

October 31st, 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

[Are US supply chain problems over?](#)

- Reported on thehill.com
- Snarled supply chains that helped fuel red-hot inflation are slowly disentangling
- But we are never going to go back to the levels of stability that we used to have before COVID," said Sergio Gutierrez, CEO of freight logistics firm RPM
- "Challenges to our supply chains will become the rule, not the exception," Volkswagen CEO Oliver Blume said on an earnings call

[Armis Announces APEX Manage Program](#)

- announced its [Armis Partner Experience \(APEX\) Manage Program](#)
- partner program for Managed Service Providers (MSPs) and Managed Detection and Response Providers (MDRs)
- [The Armis Asset Intelligence Engine](#) – the world's largest asset knowledgebase – is tracking over three billion devices

[directprint.io to attend 2022 CITE Conference](#)

- *Will showcase its cloud-based, SaaS print management solution at CITE's largest event of the year*
- directprint.io has enabled hundreds of schools and districts in North America to revolutionize print management and lower print-related expenses
- [directprint.io's serverless print management solution](#), compatible across Google Workspace and Chromebook, Microsoft Azure AD and Windows environment

[Bitdefender and Sharp Partner to Boost Threat Prevention in Multifunction Business Printers](#)

- Bitdefender and Sharp Electronics, have announced a new partnership
- integration of [Bitdefender antimalware technology](#) into Sharp's A3 multifunction printers (MFPs)
- Bitdefender advanced antimalware technology, scanning all data and files processed on the Sharp A3 MFPs

[New DropBox Sign](#)

- Save time and paper when you use Dropbox Sign (formerly HelloSign)
- can [sign your digital documents](#) faster and more efficiently. With Dropbox Sign, you have **unlimited signing** free within Dropbox

[CloudScale365 Acquires Priorpoint](#)

- announced the completion of the company's acquisition of Priorpoint, regional service provider located in Myrtle Beach, South Carolina
- Priorpoint IT, backup, and disaster recovery needs

[Docufree Acquires Document Intelligence Solution Provider DealerDOCX](#)

- acquisition of DealerDOCX, a cloud-based document-management solutions for the automotive industry

[ZainTech enters agreement to acquire leading managed cloud provider, BIOS Middle East](#)

- enters into an agreement for the complete acquisition of BIOS Middle East, a regional managed secure cloud provider with a presence in the United Arab Emirates, Saudi Arabia, and Oman
- establishment in 2002, BIOS has served over 300 global and regional customers by offering managed services and cloud solutions with 24x7x365 support

[Intrusion Partners with vTech Solution](#)

- announced a partnership with vTech Solution, a Washington D.C.-based managed IT services firm
- will boost the company's current cybersecurity offering through managed and professional services
- vTech Solution offers monitoring, pre-sale, post-sale, installation, complimentary services, and product discovery
- Intrusion, Inc, provides cyber-attack prevention solutions, including zero-days

[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

[Lexmark Enhances Cloud Services with Translation Assistant Solution for Real-Time ...](#)

- announced updates to its Lexmark Cloud Services Platform, including [Lexmark Translation Assistant](#) (LTA), a solution that provides real-time document translations services
- can scan documents in the original language using a Lexmark MFP, select the appropriate output language from several choices, and receive a translated* document within minutes
- Lexmark also launched Lexmark Cloud Scan Management, a cloud-based portal, and several upgrades to Lexmark Cloud Print Management
- Scan Management
 - Improving the speed of paper-based processes
 - Enabling easy conversion of hardcopy paper documents into a digital format
 - Scanning documents directly into a cloud-based file-sharing system
 - Easily sharing and adjusting documents remotely
 - Sharing with complete security in the cloud



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Fujitsu Launches 'Fujitsu Computing as a Service' in Japan

- announced that it started to offer “Fujitsu Computing as a Service” (CaaS)
 - portfolio to deliver customers access to world-leading computing technologies via the public cloud to the Japanese market
 - new cloud services include “Fujitsu Computing as a Service HPC” (hereinafter CaaS HPC) as well as “Fujitsu Computing as a Service Digital Annealer” (hereinafter CaaS Digital Annealer) for developing and running simulations, AI technologies and combinatorial optimization applications.
- The launch also includes “Fujitsu Computing as a Service Technical Consulting Services” (hereinafter CaaS Technical Consulting Services) that support the selection of the optimum environment according to the characteristics of customers’ applications and their acceleration

Visioneer launches new brand with first-of-its-kind Visioneer Rabbit PC30dwn Printer/Copier

- announce the launch of the [Visioneer® Rabbit™ printer brand](#)
- Visioneer Rabbit printers make the printing process fast, simple and convenient, with a focus on flexible connectivity and easy mobile printing
- monochrome laser Visioneer Rabbit PC30dwn features
 - LED print technology
 - Up to 30 pages per minute
 - USB
 - Ethernet
 - WiFi connectivity

WISeKey to Extend its Footprint to Gibraltar to Provide

- announced the signing of an agreement with Continent 8 Technologies
- (Continent 8) a global managed hosting, connectivity and security company, to deploy a local node of the WISeKey platform, capable of delivering Trusted Managed Services for digital identity, IoT and NFT-related projects
- WISeKey is a global cybersecurity company currently deploying large scale digital identity ecosystems for people and objects using Blockchain, AI and IoT respecting the Human as the Fulcrum of the Internet

It's More Than Just a Number

It's a tribute to our faithful customers. We want to celebrate with you as ARLINGTON remembers 50 years as Your Best Source in distribution.

Celebrating 50 Years With You in 2022

1972 **50** 2022
ANNIVERSARY

We will kick off the celebration this month by drawing the name of a reseller for a FREE \$500 Visa Gift Card. Enter for a chance to win at arll.com/50

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