



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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LaSalle Solutions Recognized as Cisco TelePresence Video Master Authorized Technology Provider Partner in the United States

Rosemont, IL, April 14, 2015 — LaSalle Solutions announced today that it has achieved TelePresence Video Master Authorized Technology Provider (ATP) status from Cisco. This designation recognizes LaSalle Solutions as having fulfilled the training requirements and program prerequisites to sell, deploy and support Cisco TelePresence Video products and solutions at the Master level.

“The Cisco TelePresence Video Master ATP Program is focused on providing a new way of working in which everyone; everywhere can be more productive through face-to-face collaboration with Cisco TelePresence Video solutions. A Cisco TelePresence Video Master ATP Partner has the greatest depth of knowledge and skill in deploying the entire Cisco video endpoint portfolio, which comprises single- and triple-screen Cisco TelePresence units, custom TelePresence suites, and infrastructure solutions. Cisco TelePresence Video Master ATP Partners possess deep networking and advanced Cisco Unified Communications capabilities, regional to global coverage, and a strong and mature services practice.

“We use TelePresence in our own business to efficiently and effectively connect, collaborate, and create solutions to business problems.” says Steven Robb, President – Solutions Group at LaSalle Solutions. “This recognition further demonstrates LaSalle’s commitment to assisting our customers improve collaboration, drive efficiency and speed decision making in the enterprise. We are proud to add the TelePresence Video Master ATP to our existing Cisco Master

Specializations, and are delighted to continue our commitment to Cisco and enhancing our capabilities to bring the most innovative solutions to our customers.”

“The Cisco TelePresence Video Master ATP Program is designed to enable partners to take advantage of the tremendous market opportunities ahead—not only in the telepresence space but also in the overall collaboration market,” said Richard McLeod, senior director of collaboration for worldwide channels at Cisco. “As a Cisco TelePresence Video Master ATP Partner, LaSalle Solutions has made an investment in the sales, technical and life cycle services capabilities needed to deliver the industry’s most comprehensive and interoperable Cisco TelePresence Video portfolio.”

The Cisco Authorized Technology Provider (ATP) Program is part of the Cisco go-to-market strategy for emerging technologies. The program helps Cisco to define the knowledge, skills and services that channel partners need to successfully sell, deploy and support an emerging technology. As the market changes, an ATP designation may be discontinued or may evolve into a Cisco specialization.

About Cisco TelePresence and Video Collaboration Solution

Cisco TelePresence® and Video collaboration solutions provide life-like, high-definition, conferencing facilities with superior audio and video, allowing participants to meet their colleagues, customers and business partners across a virtual table. Participants can enjoy a same-room meeting experience, even if they are located in different locations around the world. Participants can also meet more often and enjoy more productive sessions, helping to improve business interactions while potentially building stronger customer relationships, accelerating sales cycles, improving project management and forming tighter integration with remote offices

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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