

MSP Industry Notes

July 15th, 2019

CGI is awarded major managed and IT contract for Public Transportation Administration in Stockholm.

- The value of the contract is about 900 million Swedish Krona (\$900 million US Dollars)
- Includes IT management, proactive end-point management, consultancy services, end-user and cyber security services

IoT Managed Services Market will grow at a CAGR of 20.% in terms of revenue for 2018-2026 according to Persistence Market research

Microsoft has selected Aryaka as one its first partner for managed services provider program.

<https://www.fiercetelecom.com/telecom/azure-picks-aryaka-for-new-managed-service-provider-program>

Vion a cloud service provider launches Vion Cloud Enterprise

- Better able to provide clients with the public cloud experience they want behind their firewall
- Allows clients to manage multi-cloud environments from a single cloud platform
- Simplifies the entire multi-cloud management experience

Logically Strengthens Senior Management Team

- Names Karl Noone as Chief Financial Officer
- Noone responsible for finance operations, accounting, financial planning and recruiting
- Previously served as SVO & Corporate Controller for Global Capacity
- Logically is Managed IT Service Provider (MSP) for small & midsize organizations

ThinPrint Launches Cloud Partner Program for Microsoft CSPs

- New partner model is designed for cloud service providers to integrate ThinPrint's ezeep for Windows Desktop into their services portfolio
- ThinPrint is being presented at Micro Inspire 2019 in Las Vegas

- Goal is to enable Microsoft Cloud service providers to easily add professional printing support to their services

Great America Launches Enhanced Private-Label Managed Security Service Provider (MSSP) Solution Collaboration MSSP Offering help IT Solution Providers

- Collaboration Master MSSP to provide end-user clients with different cyber security components they seek
- Help progressive IT providers differentiate in the IT channel
- Portfolio includes several components designed to help IT providers offer subscriber clients cyber security

Fujitsu and GE Research Join LF Edge as Premier Members to Propel Open Source Innovation

- Launched in January 2019, LF Edge is comprised of five projects
 - Akraino Edge Stack
 - EdgeX Foundry
 - Home Edge
 - Open Glossary of Edge Computing
 - Project EVE

Support emerging edge applications across areas as non-traditional wide and connected things that require lower latency, faster processing and mobility

Joins a growing roster of 70 plus current members

TPx Receives 2019 Unified Communication Product of the Year Award

- Award honors most innovative communication products and solutions
- Integrates several functions and third-party applications into a single function app
- UCx desktop and mobile apps, users are able to call, chat, video conference, start interactive meeting from anywhere

DataBank Deploys Expansion of its Pittsburgh Data Center

- 1500kW of 2N critical UPS IT capacity
- Supplements 400kW of N+1 IT load capacity on first floor N+1, including upgraded rooftop heat rejection equipment
- New 1500kW of IT load supported by two new 2500kW generators with 2N redundancy

- Utility power delivered through new 2N transformers served by DQL 23kVA primary utility service
- 250 Tons of N+1 cooling
- Customer space including office, conference and break rooms

Square Clover Launches Desktop Defenders, Endpoint Detection & Response for SMBs

- MNS offering. Desktop Defenders features advanced endpoint detection and response (EDR) for SMBs
- EDR software provides immediate resolution to ransomware attacks, can restore a PC in minutes

Apiphani Selected as Enterprise Cloud Partner

- Selected by Dallas-Based Hunt Consolidation to host and manage their SAP Business Warehouse and Business Process & Consolidation
- 3 year contract
- Migration with included an inflight upgrade of the underlying HANA database and managed services

Align Ranked in World's Most Elite 501 MSP Providers

- Winners are most elite, innovative and strategic IT service providers on the planet
- Align is a global provider of technology infrastructure solutions
- 32 years offering IT services
- Headquarters in NYC and office in London, Chicago, San Francisco, Arizona, New Jersey Texas and Virginia

One Neck Ranked in World's Most Elite 501 MSP Providers

- Winners are most elite, innovative and strategic IT service providers on the planet
- One Neck placed in the top 20
- Offers full suite of hybrid IT solutions including cloud and hosting solutions, managed services, enterprise application management, advanced IT services and hardware
- 12 years offering services

Cloud Carib Ranked in World's Most Elite 501 MSP Providers

- Winners are most elite, innovative and strategic IT service providers on the planet
- Ranked 150 out of 501
- Highest rated in both the Caribbean & Latin America

- Solutions range from complex bespoke dedicated cloud offerings to hybrid cloud services

Navisite and Alert Logic Provide New Managed Threat Detection

- Fully integrated portfolio of Managed Threat Detection and Remediation services for enterprise cloud clients
- Solution designed with a focus on intelligent threat detection
- Cyberattacks are more frequent
- Clients in need of help in mitigating risk if breach

Alaska Communications Awarded Multi-Million Dollard Contract

- Build high-capacity network in Alaska also to provide network services to major international telecommunications and its client
- 10 year contract and opportunity to extend for another ten years
- Alaska Communications is the leading provider of advanced broadband and managed IT services in Alaska

Acquisitions

- CompassMSP (Jacksonville) acquires GreenPoint (New Jersey)
- Techaisle survey found that 35% of MSP's sees mergers or acquisitions in the next three years