



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

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LaSalle Solutions Re-Certifies Cisco Master Collaboration Specialization in the US

Cisco's Channel Partner Program Recognizes Partners with Highest Level of Collaboration Expertise, Lifecycle Services and Success in Sales

Rosemont, IL, – October 21, 2014 – [LaSalle Solutions](http://www.elasalle.com) announced today it has received recertification for Master Collaboration Specialization from Cisco®. This specialization recognizes LaSalle Solutions as having the ability to represent Master-level business expertise as well as technical efficiency, having fulfilled the training requirements and program prerequisites to sell, deploy and support highly sophisticated applications-based Cisco Collaboration solutions.

“This recognition ranks LaSalle Solutions among an elite group of Cisco partners with the ability and resources to deliver the integrated and customized solutions that today's customers demand,” said Steven Robb, president of the Solutions Group at LaSalle Solutions. “Our certification for this important specialization with Cisco demonstrates LaSalle Solutions’ commitment to providing the highest level of performance, expertise and service to our partnership and customers.”

“To help turn the promise of unified communications into a strategic advantage, customers are demanding an enhanced set of skills and capabilities from channel partners,” said Richard McLeod, senior director of business development at Cisco. “LaSalle’s investment in the Master Collaboration Specialization ranks them among the industry’s elite.”

To achieve the Master Collaboration Specialization, channel partners must first attain the Advanced Collaboration Specialization. Partners must then meet stringent requirements that demonstrate their Master-level sales, technical, and services

capabilities. Furthermore, Master specialized partners must possess a number of Cisco and industry-standard technical certification requirements, provide customer references that document Cisco-prescribed design and deployment capabilities and show evidence that they have the infrastructure to support a full menu of Lifecycle Services offerings and capabilities.

The Cisco Channel Partner 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 Channel partner certifications—Select, Premier, and Gold—represent an increasing breadth of skills across key technologies and a partner’s ability to deliver integrated networking solutions. Cisco Channel partner specializations—SMB, Express, Advanced and Master—reflect an increasing depth of sales, technical and service expertise in particular technologies. Cisco Master Specializations provide LaSalle Solutions access to comprehensive sales, technical, and lifecycle services training and support available from Cisco.

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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