



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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## **LaSalle Solutions honored with Channel Partners 360<sup>0</sup> Award**

PHOENIX – February 28, 2013 – [Channel Partners magazine](#), which focuses on the communications industry's indirect sales channel, is pleased to announce that [LaSalle Solutions](#) has been selected as a winner of the inaugural Channel Partners 360<sup>0</sup> Awards.

Twenty-five winners were honored during an awards ceremony on February 27 at the [Spring 2013 Channel Partners Conference & Expo](#) in Las Vegas. These winners will be featured in Channel Partners' March digital issue, May/June print issue as well as an Immersion Center at [www.channelpartneronline.com/360](http://www.channelpartneronline.com/360). The 2013 program was underwritten by AT&T.

"Unlike other programs that honor size and sales, the Channel Partners 360<sup>0</sup> Awards recognizes channel partners who are taking a holistic approach to delivery technology solutions that create business value for their customers," said Khali Henderson, Editor-in-Chief of Channel Partners. "We are pleased that our first honorees include an outstanding group of solutions providers."

"We are honored to receive the inaugural Channel Partners 360<sup>0</sup> Award," says Steven Robb, President –Solutions Group, LaSalle Solutions. "This recognition reinforces our commitment to our customers to deliver life-cycle solutions that enable them to easily scale, integrate, and manage their assets and data to reduce costs, simplify operations and increase efficiencies and productivities in the areas of Asset and Contract Management, Data Center Architecture, Unified Computing, Wireless WAN, BYOD, Data Storage Networking, Cloud Computing and Collaboration."

To determine the winner of Channel Partners 360<sup>0</sup>, companies created a “Partner Profile” that detailed how the applicant addresses the convergence of IT and telecom services and how the company creates business value for its customers.

Channel Partners editors and an expert panel evaluated all Partner Profiles to determine the top 25 candidates that exemplify the Channel Partners 360<sup>o</sup> values.

### **About VIRGO Publishing**

VIRGO ([www.vpico.com](http://www.vpico.com)) is an information distribution company focused on some of the world’s most innovative and complex business-to-business markets. Our mission is to help business professionals break through the hype, ambiguity and information deluge they experience, by offering trustworthy guidance that fuels their results-driven information journey.

### **About Channel Partners Magazine**

Channel Partners magazine is the leading publication for telecom and IT distribution channels. For more than 25 years, Channel Partners has been the undisputed leader in providing news, analysis and education to the indirect sales channels serving the business technology and communications industry. In addition, Channel Partners online ([www.channelpartnersonline.com](http://www.channelpartnersonline.com)) delivers a constant content stream of unique and breaking industry news, feature articles and premium downloadable content. As official media of the Channel Partners Conference & Expo ([www.channelpartnersconference.com](http://www.channelpartnersconference.com)), Channel Partners is the market leader that channel professionals turn to first.

### **About LaSalle Solutions:**

[LaSalle Solutions](http://www.elasalle.com) ([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 Bank, N. A. MB Financial Bank’s holding company, MB Financial, Inc., is traded on the NASDAQ as “MBFI”.



LaSalle Solutions

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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