

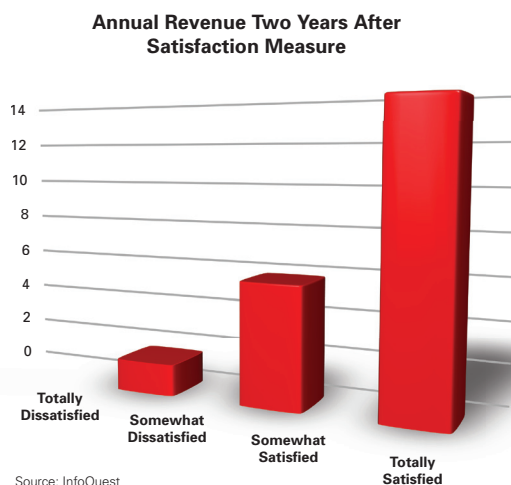


Why Partner with LaSalle?

You Will Drive More Revenue and Have More Satisfied Customers

Research from InfoQuest tells that a totally-satisfied customer contributed 2.6 times the annual revenue of a somewhat-satisfied customer.

The LaSalle Team is committed to earning total customer satisfaction. We do this through our efforts to know our customers' needs, ensuring we have the skills to meet them. Our customers' satisfaction provides for develop of new revenue opportunities for both LaSalle and Cisco.



Valuable Partners

Our customers tell us through our Cisco Customer Service Satisfaction numbers, feedback and continued business, that our people, processes and technology bring solutions together to drive real savings.

At LaSalle, knowing our customers' needs allows us to provide the best solutions for them. Our long-standing partnership and shared commitments with Cisco help us offer the services they need to optimize and grow their business, and receive high returns for their investments.

LaSalle's solutions provide customers with the tools, expertise and processes to optimize and grow their business. LAMPSM, LAMP LOOKUPSM and LAMP ScanSM enable intelligent asset life-cycle processes with personal ongoing support, and desktop and mobile applications ready to go where and when customers need them.

Deploying these tools with Cisco's Smart Net Total Care Service provides a "Complete Care" solution and unprecedented value and opportunity to manage the complete asset life-cycle.

"LAMP allows customers to focus on their business and leave the tracking of assets and maintenance to LaSalle. LaSalle's incredible customer service team combined with LAMP is head and shoulders above comparable solutions in the industry"

– Cisco Sales Executive



In addition to tools, our Cisco specializations reflect the current and future needs of our customers.

Current Cisco Specializations

- Advanced Wireless LAN
- Advanced Data Center Networking Infrastructure
- Advanced Data Center Architecture
- Advanced Unified Computing Technology
- Advanced Unified Communications
- Advanced Collaboration Architecture
- Advanced Routing and Switching
- Advanced Borderless Network Architecture
- Certified Developer Network

LaSalle Solutions is happy to provide opportunities and drive revenue for Cisco through our recognized value of exemplary customer service and effective tools and processes and look forward to continued partnership growth.

LaSalle Solutions Loyalty Segmentation (FY' 2012)*

Overall Satisfaction Score: 4.90

Recognition:

- Cisco Central Region Cisco Services Partner of the Year – 2011 and 2010
- Cisco Customer Satisfaction Excellence Award every quarter since eligible in 2007
- Ranked on the CRN 2012 Solution Provider 500 List

Cisco Survey Year 2012 (To Date)
Aug 2011-Jul 2012 Partner



*Cisco Partner Access online (PAL)

“The increase in bookings is phenomenal and I truly appreciate your team’s accomplishments.”

– Cisco Partner Development Manager DC & Virtualization

For more information:

To learn more about LaSalle Solutions and how you can partner with LaSalle visit

<http://www.elasalle.com/Cisco> or contact a LaSalle representative. To view videos about LAMP, LAMP Scan and other LaSalle Solutions products, please visit <http://www.youtube.com/LaSalleSolutions>.

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