

The Signature Group, Inc. (TSG)

Cisco Advanced Wireless LAN Specialization

Vienna, VA– March 24, 2011

The Signature Group, Inc. announced today that it had achieved the Advanced Wireless LAN Specialization from Cisco®. This specialization recognizes TSG as having fulfilled the training requirements and program prerequisites to sell, deploy and support advanced Cisco Wireless LAN solutions. This is the 10th consecutive year that TSG has maintained its status as Cisco Wireless experts.

“TSG is known for providing the highest level of quality to our clients, especially those with very complex needs requiring cutting-edge skills. This certification is just another confirmation of the Culture of Excellence that TSG delivers to our clients!” remarked Rich Dobry, Executive Vice President of The Signature Group.

“As a Cisco Advanced Wireless LAN Specialized Partner, The Signature Group’s training investment ranks them among the industry’s most-qualified in providing wireless LAN solutions,” said Wenceslao Lada, vice president of worldwide channels borderless network architectures at Cisco.

The Cisco Advanced Wireless LAN Specialization is designed to help the company’s channel partners deliver the wireless solutions their customers need to increase their productivity and responsiveness, extend applications beyond the wired network, and overcome obstacles encountered with traditional wired communications. Cisco Advanced Wireless LAN Specialized Partners are able to build solutions based on the entire suite of Cisco wireless LAN products, including Cisco access points, Cisco Unified Wireless LAN Management solutions, Cisco Wireless LAN Controllers, Cisco wireless bridge solutions, Cisco wireless LAN client adapters and Cisco Unified IP Phone 7900 Series handsets.

The Cisco Resale Channel 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 resale partner certifications—Select, Premier, Silver and Gold—represent an increasing breadth of skills across key technologies and a partner’s ability to deliver integrated networking solutions. Cisco resale partner specializations—SMB, Express, Advanced and Master—reflect an increasing depth of sales, technical and service expertise in particular technologies. Achieving Cisco Advanced Wireless LAN Specialization also provides TSG access to comprehensive sales, technical, and lifecycle services training and support available from Cisco.

About The Signature Group, Inc.

The Signature Group, headquartered in Vienna, Virginia, provides IT consulting, implementation and managed services that increase our clients revenue opportunities, decrease operating cost, increase organization efficiency and mitigate risk. Monitoring, managing and remediation of network environments 24x7; managed hosting and cloud computing solutions; data protection and disaster recovery solutions -- TSG provides IT to meet the ever-changing needs of business.

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