



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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**LaSalle Solutions Achieves Advanced Wireless LAN Specialization  
from Cisco in the United States**

**Chicago, IL, USA – July 20, 2011** – [LaSalle Solutions](http://www.elasalle.com) announced today that it has achieved the Advanced Wireless LAN Specialization from Cisco®. This specialization recognizes LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, deploy and support advanced Cisco Wireless LAN solutions.

“We are pleased to gain recertification for Cisco Advanced Wireless LAN Specialization, continuing our commitment our customers,” says Steven Robb, vice president and general manager of LaSalle Solutions. “As wireless needs continue to evolve, we see our role expanding.”

“As a Cisco Advanced Wireless LAN Specialized Partner, LaSalle Solutions’ training investment ranks them among the industry’s most-qualified in providing wireless LAN solutions,” said [Wenceslao Lada](#), vice president of worldwide channels borderless network architectures at Cisco.

The Cisco Advanced Wireless LAN Specialization is designed to help the company’s channel partners deliver the wireless solutions their customers need to increase their productivity and responsiveness, extend applications beyond the wired network, and overcome obstacles encountered with traditional wired communications. Cisco Advanced Wireless LAN Specialized Partners are able to build solutions based on the entire suite of Cisco wireless LAN products, including Cisco access points, Cisco Unified Wireless LAN Management solutions, Cisco Wireless LAN Controllers, Cisco

wireless bridge solutions, Cisco wireless LAN client adapters and Cisco Unified IP Phone 7900 Series handsets.

The Cisco Resale Channel Program provides partners with the training required to build sales, technical and Cisco Lifecycle Services skills, and then validates their skills through a third-party audit. Cisco resale partner certifications—Select, Premier, Silver and Gold—represent an increasing breadth of skills across key technologies and a partner's ability to deliver integrated networking solutions. Cisco resale partner specializations—SMB, Express, Advanced and Master—reflect an increasing depth of sales, technical and service expertise in particular technologies. Achieving Cisco Advanced Wireless LAN Specialization also provides LaSalle Solutions access to comprehensive sales, technical, and lifecycle services training and support available from Cisco.

#### **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 customers 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 Bank, N.A., which is a subsidiary of MB Financial, Inc., traded on the NASDAQ as "MBFI."

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

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