LaSalle Solutions
Helping You Manage the Life-Cycle of Your Assets.

LaSalle Professional Services
Working Together to Drive Real Savings

People:
In today's high tech world, complex issues are a daily reality. LaSalle's solutions start with quality people and real world experience.

Process:
Experience cultivates our corporate culture of a higher standard. A process known, trusted, and proven to deliver results.

Technology:
Forward thinking leadership and a culture built on expertise requires exposure. Whether built in house or partner provided.

Today's complex technology environments bring daily challenges to every business. These challenges may be security, compliance, storage, or communications based and may cut across the entire architecture or be very specific. They may also be common to your industry or unique to your company's technology needs. It is this set of complexities and challenges that highlight the true capabilities of our professional services team.

LaSalle Solutions' Professional Services team works with you to provide customized solutions to alleviate these and other challenges through an *Actionable Intelligence* based approach that brings together people, process and technology.

The LaSalle Approach
With an *Actionable Intelligence* methodology basic data is transformed into knowledge that empowers your team to better achieve its vision and take control to manage all aspects of your technology life-cycle to ensure they align with your growth and security objectives.

In order to properly align your organization's business vision with its technology initiatives, the organization must have an accurate and real-time set of data to provide insight into your current network assets.

Without this baseline of information relating to the organization's network based assets, the ability to execute on your vision becomes not only challenging but also disruptive to properly align employees and applications to achieve your strategic vision.

LaSalle believes knowledge is power and this can only be achieved by knowing:
- The real-time location of the asset
- The type of maintenance coverage associated with the asset is correct
- Whether the asset is approaching end-of-life or end-of-service
- Ensuring legal compliance with manufacturer's maintenance programs.

With LaSalle's approach and offerings, you can proactively predict annual network spend 1 to 3 years out and build transformative business solutions. In order to execute on these insights, LaSalle's professional services team brings a combination of global distribution experience, industry technology leaders, forward thinking, and unparalleled project management leadership to execute on these customer centric solutions.

People:

Consciously combining current objectives with consideration for lessons learned through real world projects and experience, the LaSalle team transforms problem solving, assessing every engagement as an opportunity to introduce improvement.

LaSalle's Professional Services team works with you and the LaSalle Operations team to bring new ideas from best practices and to provide solutions that work within your unique environment. To enable these transformative business strategies, LaSalle's professional services team brings a combination of global distribution experience, industry technology leaders, uncommon thinking, and unparalleled project management leadership and execution.

LaSalle Operations Team provides deep analytic insights into your network enabled assets, and works with you to ensure an intelligent asset life-cycle process is implemented, all network related assets are captured, contract accuracy and data normalization is employed and ensure personal on-going support for you and your team.

Process:

Data is at the core of what drives LaSalle's processes. To enable *Actionable Intelligence* LaSalle provides LAMP℠, a secure cloud-based toolset available through web portal and mobile devices that empowers you to take control and manage their asset life-cycle, from acquisition and on-boarding to maintenance, programs, dispositions, management services, and leasing programs.
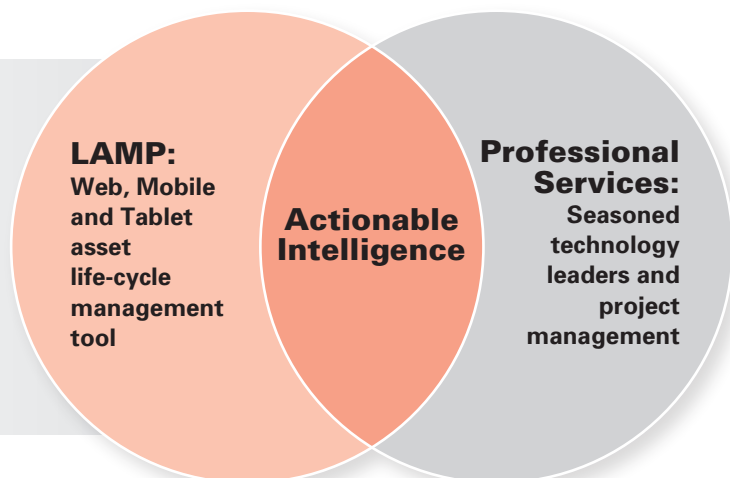
> "I just wanted to thank you for being so wonderful to work with. It truly gives me peace of mind knowing you are always there for me (and the company). You are always supportive and *always* provide excellent customer service."
>
> – Sr. Technician, Major Retailer

LaSalle's blend of certified, trusted processes combined with unbridled, forward thinking expertise creates opportunity where other organizations see problems. Using forward thinking concepts and cutting edge technology exposure, we consistently provide organizational flexibility and business continuity through smart engineering and consistent repeatable delivery.

