

January 8th, 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 \(new\)](#)

#### [DRS Imaging Services Announces Name Change to Daida](#)

- announced that it has changed its name to Daida
- DRS Imaging Services, which specializes in digital document conversion and management
- change follows a merger with like-minded companies Imagetek, Doculynx, and Integra

#### [Customers spend more for MFP security](#)

Research published by Market US

- Money spent to add data security to MFPs to grow at a CAGR (cumulative annual growth rate) of 9.37%
- Represents growing interest from customers in making sure their MFPs are not vulnerable endpoints on their networks for hackers

#### [Cybersecurity Expert Plex IT Increased Revenue By 30% By Implementing A New Workplace Model](#)

- Plex IT reports a 30% increase in revenue due to its successful implementation of the "Modern Workplace,"
- "Modern Workplace" consists of continued remote working with 9-day fortnights pushing toward a 4-day week
- Plex IT also reported a 30% increase in employee productivity and staff retention by 40%, leading to the company's recognition as the 2022 Best Business IT Support – Victoria

#### [Tech firm Kopsis acquires Intelice's ERP Group](#)

- deal is effective as of Dec. 1, 2022
- Kopsis forecasts revenue growth of 33 percent heading into 2023 as a result of the acquisition
- Terms of the deal were not disclosed.



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### [Predictions for 2023 from Keypoint](#)

- From KeyPoint Intelligence, owner of BLI
- A3 MFP placements to decline 8.2% by 2026
- A4 MFP placements to grow 6.2% by 2026
- Cloud-based document solution sales to rise 18.2%
- Office page volumes rebound to 20% below pre-pandemic numbers
- 90% of IT decision makers expect to increase spend on scanners and document workflow solutions

### [Ascend Source Selects Cortavo as its Managed IT Service Provider](#)

- announces their recent selection by Ascend Source to provide cybersecurity, service desk support and standardize their internal communications
- Ascend Source will be able to hand off their IT growth challenges to Cortavo while they focus their time and attention on their clients

### [CloudIBN Launches Identity and Access Management \(IAM\) Offerings to Help Businesses Stay Safe](#)

- announces the launch of its Identity and Access Management offerings
- CloudIBN offers holistic IAM solutions that cover all aspects ranging from user authentication and authorization to single sign-on (SSO) capabilities, multi-factor authentication (MFA), role-based access control, audit trails, etc

### [Edianyun releases its new high-performance PC, becoming the first office IT service platform ...](#)

- unveiled its new high-end desktops on its website in November, making it the first office IT integrated solution platform in its category to cover the needs of employees working with AI
- Edianyun, is an office IT integrated solution provide

### [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

### [Lead for IT Services in Idaho](#)

### [U.S. Air Force Digital Transformation Office Seeks Small Business Solutions for ...](#)

- Catalyst Accelerator Ogden (Accelerator), powered by the U.S. Air Force's (USAF) Digital Transformation Office (DTO), seeks technologies for its three-month Accelerator that will streamline the USAF's processing of digital models, such as model-based systems engineering (MBSE) SysML, Computer Aided Design (CAD), and Finite Element Analysis (FEA) models. Applications are currently being accepted for small businesses possessing technology that can be used by the USAF

### [Sharp to Take Part in CES 2023, Major US Tech Event](#)

- Sharp Corporation (Sharp) will participate in CES 2023 in Las Vegas, Nevada, United States, to be held from January 5 to 8, 2023

### [Cloud4C Sets up New In-Country Cloud Data Center in Egypt to Meet Data Localization ...](#)

- unveiled a new in-country cloud data center in the Arab Republic of Egypt in collaboration with Telecom Egypt, the country's primary telecom provider
- Cloud4C, is an application-focused cloud Managed Services Provider (MSP) and an end-to-end RISE with SAP services partner



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