

# LEASING

## NEWSLETTER



### Doing Business Right: Total Cost of Usage

*A letter from Robert Metzen, President & CEO*



Recently, members of our management team met with senior executives from Cisco and our parent company (MB Financial Bank). Both were curious about how we have been able to sustain our continued growth in a hyper-competitive market and in one of the slower economic recoveries in history. We were not expecting this question, but we had prepared a slide for both meetings that provided the answer. It simply stated, "We treat customers better than they would treat themselves."

[READ FULL LETTER](#) ▶

### Improve Lease Management Processes for Optimal ROI

**LaSalle's Lease Programs** make managing your equipment lease processes a breeze. With all of your lease schedules available in our toolset, LAMP, keeping track of your equipment and avoiding excessive fees has never been easier.

Find out how our lease programs helped one of our customers improve their equipment ordering process and cut down on interim rent fees levied on their equipment.

[LEARN MORE](#) ▶

### Get a Sneak Peak at Our Latest Video

A lot can happen in 36 months. So when it comes to your business's equipment lease, you need a partner who is in it for the long run. Learn how LaSalle Solutions is with you every step of the way to optimize every aspect of your lease and maximize your ROI, lowering the total cost of ownership and helping you achieve a negative IRR.



[WATCH VIDEO](#) ▶

### LaSalle in the News



#### LaSalle Sponsors ALA, Greater Chicago Chapter

LaSalle is now a Bronze Sponsor for the Greater Chicago Chapter of the Association for Legal Administrators (ALA), which supports over 300 members from the legal community.

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#### LaSalle Sponsors HCP Conferences in Atlanta

LaSalle sponsored and presented at the 2016 Spring Hospital and Healthcare I.T. Conference and the Radiology & Imaging Conference on April 13 in Atlanta.

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#### LaSalle Sponsors HCP Conferences in Miami

LaSalle sponsored and presented at the 2016 Spring Hospital Supply Chain Conference and the Hospital O.R. & Surgical Conference on March 14 in Miami.

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#### LaSalle Named 2016 Cisco Services Partner of the Year, Americas Central


LaSalle is once again the recipient of the the award, which was presented at Cisco's annual partner summit Feb. 29-March 3.

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[See more LaSalle news.](#)

### Events





#### April

-  4/28 - **TRG-AMR**  
Race: Laguna Seca  
Race, Monterey, CA

#### May



-  5/16 - Knowledge16  
(ServiceNow Users),  
Las Vegas
-  5/23 - ALA National  
Conference, Los  
Angeles

#### June

-  6/15 - New Jersey  
CPA Conference &  
Expo, Atlantic City,  
NJ
-  6/15 - **TRG-AMR**  
Race: Road America,  
Elkhart Lake, WI
-  6/21 - USG IT  
Symposium -  
Chicago
-  6/23 - HFMA, Las  
Vegas

Interested in joining us at an event? Email us at [marketing@elasalle.com](mailto:marketing@elasalle.com).

### Recognition

-  Monitor 100 List
-  2016 Cisco Services  
Partner of the Year,  
Americas Central
-  2015 Cisco  
Enterprise Partner of  
the Year, US Central
-  2014 Cisco Services  
Partner of the Year,  
US
-  Customer Service  
Excellence - Past 10  
years

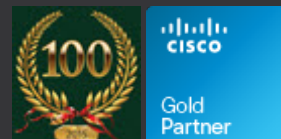
[See all of our recognition.](#)

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