At the intersection of **LAMP** and LaSalle's **Professional Services** Team, you are able go beyond meeting your business needs through proactive transformative knowledge-based processes and solutions.

LAMP: Web, Mobile and Tablet asset life-cycle management tool

Actionable Intelligence

Professional Services: Seasoned technology leaders and project management

Professional Services

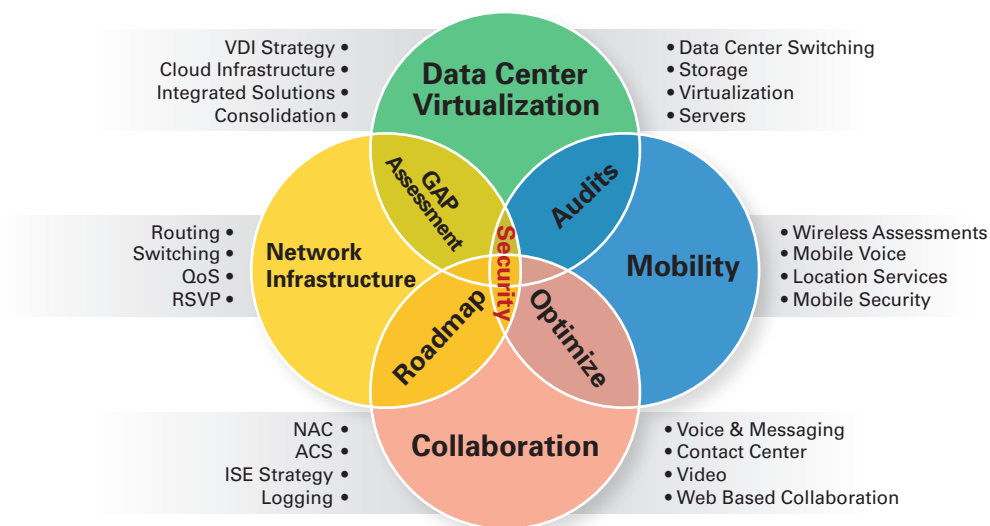|	
Global Distribution:	Deliver equipment and professional services globally.
Staff Augmentation:	Expertise translates into resources. When you need an extra set of eyes or an additional skill set to meet demanding timelines, look to LaSalle for the resources to assist your organization whether it be just for a day, or months on end.
Staging Environments:	Update, pre-configure, "burn-in" testing, or integration assurance.
Customer Centric:	Consistently looked to as a trusted advisor for our customers. LaSalle's emphasis is on increasing business performance or reducing cost of ownership for you.
Lab Environment:	LaSalle invests in today's technology as well as keeping pulse of trends for tomorrow to enable our lab environment to evolve and stay true to being a vendor agnostic network and computing environment. This allows us to easily design and test new products and solutions and gives us the ability to demonstrate your specific use cases, proof of concepts, technical comparisons, environment duplication, and integrated solutions.
PMO Expertise:	Senior level experience and processes enable strict adherence to industry best practices.
Forward Thinking:	Actionable leadership that mentors each member of our team to ensure "best" thinking is engrained in each engineer with proven results solving real world complex problems where other solution providers often fail.
Operational Monitoring:	Professional Services develops processes and engages tools that assist your organization with monitoring and improving operations.
Industry Experience:	Unique leadership team with a combination of deeply technical real world experience and business acumen from both public and private sectors and all industries.

Technology:
Once LAMP and LaSalle's Operations team is fully plugged into your environment, LAMP enables you to transform raw data collected into powerful knowledge and insights such as proactively identifying end-of-service, end-of-life, product roadmap planning, and technology enabling business architectures to transform your business.

