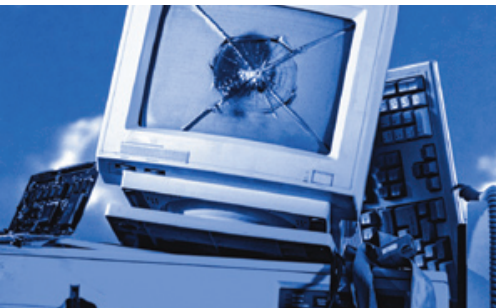




LaSalle Disposal Services

Are you dealing with issues around disposal of your personal computers, monitors, associated peripheral equipment and telecommunications equipment?

- Data security
- Environmental concerns
- Personnel availability to manage logistics of asset removal
- Accurate reporting of retired assets for easy removal from fixed asset systems and tax rolls



As most states are quickly establishing environmental regulations that prohibit the improper disposal of computer equipment, businesses are

scrambling to find answers to questions such as:

- ✓ **Is there any value that can be recouped from this equipment?**
- ✓ **How can I properly dispose of this equipment?**
- ✓ **Is there anyone that can help me assess how to most cost-effectively recycle this equipment?**

LaSalle partners with the best resources to ensure the re-marketing, re-utilization and recycling of personal computers, monitors, associated peripheral equipment and telecommunications equipment are done using the best processes and procedures to ensure your security and economic needs are met. LaSalle helps you manage this process so you don't have to deal with regulations such as:

HIPAA ■ Gramm-Leach-Bliley ■ EPA

All disposal services are

customized to your unique needs

and LaSalle ensures you have access to the process and all certifications online, with the click of a button through our comprehensive toolset, **LAMP**.

LaSalle partners with best of breed service partners to ensure your process is optimized and the equipment gets the maximum value. We:

- Insure data security
- Comply with EPA, FTC, GLB, & HIPAA regulations
- Eliminate financial exposure/risk
- Recycle technology equipment
- Provide online reporting
- Customize services to meet your organization's unique needs

continued on reverse



continued

The process is easy:

1. Develop a clear understanding of your requirements. Our approach is to jointly develop a Scope of Work (SOW) that details mutual expectations and responsibilities. Once this framework has been established, we can become an integral partner in solving your specific IT Asset Disposal and re-marketing issues.
2. Retired equipment is received at one of our processing facilities where each item is immediately bar coded for total accountability.
3. The units are audited and tested with detailed reports provided listing equipment status (working vs. non-working), configuration, serial number, asset tag, etc.
4. The reports are communicated electronically so that your accounting department may remove those assets from depreciation schedules, and more importantly, remove them from maintenance contracts and personal property tax (PPT) rolls. Continuing to pay PPT is one of the largest hidden costs in not having implemented a successful disposition strategy.
5. Based on your needs, working units are sold at the highest attainable prices in the used equipment industry, as we monitor domestic and international market prices for optimum revenue to maximize your economic return. In some cases, even though the units may be in good working condition, the value of their parts (remember the old adage: the sum of the parts is greater than the whole?) may exceed current prices for a working unit. All revenue is reported and shared as per our customized agreement. Profits for the sale are split 50%/50%.

“LaSalle customizes disposal services to your unique needs.”

6. Units you select, non-working units, those with missing parts or slightly damaged assets are dismantled and sold component by component (e.g. hard drives, memory, CPU's). The circuit boards are removed and the chips retrieved for sale. Creating value from parts that most others discard provides the extra value return our clients appreciate. Profits again for the sale are split 50%/50%.

Any remaining materials are recycled in strict accordance with appropriate environmental regulations.

Auditing, data sanitation, disposal and reporting will all be included in a \$10 per unit charge.

Whether your goals include data security, revenue maximization or environmentally-friendly recycling, LaSalle is your partner for re-marketing, re-utilization and responsible recycling. For details and answers to your questions, contact us at 847.823.9600.

LaSalle Solutions is an independently operated company and a subsidiary of MB Financial Bank. MB Financial Bank's holding company, MB Financial, Inc., is traded on the NASDAQ as "MBFI".