



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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LaSalle Solutions Recertifies for Advanced Specializations from Cisco

Achievement recognizes LaSalle Solutions' qualifications to sell, design, deploy and support a range of Cisco solutions

Rosemont, Ill., – April 23, 2014 – LaSalle Solutions, a leading provider of life-cycle management services for technology and capital assets, announced today that it has recertified in the following Cisco advanced specializations: Advanced Data Center Specialization, Advanced Borderless Network Architecture Specialization and Advanced Collaboration Architecture Specialization. These specializations recognize LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, design and deploy comprehensive Cisco® Data Center, Borderless Network Architecture, and Collaboration Architecture solutions.

The recertification comes on the heels of LaSalle Solutions' recent recognition as the Cisco® Services Partner of the Year for the United States. This prestigious award recognizes exemplary partners, like LaSalle Solutions, who demonstrate best-in-class business practices and serve as a model to the industry.

“Our recertification for these important specializations with Cisco demonstrates LaSalle Solutions' commitment to providing our customers with unmatched performance, expertise and service,” said Steven Robb, president of the Solutions Group at LaSalle Solutions. “As we continue to sell, design, deliver and support Cisco Data Center, Borderless Network Architecture and Collaboration Architecture solutions, these specializations will allow our team of experts at LaSalle Solutions to help our customers meet the business challenges of today's ever-changing marketplace.”

Advanced Data Center Specialization

The specialization provides role-based training in three essential areas: Unified Fabric for optimizing data and storage needs; Unified Computing for streamlining data center resources and uniting network, computational, storage and virtualization platforms, and Unified Network Services for advancing the way application delivery and security services are provided in the data center network or computing environment.

Advanced Borderless Network Architecture Specialization

The Cisco Advanced Borderless Network Architecture Specialization is designed to help partners like LaSalle Solutions 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.

Advanced Collaboration Architecture Specialization

Cisco Advanced Collaboration Architecture Specialized partners, like LaSalle Solutions, work with new and existing technologies to align components of this architecture with their customers' strategic goals, helping transform business processes, boost organizational efficiency and accelerate the time to market.

The Cisco Resale Channel Program provides partners like LaSalle Solutions with the training required to build sales, design, and technical talent and then validates their skills through a third-party audit.

The recertifications build on several Cisco-related milestones LaSalle Solutions has previously achieved, including:

- Cisco US Services Partner of the Year 2014
- Cisco Master Unified Communications Specialization
- Cisco® Gold Certified Partner
- Global Partner Network Partner
- Advanced Collaboration Architecture Specialization
- TelePresence Video Advanced Authorized Technology Provider (ATP) status
- Advanced Unified Computing Technology Specialization
- Advanced Borderless Network Architecture Specialization
- Customer Satisfaction Excellence Gold Star – 37 consecutive quarters
- Cisco Services Partner of the Year, Central Region – 2010, 2011, 2012, 2013

About Cisco

Cisco is the worldwide leader in networking that transforms how people connect, communicate and collaborate. Information about Cisco can be found at <http://www.cisco.com>.

About LaSalle Solutions

Founded in 1980, LaSalle Solutions is a leading provider of life-cycle management services for technology and capital assets. These services include acquisition and financing, IT asset management, maintenance contracts management, remarketing and disposition. LaSalle Solutions' processes, outstanding customer service and powerful, market-leading cloud-based toolset, LAMP, enable customers to more economically and effectively manage and plan to meet their goals.

LaSalle Solutions is an independently operated company and a subsidiary of MB Financial Bank, a publicly traded Chicago-based bank holding company. MB Financial is traded on the NASDAQ as "MBFI." For more information on LaSalle Solutions, please visit www.elasalle.com and www.YouTube.com/LaSalleSolutions.

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