The LaSalle Professional Services team works with you, taking the *Actionable Intelligence* to plan for the future whether enhancing mobility, infrastructure or security needs, optimizing existing processes and technologies or developing technology migration paths. LaSalle Professional Services has the expertise and knowledge of best practices that can empower your organization to be sure you have the best solution to meet your company's business goals.

"LAMP is a fantastic product that helps organize and track your network assets, service contracts and end of life/end of sale information."

– Senior Network Engineer, Global provider of professional precision instruments and services

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Helping You Manage the Life-Cycle of Your Assets.

VDI Strategy •
Cloud Infrastructure •
Integrated Solutions •
Consolidation •

Data Center Virtualization

• Data Center Switching
• Storage
• Virtualization
• Servers

GAP Assessment

Audits

Security

Routing •
Switching •
QoS •
RSVP •

Network Infrastructure

Mobility

• Wireless Assessments
• Mobile Voice
• Location Services
• Mobile Security

Roadmap

Optimize

NAC •
ACS •
ISE Strategy •
Logging •

Collaboration

• Voice & Messaging
• Contact Center
• Video
• Web Based Collaboration

Driving Transformative Solutions

Consciously combining current objectives with consideration for lessons learned through real world projects and experience, the LaSalle Professional Services team transforms problem solving, assessing every engagement as an opportunity to introduce improvement.

While each customer engagement may be different in nature or technical element, the ability to find the correct solution for your unique business while simultaneously creating business or process improvement that impacts bottom line consistently distinguishes LaSalle Solutions from the rest of the market. Bringing foundational elements and *Actionable Intelligence* to create proactive transformative business solutions are defining components of LaSalle Solutions' Professional Services team.

Find out how LaSalle can help you today!
Contact us at info@elasalle.com or 847-823-9600.

"Wow! And I just sent you a voice mail thinking you may not have seen this one yet! Thank you! The next thing I know is you will be sending back the quotes five minutes before I send them to you."

– Logistics Coordination Engineer,
Major Consumer Products Company

Network Technologies Skills Overview:

Common Hardware
Cisco 6500/7600 Core Routers
Juniper M,MX,SR,SRX,
Cisco LAN Based Switches
    (29xx,36xx,37xx,38xx,45xx)
Metro Ethernet (ME 34xx)
Juniper J-series routers 23xx,43xx,63xx
Cisco ASR Routers
Cisco ISR G1, G2
    (8xx,18xx,19xx,28xx,29xx,38xx,39xx)
Juniper Switches (EX series & QFabric)
Cisco Nexus: 1000V,2xxx,3xxx,5xxx,7xxx
    (ATP Certified)
Load Balance (Cisco ACE, F5)

Technology
Routing (BGP,OSPF, EIGRP, RIP, ODR)
Switching (Spanning Tree, Fabric Path)
Bandwidth Management (QoS Layer 2
    and Layer 3)
MPLS (EoMPLS, VRF, VRF-Lite, MP-BGP, VPN)
VPC design and configuration
Virtual trunking protocol (VTP)
Spanning tree protocol (STP)
VLAN pruning
Ether-channel
802.1Q – VLAN tagging
QoS – Class of service (COS) marking
Fiber and Ethernet 10/100/1000/10000
BlueCoat – Proxy, Application FW,
    Performance monitoring
SysV & BSD UNIX
Linux (All Distributions Kernel Hacking
    Experienced)
FreeBSD 3.4 - Current (Core Committer &
    port maintenance)
ALT-Q & Kern Bypass
Qualitative Application Multicasting
Customized Dynamic Loadable Kernel
    Modules
Custom Dynamic System Tunable's or ctls
Customized Packet shaping and
    application based packet filtering
Layer 2 Multicast IO virtualization
DTH Packet IO // NetMap optimization
DSCP to DTH translations
Fast Packet Scheduling Algorithms (QFQ)
Virtualized IO emulation and testing
    • Dummynet
    • Local Traffic Shaping
    • NTOP // NMON
Network Performance Monitoring
    and Reporting

LaSalle Solutions

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