



## Trans-Soft Announces Strategic Alliance With Structured IS

**Phoenix, AZ** — Trans-Soft, Inc. a leading provider of IT services and managed data centers for the logistics industry, today announced a strategic alliance with Structured IS, Inc, a leading provider of managed IT services covering many business markets.

“Despite recent economic conditions many of our customers have continued to grow and expand their business. Some of them have struggled with new or existing technology systems”, says Brad Hockersmith, President of Trans-Soft, Inc. “Our partnership with Structured IS will allow us to leverage the resources and technology of both companies to offer a more complete range of services

from user desktop management, to server and application hosting, as well as consulting and implementation services. This will allow our customers to better utilize their own assets and resources while we manage their IT requirements.”

### About Structured IS, Inc.

Structured IS, Inc., headquartered in Los Angeles, provides managed IT services to businesses throughout the US. Structured IS provides pro-active systems management and monitoring using advanced remote management tools to reduce network issues and downtime using best practices. Additionally, Structured IS provides virtual-

CIO services for technology consulting and strategic planning.

### About Trans-Soft, Inc.

Trans-Soft, Inc provides managed data center services and software application hosting for clients in the freight forwarding and logistics industry. For over 15 years Trans-Soft has provided software application development and business consulting services, as well as general IT support.

For more information about this partnership or our products and services, visit our websites at [www.trans-soft.net](http://www.trans-soft.net) and [www.structuredis.com](http://www.structuredis.com) ✈

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## Roanoke Trade Services Announces Glenn Patton as Regional Vice President

**Los Angeles, CA** — With nearly 20 years of insurance experience, Glenn Patton was recently promoted to Regional Vice President of Roanoke Trade’s Los Angeles, San Francisco and Seattle offices. As such, he is responsible for overseeing the service performance and operations of these locations. Prior to this role, Glenn was a sales executive for Roanoke Trade, where he won the loyalty of new and existing clients with consistent delivery of effective coverage and service. His experience as a claims adjuster when joining Roanoke Trade in 1998 gave him insight into the company’s strength in client advocacy and claims settlement expediency. Prior to joining Roanoke Trade, Glenn worked at a property and casualty brokerage firm.

Glenn is a Finance graduate of California State University, Northridge and is a licensed

insurance broker. His technical expertise is concentrated in cargo insurance, errors & omissions, property/casualty and bonds for transportation specialists. This technical competence coupled with consistent follow-through ensures a quality service experience for Roanoke Trade clients, and that is his mission for his region — and for the organization. As Patton remarked, “In an ever changing world in which we all take certain risks, clients rely on us to help identify what risks are worth taking and what risks can be managed through insurance. What we do is beyond just selling insurance or bonds... we make certain that our clients ascertain peace of mind knowing that we are continuously looking out for them and helping eliminate financial losses they can suffer as a result of overlooking specific exposures.”

As a board of directors member for the

Foreign Trade Association (FTA) of Southern California and a board member of his local Organization for Women in International Trade (OWIT), Glenn actively contributes to the trade community that Roanoke Trade serves. Glenn also conducts various risk management workshops for trade groups, and has been a speaker at the Air Freight Forwarders (AFA) and National Customs Brokers and Freight Forwarders of America (NCBFAA) annual conferences.

Roanoke Trade is a subsidiary of Munich Re and an affiliate of Watkins Syndicate at Lloyd’s of London and was originally established in 1935. Its focus is providing long-term value to clients by meeting their transportation related insurance and surety needs as part of a forward-thinking global organization. To reach Glenn or his service team, you may call 1-800-ROANOKE. ✈