

May 5th, 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.

[Canon to resell cybersecurity solutions](#)

- Announced that it will resell solutions and services from ESET in the country of India
- ESET provides multi-layer protection, such as behavior-based detection and cloud based analysis
- Security alerts, notifications, anti-spam, anti-phishing, anti-theft
- Unknown if Canon will resell in the U.S.

[Top 10 Digital Transformation Companies in 2023](#)

- Reported on readwrite.com
- Digital transformation can help businesses stay competitive, improve efficiency and productivity, and provide a better experience for customers.
 - [ESparkBiz](#)
 - [ONE12th Consulting](#)
 - [Creativos](#)
 - [MMT Digital](#)
 - [HatchWorks](#)
 - [Evolut](#)
 - [Resultant](#)
 - [Next Consult](#)
 - [MagRabbit](#)
 - [Elevant](#)



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[Konica Minolta's IT Services Division Moves Up on 2023 CDN TOP 100 Solution Provider Ranking](#)

- [Konica Minolta Business Solutions \(Canada\) Ltd.](#), (Konica Minolta) today announced its IT Services Division, [IT Weapons](#) was named on the Top 100 Solution Provider list by ITWC Research and the Channel Daily News (CDN) for 2023
- list celebrates the achievements of IT leaders
- Channel Innovation Awards are important recognition for companies, regardless of size, who develop breakthrough solutions, seek niche opportunities, and break new ground in serving partners and customers

[Cybersecurity Notes](#)

- The San Bernardino County Sheriff's Department of California notified an unknown number of citizens and employees that their info may have been exposed after cyberattack
- The Jackson Public School District and Hillsdale Public School District of Michigan notified an unknown number of students that their info was exposed after ransomware attack
- The Elk Grove Public School District of California notified an unknown number of students that their info was exposed after cyber attack
- McLaren Health of Michigan is being accused of leaving boxes of paper PHI behind in its now closed Pennsylvania and Greenlawn campuses
- Methodist Hospital of Memphis, TN reported that 5 former employees have pleaded guilty in court to illegally accessing and selling PHI
- NewBridge Services of New Jersey notified an unknown number of patients that their PHI was exposed after cyber attack.
- John Muir Health System of San Francisco, CA notified 821 patients that their PHI was exposed after a Microsoft Excel document was inadvertently left on public Internet access

[Lead for IT Services aka Managed IT](#) (click link)

- Board of County Commissioners are accepting sealed competitive proposals from all interested and qualified Contactors to establish a contract

[Lead for Managed IT Services in Iowa](#) (click link)

- deadline for the submission of proposals is Tuesday May 30
- Subscription-Based Information Technology

[15 Canadian MSPs Become One: MSP Corp, Groupe Access Merge With Eye On U.S. Acquisitions](#)

- Reported on THE CHANNEL COMPANY
- MSP Corp, a company that has acquired 10 MSPs which remain independently run while sharing common back-office systems, has itself been acquired by two private equity firms
- The acquisitions, [MSP Corp](#) now includes a core of 15 MSPs across Canada, making it one of Canada's largest MSPs and giving it the scale to grow in that country and soon into the U.S., said Ravi Ramharak, co-founder and CEO of MSP Corp and now chief merger and acquisition officer of the merged company

[BT Customers to Benefit From New Global Identity Security Managed Service Powered by CyberArk](#)

- announce the launch of BT's global Privileged Identity Security managed service
- Built on the CyberArk [Identity Security](#) Platform, this first-of-its-kind service for BT customers delivers scalable and effective cybersecurity risk reduction
- [CyberArk](#) is the global leader in Identity Security

[Lock in on Cyber Security with ARCOA](#)

- ARCOA, data security is a critical part of what we do
- every item received, we adhere to NIST 800-88 procedures
- strict protocols to overwrite information render all data permanently removed and unrecoverable

[Palo Alto Networks Unfurls Managed Firewall Service for Azure](#)

- reported on securityboulevard.com
- Palo Alto Networks launched a managed firewall service for Microsoft Azure environments
- [next-generation firewall](#) (NGFW) can be accessed via a console running on the Microsoft cloud platform or in an on-premises environment using the company's Panorama console for managing firewalls

[What is Application Whitelisting?](#)

- Reported on crowstrike.com
- Application whitelisting is the approach of restricting the usage of any tools or applications only to those that are already vetted and approved
- Application whitelisting uses the **Zero Trust principle**
- **Blacklisting**² is a less restrictive approach to whitelisting

[Breaches involving print increasing](#)

- Research published by Quocirca
- Average cost of a print related breach has risen to \$924,000, up from \$783,000 in 2022
- Only 19% of IT decision makers are completely confident that their printers and MFPs are protected from cyber attacks
 - 70% say they are dependent on print
 - 68% expect growth in print volumes
 - 42% suffered cyberattack in past year
 - 61% experienced a data loss because of unsecured printing
 - 39% cannot keep up with print security demands
 - 79% are increasing spend on security solutions for printers and MFPs

[TeraSky to Become a VMware Cross-Cloud Managed Services Provider](#)

- announced it has begun the process of becoming a VMware Cross-Cloud Managed Services Provider
- already acting as a design partner for VMware Cross-Cloud managed services and is working toward achieving the Managed Services Specialization and earning the VMware Cross-Cloud managed services badge
- [TeraSky](#), a global provider of multi-cloud, cloud-native, and modern IT innovative technology solutions

[“Juice jacking” is new cyber attack threat](#)

Report from the FCC

- Hackers now using free USB charging outlets in shopping centers, hotels and airports
- Are able in some cases to plant malware and monitoring software onto smartphones and tablets that use the USB charging stations
- Reports of infected USB cables given away as promotional gifts

[Lead for IT Consulting Services](#) (click link)

- The term of the Agreement is **July 3, 2023**, or upon approval (whichever is later) for a duration not to exceed one (1) year
- You are invited to review and respond to this RFO for Information Technology (IT) Consulting

[Conceal Partners with Moruga Inc. to Promote Zero-Day Protection](#)

- announced their partnership with Moruga Inc., a technical solutions provider offering Managed IT and Cybersecurity
- cybersecurity bundle combines a Zero Trust Application IT Protection and Browser Extension with Antivirus/AntiMalware/EDR and comprehensive End User training to prevent Phishing, Malware, and other risky links from being executed at the desktop



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**th ANNIVERSARY 2022

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 aril.com/50



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