

March 19th, 2023

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.

[Lead for Information Technology & Software Assessment](#)

[Check Point Software Technologies Introduces Infinity Global Services for End-to-End Cyber Resilience](#)

- introduced Infinity Global Services, a new security solution
- new service will expand Check Point's end-to-end security services across thirty areas
- "Customers are looking to consolidate and simplify their cybersecurity solutions – which makes the new Check Point Infinity Global Services offering so exciting," said Paul Solomon, Managed Cyber Services, Softcat Ltd.
- Is a provider of cyber security solutions to corporate enterprises and governments globally.

[KT Connections is a 2023 Managed Service Provider Awards Winner](#)

- announced today their reception of the 2023 Managed Service Provider 500 award
- CRN also named KT Connections to its Managed Service provider list in the Pioneer 250 category for 2023
- CRN's MSP 500 List identifies the industry-leading service providers in North America who are driving a new wave of growth and innovation for the channel
- KT Connections delivers services such as Complete Managed IT, Cybersecurity & Firewall Suite, Physical Surveillance/Door Access/Alarm Monitoring, Telecommunications, IT Infrastructure, Conference & Smart Rooms, and Technology Consulting

[Cybersecurity Notes](#)

- The White House stated it is giving U.S. federal agencies 30 days to delete TikTok app from all government issued mobile devices, due to fears that the Chinese government could use the Chinese app to steal data
- Russell County Hospital of Kentucky stated that it will spend \$2.5 million to implement solution to protect itself from future ransomware attacks.



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- Minneapolis Public Schools of Minnesota notified an unknown number of students that their info was exposed after ransomware attack
- Los Angeles Unified School District of California notified 2,000 students that their info was exposed ransomware attack
- Pipefitters Local 537 Union Health of Massachusetts notified 3,000 members that their PHI may have been exposed after cyber attack
- Bridgewater-Raritan Regional School District of New Jersey notified 3,909 students that their info was exposed after a cyber attack
- [More here](#)

[NeoSystems Recognized as Industry-Leading Managed Service Provider by CRN](#)

- named NeoSystems to its Managed Service Provider (MSP) 500 list in the Elite 150 category for 2023
- CRN's annual MSP 500 list identifies the industry-leading service providers in North America who are driving a new wave of growth and innovation
- annual MSP 500 list is divided into three sections: the MSP Pioneer 250, recognizing companies with business models weighted toward managed services and largely focused on the SMB market; the MSP Elite 150, recognizing large, data center-focused MSPs with a strong mix of on- and off-premises services; and the Managed Security 100, recognizing MSPs focused primarily on off-premises and cloud-based security services

[Cloudrise ranks among top managed service providers](#)

- reported on the [businesstimes.com](#)
- Cloudrise, a data security firm headquartered in Grand Junction, has been named to the Managed Service Provider 500 list for 2023
- Cloudrise has been included in the Security 100 category for cloud-based services for the past two years.

[Leading IT and Cybersecurity Solutions Provider, AccountabilIT, awarded ...](#)

- recently recognized with the Solutions Partner for Modern Work Designation by the Microsoft Partner Network program
- The Cloud Solutions Partner program, launched on October 3, 2022, replaces the Microsoft Partner Network Gold and Silver designations, establishing a higher bar for recognition as a Microsoft Partner
- AccountabilIT (AIT) is a managed IT & cybersecurity firm headquartered in Arizona

[Visionet Recognized as a 2023 Top Managed Service Provider by CRN](#)

- announced that CRN®, a brand of The Channel Company, has named Visionet to its Managed Service Provider (MSP) 500 list in the Elite 150 category for 2023
- [CRN Elite 150](#) list recognizes leading managed service providers that have demonstrated their ability to deliver top-tier services to their clients while adapting to the ever-changing technology landscape
- MSP 500 List for 2023, curated by CRN, is organized into three categories: The Security 100, the Pioneer 250, and the Elite 150. The Elite 150 category highlights businesses that offer a comprehensive portfolio of managed services for midmarket and enterprise customers. The MSP 500 list is featured in the February 2023 issue of CRN

[Ricoh has another security issue](#)

- bulletin issued regarding security vulnerability with the SP 330dn printer series
- vulnerability could allow hacker to gain control and access network
- new firmware available to resolve issue

[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



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Document management solutions growth

- Research published by Comtex
- Total money spent on document management solutions hit \$5.31 billion in 2020
- Expected to grow to \$8.94 billion by 2027
- 12.4% CAGR (cumulative annual growth rate)

HP upsets some of its customers

- Many current users of HP-branded products are venting their frustration as apparently a new firmware release from HP blocks the use of non-HP cartridges in some of its printers and MFPs
- New “dynamic security” feature communicates with the security chip on the cartridges
- Apparently cancels printing entirely until customer installs a new genuine HP cartridge

Lexmark Printers at Risk: New Vulnerability! Multiple vulnerabilities reported

- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
For more information, see: <https://publications.lexmark.c...s/CVE-2023-26063.pdf>
- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
For more information, see: <https://publications.lexmark.c...s/CVE-2023-26064.pdf>
- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
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- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
For more information, see: <https://publications.lexmark.c...s/CVE-2023-26066.pdf>
- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
For more information, see: <https://publications.lexmark.c...s/CVE-2023-26067.pdf>
- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
For more information, see: <https://publications.lexmark.c...s/CVE-2023-26068.pdf>
- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
For more information, see: <https://publications.lexmark.c...s/CVE-2023-26069.pdf>
- **Lexmark Security Advisories vom 2023-03-12** (13.03.2023)
For more information, see: <https://publications.lexmark.c...s/CVE-2023-26070.pdf>

Lexmark partners with etherFAX solution

- Lexmark is part of Ninestar of China
- etherFAX services now built-into firmware of every Lexmark MFP
- customers can send documents to millions of etherFAX’s connected endpoints

The banner is split into two main sections. The left section has a yellow background and features a white cake with two lit candles shaped like the number '50'. Text reads: 'It's More Than Just a Number' and '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.' The right section has a dark blue background. At the top, it says 'Celebrating 50 Years With You in 2022' with '1972' and '2022' on either side of a large '50' logo. Below this, it states: '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'. There is a small image of a Visa gift card. At the bottom, the Arlington logo is shown with the tagline 'Your Best Source' and the text 'Learn more Visit arll.com 800-887-3040'.

