



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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LaSalle Solutions Achieves Cisco Gold Certification in the United States

Chicago, IL, USA – February 5, 2013 – LaSalle Solutions announced today it has achieved Cisco® Gold Certification. To earn Gold Certification, LaSalle Solutions has met the rigorous standards set forth by Cisco in networking competency, service, support and customer satisfaction.

“Receiving the Gold Partner status is a great achievement,” said Steven Robb, President – Solutions Group at LaSalle Solutions. “We have a long-term commitment to Cisco as a key strategic partner and this recognition reflects our focus to providing best-in-class solutions and service. As our customers continually demand better from LaSalle this certification shows our commitment to deliver.”

“We are committed to providing the tools, training and programs that facilitate partner growth, differentiation and profitability,” said Edison Peres, senior vice president of worldwide channels at Cisco. “With specializations in unified communications, routing and switching, security, and wireless LAN, LaSalle Solutions has made an investment in developing the capability to deliver the integrated and customized technology solutions that today’s customers demand.”

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 postsales support capabilities, and other critical factors that customers consider when choosing a trusted partner.

As a Cisco Gold Certified Partner LaSalle Solutions has met the requirements for attaining the broadest range of expertise across multiple technologies by achieving Cisco advanced specializations in unified communications, routing and switching, security, and wireless LAN. In addition, LaSalle Solutions has integrated Cisco Lifecycle Services into its offerings and is required to maintain high levels of customer satisfaction. Cisco Gold Certification provides LaSalle Solutions with access to comprehensive sales, technical, and lifecycle services training and support available from Cisco.

Find More Information Online:

[Cisco Certified Partners](#)
[Customer Satisfaction](#)

About LaSalle Solutions:

LaSalle Solutions (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 and www.YouTube.com/LaSalleSolutions.

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