

February 5th, 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 client.

### [Cybersecurity Notes](#)

#### [Lead for Backup Disaster Recovery Services](#)

#### [API Security Reference Guide Provides Important Security Information for Businesses on Data Privacy Day](#)

- announces five pillars for API Security
  - confidentiality
  - availability
  - authentication/authorization
  - integrity
  - audit
- Sensedia supports companies to become more digital, connected and open through a technology platform and expertise in APIs and Microservices

#### [InterVision Expands Its Managed Cloud and Security Services Portfolio](#)

- announced new offerings: Managed Cloud Services (MCS) for AWS and Azure cloud environments and Penetration Testing as a Service (PTaaS) powered by RedSpy<sup>365</sup>
- services offer enhanced and expanded cybersecurity designed to address current business and resilience concerns
- [InterVision](#), is an information technology (IT) managed services provider

#### [Acronis Announces Sponsorship of MSP EXPO Florida 2023](#)

- announced that it will be a gold sponsor at the [MSP EXPO](#), held February 14-17, 2023 at the Broward County Convention Center in Fort Lauderdale, Florida
- Collocated with [ITEXPO](#), #TECHSUPERSHOW MSP EXPO is The Premier Conference and Networking Summit for MSPs



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- Acronis at MSP EXPO at booth 735 to learn more about the company's unified data protection and cybersecurity solutions
- [Registration](#) for MSP EXPO is now open. Use code "Acronis25", or the following link, for 25% off #TECHSUPERSHOW All Access Superpass: <https://www.tmcnet.com/scripts/events/registration.aspx?theplan=ITMSP0223-AS&sc=Acronis25>
- Acronis unifies data protection and [cybersecurity](#) to deliver integrated, automated cyber protection

#### [Kaseya increases channel commitment with boost to MDF and headcount](#)

- Reported on computer weekly
- "Since the Datto acquisition, we've been building on their highly successful Global Partner Programme to extend its benefits across all of Kaseya," said [Kaseya](#) CEO Fred Voccola

#### [Lead for Information Technology Support Services](#)

#### [Quocirca on use of cloud computing](#)

61% of business expect to be fully or mostly using the cloud for their IT infrastructure by 2025

- Up 27%
- 20% are deemed cloud leaders by moving all to the cloud
- 49% of cloud leaders expect a decline in print
- 28% of cloud laggards (those who do not use cloud) expect a decline in print
- Sustainability and cost savings are top two motivating factors to move to cloud

#### [Square 9 to add AI to solution](#)

Square 9 Software of Connecticut, is maker of Softworks document management solutions

- Launched TransformAI, which captures data from documents by intelligently discerning the identity and location of information on each page
- Completely forgoes use of template-based data extraction
- Reduces number of human touch points necessary to capture info

#### [Aptum Earns Microsoft Azure Expert Managed Service Provider Recognition,](#)

- announced it has been recognized by Microsoft as an Azure Expert MSP
- [Aptum](#), is a hybrid multi-cloud managed service provider (MSP)
- designation identifies Aptum as a qualified global partner to deliver Azure solutions to customers

#### [Sharp ships new color MFPs with AI](#)

Now offering the BP-70C and BP-50C series

- BP-70C65 (65ppm), BP-70C45 (45ppm) have document feeder that holds up to 300 originals
  - Scans both sides of original at same time
  - Top scan speed of 280ipm or 140opm
  - Motion sensor to detect user approach and activates MFP
  - Optional double feed detection kit
- BP-50C26 (26ppm), BP-50C31 (31ppm), BP-50C36 (36ppm), BP-50C45 (45ppm) and BP- 50C55 (55ppm) have document feeder that holds up to 100 originals
  - Traditional reversing document feeding
  - Top scan speed of 80opm



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#### 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

#### directprint.io adds new feature to its serverless print management solution

- [directprint.io](#) has added a brand new internal directory to its serverless print management solution
- makes it easier for customers to seamlessly take print to the cloud
- Designed to complement existing support for [Microsoft Azure AD](#) and [Google Workspace](#)

#### Proof that cybersecurity is growing in importance

Thoma Bravo, a private equity company, announced it will spend \$1.3 billion to buy Magnet Forensics

- Based in Waterloo, Canada, markets suite of digital forensic tools and incident response solutions
- Has already acquired Ping Identity, SailPoint, Sophos, Imperva, LogRhythm, AppOmni, Proofpoint and Venafi

#### iCoreConnect Inc. Announces Appointment of Two Leading Industry Executives to Its Board of Directors

- announced the appointment of Kevin McDermott, SAP, and Harry Travis, The Travis Group, to the company's Board of Directors
- [iCoreConnect, Inc.](#), is a cloud based Software-as-a-Service (SaaS) company with an enterprise and healthcare workflow platform
- [Kevin McDermott](#) has been with SAP for 19 years and presently is Head of North American Channel Sales for [SAP](#).
- [Harry Travis](#) is President of The Travis Group. Prior to forming his company, Harry was Senior Vice President, Member Services Operations at CVS Caremark

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