

April 17th, 2022

IT, MSP & MSSP Industry Notes

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[Arcoa Group](#)

Why partnering with ARCOA makes sense

Electronics Recycling is an important and profitable part of the IT asset lifecycle, but it can be overwhelming with all you already do, varying state regulations, and the limited resources at hand. That's where ARCOA comes in. When you partner with ARCOA, you get all the benefits of a big company without any of the capital investment. We've been doing this since 1989 and have the expertise, certifications, and nationwide resources to get the most for all your clients' retired IT assets. Plus, positioning your clients as environmental stewards not only elevates their appeal to consumers, it meets government requirements and avoids fines.

What partnering with ARCOA looks like

Our role is to make it easy for you to bring more value to your clients. We work with you to help stretch your clients' IT budget by reducing the total cost of ownership of their electronics. We're experts at identifying and implementing the solutions your clients need for the end-of-use remarketing, recovery, and recycling of their technology assets. The sooner you involve ARCOA, the sooner you and your clients

[Canon Publishes Guide to Help Customers Protect Environment Against Cybersecurity Threats](#)

- announced that Canon has published a [white paper](#) that covers cybersecurity guidelines for organizations and their systems that manage important information
- white paper, created by Canon Inc. and verified by Trellix (former McAfee Enterprise)
- relate device functions and settings to specific cybersecurity controls are also part of the white paper

[Canon warns of possible security issue](#)

- Potential security vulnerability in the RSA key generating process in the cryptographic library used by many Canon imageRUNNER ADVANCE MFPs
- Hackers could use to possibly decipher captured communications
- Firmware updates to resolve problem now available

[AireSpring Adds Fortinet FortiPortal to Its Managed SD-WAN Solutions Portfolio](#)

- announce that it has added Fortinet's FortiPortal to its managed SD-WAN and Security product offering
- AireSpring provides access to hundreds of carriers and cable companies in the US and around the Globe



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Quadient Continues Footprint Expansion in Document Automation Cloud Solutions with ...

- announced launch of Impress Distribute in Germany, expanding to another European market the capabilities of [Quadient® Impress](#)
- cloud-based document automation for small and medium businesses (SMBs)
- SPS is an outsourcing provider for business processes solutions and innovative services in document management

Imprivata Acquires SecureLink to Deliver a Single-Vendor Platform to Manage and Secure ...

- announced it has closed its acquisition of [SecureLink](#)
- acquisition addresses the rapidly growing need for a single source to enable and protect all digital identities
- Imprivata is the digital identity company

Y Soft offers new RFID badge reader

Now offering the MFX Ultimate Reader, billed as the “most universal” reader in the market

- Combines mobile, HID and Legic in one device
- Free product lifetime warranty
- Can be used with MFPs and printers using Y Soft’s secure print release solution

Kaseya to acquire Datto in US\$6.2 billion transaction

- Re3ported on Channellife
- will offer Datto’s shareholders US\$35.50 per share all cash
- all-cash transaction will be funded by an equity consortium led by Insight Partners, with significant investments from TPG and Temasek and participation from investors including Sixth Street
- Kaseya is a unified IT management and security software provider for managed service providers (MSPs) and small to medium-sized businesses (SMBs)

CyberEdge publishes report

- 85.3% of organizations surveyed have experienced a cyber attack
 - 40.7% hit by 6 or more attacks
 - 71% hit by ransomware
 - 62.9% pay the ransom
- Shortfall of skilled IT security personnel is top factor that inhibits adequate defense
- Also low security awareness among employees
- 12.7% of IT budget on average spent on security
 - 83.2% are increasing the spend
 - 11.9% of healthcare IT budget is spent on security
 - Will increase budget by 3.6%
- 76% of healthcare organizations predict increased attacks
- 57.6% claim to have endpoint detection security solution in place
 - Endpoints include copiers, fax machines, scanners and printers
 - 31.8% plan on buying in 2022
 - 53.3% claim to have endpoint hard drive encryption
 - 36.2% plan to get in 2022
- 41.1% outsource cybersecurity detection and response
 - 33.3% outsource vulnerability scans



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Nevada IT Solutions: Managed IT Services & Security Wins 2022 NCET Tech Awards

- named winner of the Northern Nevada's Technological Community at NCET Tech Awards
- NCET presented the award to Nevada IT Solutions Reno-Sparks Convention Center
- more about Nevada IT Solutions and the award can visit the website at <https://www.ncet.org/ncet-tech-awards>

Keio University and Fujitsu Successfully Demonstrate Technology to Streamline Management of Digital Identity Data

- announced Japan's first successful field trials of a self-sovereign identity(1) technology
- new technology facilitates the distribution of digitally managed information attributable to individuals (digital identity) between different organizations and services

JFS Partners Announces the Acquisition of Transcendent by Airiam

- Specialized M&A Advisory and Consulting firm facilitating transactions in the MSP, cloud, colocation and communications industries
- Announces acquisition of [Transcendent](#), a leading IT consulting and managed service provider based in Hartland, Wisconsin, by [Airiam](#)
- [Airiam](#), a managed services provider headquartered in Miami Beach, Florida

Lock in on Cyber Security with ARCOA

- customer has a staggered refresh cycle, the value of the equipment can be issued in the form of a credit growing over time
- identifying assets that are usually passed over and often have significant value
- Will generate Environmental Impact Reports at no charge

Cybersecurity Notes

- Viasat Corp. notified tens of thousands of customers of its consumer broadband modems that devices may have been compromised by recent Russian AcidRain malware attack.
- Bradley International Airport of Connecticut notified an unknown number of customers that their info may have been exposed after cyber attack.
- Smartmatic Inc., one of the providers of voting machines in the U.S., admitted that it suffered a data leak, and terminated an employee involved.
- German police claim they have shut down Hydra, which operates a marketplace for stolen info on the Dark Web.
- Texas Department of Insurance notified 1.8 million patients that their PHI may have been exposed after "data security" event
- Parker Hannifin Corp., headquartered in Cleveland, Ohio, notified an unknown number of employees and customers that a ransomware group has apparently stolen "several gigabytes" of files.
- Bloomberg News published results of survey:
 - 80% expect to increase or maintain technology spending in the next 12 months
 - 72% said they will likely increase their budgets by 9 percent or more this year.
 - 87% say cybersecurity is more important
- North Carolina A&T University notified an unknown number of students that their info was exposed after ransomware attack.
- The FBI published another warning of increased ransomware attacks aimed at healthcare vertical and local government agencies.
- Englewood Health of New Jersey notified 4,000 patients that their PHI was exposed after cyber incident.
- Aberdeen Research published report on endpoint security (endpoints include MFPs, printers, fax, etc.)
 - From 5% to 80% of endpoint devices on networks are NOT visible to IT and security staff
 - **Between 4.7% to 8.5% of these devices are already infected with malware**





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