration, Borderless Networks, Advanced

Routing & Switching, ATP Identity Services, and Unified Computing and Communications including Video.

The Cisco Authorized Technology Provider (ATP) Program is part of the Cisco go-to-market strategy for emerging technologies. The program helps Cisco to define the knowledge, skills and services that channel partners need to successfully sell, deploy and support an emerging technology. As the market changes, an ATP designation may be discontinued or may evolve into a Cisco specialization.

#### **Find More Information Online:**

Cisco TelePresence® and Video collaboration solutions provide life-like, high-definition, conferencing facilities with superior audio and video, allowing participants to meet their colleagues, customers and business partners across a virtual table. Participants can enjoy a same-room meeting experience, even if they are located in different locations around the world. Participants can also meet more often and enjoy more productive sessions, helping to improve business interactions while potentially building stronger customer relationships, accelerating sales cycles, improving project management and forming tighter integration with remote offices.

#### **About LaSalle Solutions:**

LaSalle Solutions ([www.elasalle.com](http://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 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) and [www.YouTube.com/LaSalleSolutions](http://www.YouTube.com/LaSalleSolutions).



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