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TRACE3 DOUBLES DOWN ON MANAGED SERVICES PORTFOLIO, HIRES INDUSTRY VETERAN MIKE BANK

IRVINE, CALIF. – October 10, 2023 – Leading technology solutions consultant, Trace3, underscored the company’s commitment to enhancing its managed services portfolio with the appointment of Mike Bank as Vice President of Managed Services, Sales.



With Bank on board at Trace3, the company plans to expand its managed services portfolio, augment its existing talent with highly experienced managed services delivery resources, and optimize its end-to-end service approach with clients.

“Throughout my career, I’ve been instrumental in developing effective business strategies, fostering team culture, and achieving substantial growth in market share and sales effectiveness,” Bank said. “This is an incredible time to join Trace3 and further shape the success its managed services business has built over the years.”

Bank’s extensive track record spans more than two decades of developing and delivering managed services tailored to the unique needs of commercial and enterprise markets. His expertise extends to upskilling sales teams and implementing outcome-based approaches that drive client success.

“Mike firmly believes that the key to running a successful managed services practice lies in cultivating a culture of client intimacy, which is a brand pillar of Trace3’s and a key to our go-to-market,” Trace3 President Joe Quaglia said. “Through his view on technology as an enabler, we already see Mike’s dedication to delivering value-driven services and leveraging Trace3’s strong technical expertise as a differentiating factor for our clients.”

Prior to joining Trace3, Bank served as the Vice President of Sales & Strategic Alliances at Synoptek, where he played a pivotal role in new customer acquisition, oversaw strategic alliances, devised sales strategies, and championed talent development initiatives.

Trace3 looks forward to the valuable contributions and leadership that Bank will bring to the organization as the company continues to expand its managed services offerings and elevate its client-focused, consultative, and service-first approach to the market.

About Trace3

Trace3 delivers business transformation. We consult on, integrate, and operate convergent solutions across data, security, and cloud that embrace emerging technology and drive measurable value. For more information, visit trace3.com.

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