



PRESS RELEASE

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LaSalle Solutions Builds Private Cloud Network Architecture for Data-Driven IT with Comcast Business

*Three-site Ethernet Network Service Establishes Reliable Platform with Gigabit Performance
for Technology Solutions Company*

CHICAGO – February 27, 2017 – [Comcast Business](#) today announced that LaSalle Solutions is using its [Ethernet](#) services to support its network architecture move to a private cloud environment. A necessary element for the technology operations of large enterprises with multiple locations, Comcast's innovative infrastructure links [LaSalle Solutions](#) headquarters and data center with two other sites, enabling the company to offer cloud and hosting services to Chicago-area businesses.

Based in Rosemont, Illinois, LaSalle Solutions is a subsidiary of MB Financial Bank, N.A., which operates in California, Texas and across the Northeast. During a period of acquisition growth for the parent company, LaSalle Solutions — a national technology solutions company that provides services to support IT organizations with their lifecycle asset management services, including lease financing, maintenance contracts management and engineering services — was required to relocate and separate from the data center in its headquarters building. This move challenged LaSalle's ability to serve its customers and establish connectivity between multiple locations. When evaluating its network design needs, LaSalle enlisted the help of a trusted technology partner [Teleconsortium](#), which managed the provisioning of the cloud network and recommended Comcast Business' [Ethernet Network Service](#) (ENS), because of its reputation as a reliable carrier.

"Having worked with LaSalle Solutions for many years, we understood the company's unique network needs when it came time to expand and connect a distributed network of locations," said Raul Todd, owner and founder of Teleconsortium. "We knew LaSalle's existing point-to-point connection approach wouldn't meet the company's long-term-growth needs, so we used Comcast's Ethernet Network Service to establish a stable network architecture and to support us in backing up data-intensive files."

Comcast Business' Ethernet Solution provides each site with 1 gigabit per second (Gbps) capacity, which helped to expedite the transfer of data replicated on a daily basis with reliable connectivity between the firm's headquarters and its two other locations. Comcast Business Ethernet enables LaSalle to build public and private cloud infrastructures: the public cloud offering access to programs, such as Basecamp and Webex, and the private cloud used to give customers a place to securely store and access their business-critical data.

"LaSalle is built on trust, accountability and relationships, and we understand that companies are in business to be successful," said Edward Garcia, chief information officer, LaSalle Solutions. "Comcast Business gives us high-speed connections that make it seem as if we're in the same building. In addition, the company's value-added services are reliable and have helped us grow our business and serve our customer needs at the same time."

"Businesses like LaSalle Solutions provide technology services that help the local economy run, which is why it's so important for us to provide a network infrastructure that can support its demands," said Jay Dirkmaat, Greater Chicago Region Vice President of Comcast Business. "We're proud to provide services and technology that can help LaSalle expand their business quickly and cost effectively."

About LaSalle Solutions:

Founded in 1980, LaSalle Solutions is a leading provider of technology lifecycle asset management services. LaSalle enables its customers to improve their technology operations through enhanced processes, management and reporting for better planning and return on investment. LaSalle Solutions' processes, outstanding customer service and powerful, market-leading cloud-based toolset, LAMP, enable customers to obtain better business outcomes through transparency and reliable results at their fingertips.

LaSalle Solutions is a subsidiary of MB Financial Bank, N.A., a commercial bank headquartered in Chicago. MB Financial Inc. is the publicly traded holding company for MB Financial Bank, N.A. and is traded on the NASDAQ as "MBFI."

For more information on LaSalle Solutions, please visit www.elasalle.com and www.YouTube.com/LaSalleSolutions

About Comcast Business:

Comcast Business offers Ethernet, Internet, Wi-Fi, Voice, TV and Managed Enterprise Solutions to help organizations of all sizes transform their business. Powered by an advanced network, and backed by 24/7 customer support, Comcast Business is one of the largest contributors to the growth of Comcast Cable. Comcast Business is the nation's largest cable provider to small and mid-size businesses and has emerged as a force in the Enterprise market; recognized over the last two years by leading industry associations as one of the fastest growing provider of Ethernet services.

For more information, call 866-429-3085. Follow on Twitter @ComcastBusiness and on other social media networks at <http://business.comcast.com/social>.

About Comcast Cable:

Comcast Cable is one of the nation's largest video, high-speed Internet and phone providers to residential customers under the XFINITY brand and also provides these services to businesses. Comcast has invested in technology to build an advanced network that delivers among the fastest broadband speeds, and brings customers personalized video, communications and home management offerings. Comcast Corporation (Nasdaq: CMCSA) is a global media and technology company. Visit www.comcastcorporation.com for more information.

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