August 4th 2019

MSP & MSSP Industry Notes

NWOIT Services Has Acquired PenTech Computer Company

- N.W.O.I.T been in business since 2008 and founded by Nick Oughton
- Provides managed IT service and cloud solutions
- Based in Saint Louis, Missouri
- Pen Tech Computer Company is an IT service provider that emerged in 1984

Sullivan Data Management is Latest Addition to the Logically Managed IT Platform

- Logically offers Oplogic their intelligent MSP Platform
- Logicallly marks 20 years as IT service provider and MSP in 2019
- Acquisition of Sullivan Data Management to be "the first of many"
- K&R Network Solutions and Winxnet merged in June of 2018 and in April 2019 changed name to Logically
- Plans to acquire 3-5 MSP's every year

Data Intensity Wins Fastest Time to Impact Award at Totango Executive Summit

- Totango innovates in the SaaS solutions space
- Data Intensity the largest multi-cloud managed services provider
- DI has 12 locations in the world with headquarters in Boston, Mass
- Founded in 2001, has more than 650 clients, 800 professionals world-wide, more than 200+ cloud migrations and 15,000 managed environments

eMazzanti Shares 3 Elements of Successful Information Governance

- One of the Top 200 U.S. Microsoft Partners, 5 time WatchGuard Partner of the Year
- New York City area MSP and consultants
- Helps companies manage data and mitigate security risks
- Located in Hoboken, NJ, began offering services in 2001

Sikich named a top managed service provider

- Recognized by MSPmentor 501
- MSPmentor recognizes top managed service providers based on a range of metrics
    - Annual managed services revenue
    - Cloud
    - Managed Services
    - Professional Services
    - Consulting
    - Reselling
- In 2016 Sikich acquired BCG Systems
- Sikich founded in 1982, now ranks as country's 28th largest CPA firm

Leading North American IT Service Management Company Deploys 3CLogic to Enhance Field Services Support

- Headquarters in Rockville, Maryland
- 3Clogic integrates with Servicenow, SUGAR CRM, SAP, Microsoft Dyanamics CRM and others
- Cloud-Based contact center platform company
- Offers enterprise-grade Cloud Contact Center as a Service (CCaaS)

Portland-based IT firm makes acquisition, unveils aggressive growth plan

- Logically located in Portland, Oregon acquires Sullivan Data Management
- Sullivan Data located in Yorktown Heights, New York
- Logically CEO Chris Claudio says the acquisition is part of a larger strategy to expand nationally
- Claudio states T services industry is relatively fragmented with 15-20K small to midsize providers in the United States

Thrive Adds Goodger & Demorcy to New York FinTech Leadership Team

- Thrive a provider of Next Generation Managed Services located in Foxborough, Mass
- Names Scott Goodger as General Manager and Executive Vice President for New York market
- Names Steven Demorcy as Vice President to head Thrive's New York FinTec Cloud Operations

Leading Zero Trust Access Security Provider Pulse Secure Becomes a Member of MSPAlliance®

- Pulse Secure provider of software-defined Secure Access solutions
- Headquartered in San Jose, California
- MSPAlliance has more than 30,000 members worldwide
- MSPAlliance offers members to achieve MSP and Cloud Certifications including, SSAE 16 Audits and achieve certification with MSPALiiance MSP/Cloud Verify Program

EQT Invests in Nexon, a Leading Managed IT Services Provider in Australia

- Nexon, Australian cloud and managed service provider since 2000
- EQT is an investment firm with more than 61 billion Euro's raised in capital

Maple Tech Completes Migration to Amazon Web Services (AWS)

- Maple Tech a provider of cloud-based, core administration technology for property and casualty insurance companies
- Located in Manalapan, New Jersey
- Maple Tech core administration suit, Aspire, offers comprehensive core functionality

Bell Techlogix announces a partnership with the City of Indianapolis

- Indianapolis based IT services and solutions
- Awarded 5 year, $30.5 million dollar contract by Marion County Information Technology Board
- To provide City-County IT Infrastructure for service deask, deskside support, depot services, walk-up support, data network services, data center operations, remote infrastructure monitoring and IT Asset Management

C Spire Business named one of world's top managed service providers in 2019

- C Spire selected for the 6th consecutive year
- Placed 13th on the list of 501 companies worldwide (MSP 501)
- Only MSP in southeastern US to make the top 20
- C Spire has more than 500 service professionals, multiple data centers and operate almost 9,000 miles of fiver optic infrastructure

3Cloud earns Microsoft Azure Expert MSP designation

- 3Cloud a Microsoft Azure consulting and managed services company headquartered in Chicago, Il
- Operates offices in Dallas, Texas and supports clients in North America and Europe
- Earns enter into Microsoft's Azure Expert MSP program

VirtualArmour Expands Managed Services Scope with $150K Contract with Regional Energy Company

- VirtualAmour a global cybersecurity managed service provided (MSSP) headquarter in Centennial, Colorado
- Awarded Managed Firewall services contract with regional energy company
- Includes managed services and professional services for $150,000
- Clients include Fortune 500 companies and several industry sectors in more than countries

Pensare Acquires Two MSPs, Pursues Nationwide UCaaS

- Pensare a PE firm (looks like it to me)
- Hires Graham McGonigal as COO formerly with Vonage and AT&T to lead strategy for acquisitions
- Acquisitions involve buying Computex Technology solutions for $65 million and and unnamed IT solutions provider for $49.5 millio

Carbonite Seeks CEO Amid Security Momentum, Data Protection Challenges

- Mohamad Ali steps down to join IDG as CEO
- Carbonite hires executive search firm to identify next CEO
- Carbonite Chairman Steve Munford named as interim CEO

NetGain Technologies announces new CEO

- IT services provider in Lexington, Kentucky
- NetGain founded in 1984 and largest managed IT provider in South Central US
- Announced Tim Burke as new CEO

MSP Acquisition/ Network Computing Buys Power On Technologies

- Networking Computer Solutions based in Topeka, Kansas provide managed IT solutions
- Acquire Power on Technologies based in Kansas City, Kansas
- Terms of deal no known
- Combined the two companies will support 700 clients and managed 4,000 network devices

NetLogix Selected to the Channel Futures MSP 501 List

- Selected to The Channel Futures MS 501 list for 2019