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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.

Echelon Risk + Cyber Expands vCISO Offerings with Launch of Managed Defensive Security Services

- Echelon Risk + Cyber launched Managed Defensive Security Services, focusing on Microsoft 365 security, cloud protection, threat management, and firewalls.
- Offers expert-led solutions to enhance organizational defenses and mitigate risks.
- Tailored for industries like healthcare, financial services, and manufacturing.
- Complements their vCISO services by combining strategic leadership with hands-on management for robust cybersecurity.

Valsoft Strengthens its Point of Sale Solutions Portfolio with the Acquisition of Vigilix

- Valsoft acquired Vigilix, a specialist in managed services for POS systems.
- Enhances Valsoft's presence in retail tech and mission-critical software.
- Strengthens Aspire Software division for better integration and growth.
- Aligns with Valsoft's vision to grow niche market software solutions globally.

Advanced Networks Launches Managed IT Services Revolutionizing Los Angeles Business

- Offers tailored IT services to boost efficiency and reduce downtime.
- Includes IT consulting, network security, and cloud management.
- Engages with local businesses via workshops and events.
- IAdopts cutting-edge tech to keep clients competitive.

Netsurit Expands US Presence with the addition of US Computer Connection

- Strengthens its footprint in the U.S. by acquiring US Computer Connection, enhancing its managed service offerings and expanding its geographic reach.
- Acquisition adds a team of experienced IT professionals to Netsurit, boosting its capacity to deliver tailored IT solutions to small and medium-sized businesses.
- Netsurit continues its commitment to supporting the IT needs of small and medium-sized businesses across the country.
- Netsurit leverages its multiple Microsoft Solution Partner designations to deliver advanced IT and cloud services.
- Integration reflects a shared vision of delivering high-quality managed services and scaling operations for exponential growth.

Managed Service Provider (MSP), LI Tech Force, Launches to Revolutionize IT Solutions

- LI Tech Force has entered the MSP market to provide innovative IT solutions tailored to Long Island businesses.
- Services include managed IT, cybersecurity, cloud solutions, and ongoing tech support to meet modern business needs.
- Company emphasizes empowering Long Island's businesses with scalable, secure, and efficient IT systems.
- Dedicated to streamlining IT management, allowing businesses to focus on core operations.

A&B Business Solutions Recognized as RICOH ProVision 2025 Dealer Partner

- Named RICOH ProVision 2025 Dealer Partner, a designation for the top Ricoh dealerships nationwide, recognizing excellence in service and customer satisfaction.
- Dealerships evaluated based on rigorous metrics, including service training compliance, safety reporting, and operational excellence.
- Award emphasizes commitment to delivering superior customer experiences and maintaining high performance standards.
- Recognition reflects efforts of A&B Business Solutions' service teams in adhering to Ricoh's benchmarks for technical skills and efficiency.

Just Tech CEO Josh Justice On The Xerox-Lexmark Deal, SMB Cloud Migration, And Opportunities In 2025

- Xerox-Lexmark Deal: Justice discusses the $1.5B acquisition, highlighting its benefits for Xerox's manufacturing and market expansion.
- Cloud Migration: Emphasizes the importance of cloud adoption for SMBs to stay competitive.
- Focuses on hybrid cloud growth and the role of MSPs in digital transformation.
- IT Solutions for SMBs: Just Tech provides tailored services to help SMBs manage IT challenges

Lock in on Cyber Security with ARCOA

- IT Asset Disposition (ITAD): Manages the secure disposition of end-of-life IT equipment
- Data Destruction: Ensures sensitive data is completely erased from devices before disposal
- Asset Remarketing: Resells refurbished IT assets to maximize value recovery
- Recycling Services: Provides environmentally responsible recycling of electronics

Kodak Alaris Expands Capabilities of Its Popular Scanner Series

- Expanded the S3000 Scanner Series with launch of Kodak S3120 Max and S3140 Max, designed for high-volume document scanning.
- Scanners offer speeds up to 140 pages per minute (ppm), supporting efficient document conversion for businesses.
- Scanners feature Perfect Page technology, ensuring superior image quality even at high speeds.
- Built-in enterprise security includes Secure Boot and support for TLS encryption, ensuring secure document scanning across networks.
- S3000 Max series provides easy setup and use with a 3.5" color touchscreen and the Smart Touch software for configuring up to 20 different scan jobs.

Cyberlink Completes Acquisition of Cosentus Technology Services

- Acquisition boosts Cyberlink's IT & cybersecurity services, focusing on healthcare and revenue cycle management.
- Cosentus's expertise in business process outsourcing aligns with Cyberlink's growth objectives in managed services.
- Strong presence in the U.S. and internationally, Cosentus helps expand Cyberlink's footprint.

Red River Earns Zscaler Delivery Services and Managed Security Services Partner Authorizations

- Achieved Zscaler Delivery Services and Managed Security Services Partner Authorizations.
- Red River's focus on delivering enhanced cybersecurity services, including zero-trust networking and AI-driven solutions.
- Certifications validate Red River's capacity to provide secure, scalable, and innovative solutions for digital transformation, helping organizations optimize their security posture.
- Partnership with Zscaler strengthens Red River's offerings, reinforcing their leadership in cybersecurity for enterprise and public sector clients

Ricoh Recognized as Leader in 2024 IDC MarketScape for Cloud Managed Print Services

- Ricoh leads with a broad portfolio in cloud-based print and document management.
- Strong service delivery across regions, supporting diverse clients.
- Focus on enhancing business adaptability and hybrid work solutions.
- Includes IT, security, and workflow automation beyond traditional MPS.

Control The Flow of Business Data: Square 9's New Guide Tackles Intelligent Information Management in Detail

- Guide highlights how IIM can improve efficiency of government operations while ensuring regulatory compliance.
- Focuses on how technology can securely manage sensitive government data, ranging from tax records to public health information.
- Streamlining access to data, guide suggests IIM can enhance collaboration and increase public trust in government services.
- IIM platform integrates seamlessly with existing systems to support better governance.

The Benefits of Adding JPEG-XL to the ISO PDF Standard and PDF/Raster

- JPEG-XL offers better compression than older formats like JPEG and WebP, reducing file sizes without sacrificing quality.
- Supports both lossless and lossy compression, offering flexibility for various use cases.
- Progressive decoding enhances load times, especially in bandwidth-constrained situations.
- JPEG-XL supports alpha channels and animations, adding functionality to PDFs with dynamic content.
- Format can easily transcode older JPEG images, ensuring backward compatibility while improving efficiency

Americas Demand for IT, Business Services Hits Record High in Q4, ISG Index™

- IT and business services in the Americas rose 1% year-over-year to $12.3 billion, though sequential growth slowed.
- XaaS demand grew by 1.4%, with Infrastructure-as-a-Service (IaaS) up 4%, but SaaS spending fell by 3%.
- ACV for managed services reached $4.5 billion, up 0.4% compared to last year, with a notable rise in business process outsourcing (BPO).
- IT outsourcing contracts dropped 9%, while BPO saw a 25% increase driven by industry-specific services.
- ISG predicts 17% growth for XaaS and 5% growth for managed services globally

Cognizant and CrowdStrike Partner to Drive Enterprise Cybersecurity Transformation

- Collaboration integrates CrowdStrike's AI-native Falcon platform with Cognizant's cybersecurity solutions, focusing on enhanced threat management and mitigation.
- Partnership aims to streamline security operations, reduce complexity, and bolster cybersecurity posture for enterprises.
- Joint offerings target the growing risks associated with cloud services, aiming to simplify security in complex, multi-cloud environments.