

February 2nd, 2025

IT, MSP & MSSP Industry Notes

Sponsored by



[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.

[Houston-Based IT MSP M7 Services, LLC Further Extends Footprint with the Acquisition of](#)

- Strengthens M7 Services' Midwest presence, increasing its national footprint.
- Enhanced Expertise: Integrates Hobatek's accredited IT professionals to expand technical capabilities.
- Broader IT Solutions: Adds cybersecurity, cloud, and managed IT services to M7's portfolio.
- Seamless Client Transition: Ensures continuity for Hobatek's customers with a smooth integration process.
- Industry Leadership: Reinforces M7's position as a top MSP, driving innovation in IT solutions.

[TeamLogic IT, National Provider of Managed IT Services and Technology Support](#)

- Achieved 14% year-over-year sales growth in 2024.
- Opened 34 new locations, surpassing 300 total locations nationwide.
- Ranked #1 in IT Services in Entrepreneur's 2024 Franchise 500.
- Aims to reach 500 locations by 2030 to strengthen market presence.
- Recognized as a top-growing franchise, attracting skilled IT professionals and business leaders.

[Document Management Market To Rise \\$34.2 Billion by 2032](#)

- Market to grow from \$6.9B in 2024 to \$17.7B by 2032 (12.6% CAGR).
- Growth driven by cloud adoption, digital transformation, and compliance needs.
- Hybrid cloud DMS expected to expand fastest due to security and flexibility.
- BFSI, government, healthcare, and education leading adoption.
- Asia-Pacific seeing fastest growth; Europe investing in cloud DMS

[Flex Technology Group Named a 2024 Elite Dealer](#)

- FTG honored by ENX Magazine for excellence in managed print services.
- Achieved \$434M revenue with 9% organic growth and 97% client retention.
- Added 1,800 new customers in 2023.
- Helps businesses streamline print assets and reduce service issues.
- Hosted annual event celebrating success and key contributors.

[Printers Market to grow by USD 11.25 Billion from 2025-2029, driven by rising demand from SMEs, Report on market evolution powered by AI - Technavio](#)

- SMEs are fueling market growth with a rising need for efficient printing solutions.
- AI is reshaping the industry, enhancing mobile and color printing, and boosting packaging printing.
- 3D Printing: This technology is expanding into mainstream manufacturing, particularly in healthcare, aerospace, and automotive.
- Environmental concerns are being addressed with eco-friendly designs and energy-efficient production methods.
- Managed print services (MPS) incorporating AI and automation are key for securing print jobs and sensitive data

[Guidehouse Expands Digital Leadership with Strategic Experts Driving Further Growth](#)

- Nicole Turner to lead the financial services digital transformation efforts, focusing on utilizing technology to tackle complex challenges in the sector.
- James Young to charge of the digital state and local government division, bringing over 25 years of experience in delivering scalable digital solutions to government agencies.
- Rahul Jain to oversee digital health, driving innovation and strategic transformation within the healthcare sector.

[CGI enters into an agreement for the acquisition of BJSS, a leading UK technology and](#)

- 2,400 New Professionals: Adds skilled workers to CGI's UK operations.
- 26 UK Locations: Strengthens CGI's service model across the country.
- Increases expertise in retail, healthcare, government, and financial services.
- Enhances offerings in AI, cybersecurity, and cloud solutions.
- BJSS staff gain access to CGI's employee ownership culture

[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

[Tehama Technologies introduces Tehama Manager 3.0 for Azure Virtual Desktop](#)

- Tehama Manager 3.0 integrates with key Microsoft solutions like AVD, Entra ID, and Intune, providing streamlined management.
- Offers air-locked protection across endpoints, data, and applications, ensuring comprehensive enterprise security.
- platform supports centralized provisioning and cost optimization for Microsoft technologies.
- Time-to-value is fast, with simplified deployment and eligibility for the Microsoft Azure Consumption Commitment (MACC).
- Part of the Microsoft for Startups program, Tehama gains access to technical resources, enhancing its ability to offer innovative solutions

[CyberlinkASP Expands Managed IT Services with Acquisition of CHL's MSP Division](#)

- Offers more services, including remote monitoring, endpoint security, network management, and device lifecycle management.
- Acquisition, CyberlinkASP increases its presence in Billings, Montana, and Springfield, Missouri.
- Cosentus to concentrate on its core business areas, such as medical billing, coding, and AI-powered software solutions.
- CyberlinkASP aims to continue the MSP team's customer-focused approach while integrating additional resources and capabilities.

[Epson Announces New TROY Group Document Security Solutions Powered by Epson PrecisionCore Printing Technology](#)

- TROY ST-C5000 Secure UV Printer: Adds overt and covert security features to documents, using UV fluorescent ink to help prevent fraud and counterfeiting.
- Integrates MICR check printing with custom color printing, perfect for financial institutions and production check printers.
- Solutions leverage Epson's heat-free inkjet technology, which preserves the integrity of specialty inks used by TROY.
- Solutions are designed for low energy consumption, boosting sustainability while maintaining high reliability and performance.
- Printers provide a higher level of protection for financial and legal documents, supporting businesses in reducing risks associated with document fraud

[Cyber Security Cloud Enhances CloudFastener's Compliance Capabilities through Strategic](#)

- Cyber Security Cloud (CSC) and CStream integrate CloudFastener and compliance tools to enhance security and governance
- Collaboration simplifies and accelerates achieving security and compliance goals
- FinMed benefits from improved security and compliance management through the joint solution
- The joint solution is now available for businesses to implement

[K2 Services Achieves Additional Microsoft Partner Designations -](#)

- Earned Infrastructure/Azure and Modern Work partner designations.
- Certifications strengthen expertise in Microsoft environments.
- Achieved through team training, advanced certifications, and client success.
- Enhances client support for hybrid work and productivity.
- Pursuing Microsoft Security Solutions Partner designation next.

[Barracuda unveils advancements to email protection](#)

- Rapid deployment options tailored to various IT environments.
- AI-Driven Detection: Uses AI to detect phishing and suspicious behaviors, preventing account takeovers.
- Proactive Security: Analyzes internal and outbound emails to identify and act on threats early.
- Comprehensive Protection: New plans offering full email security, including prevention, detection, and response.

[CrowdStrike Achieves 100% Detection, Protection, and Accuracy](#)

- Falcon achieved 100% detection and protection, with no false positives.
- AI-Driven Security: Uses advanced AI and machine learning to block even unknown ransomware.
- Unified Protection: Offers complete protection across endpoints, cloud, and identities.
- Rapid deployment with scalable, real-time analysis.
- Comprehensive Threat Blocking: Effectively blocked multiple known and new ransomware families

[New Charter CEO On 29th MSP Acquisition: 'Significant Benefits To Scale'](#)

- Expands co-managed IT services through the new MSP acquisition.
- Enhances market position and service offerings.
- Adds specialized knowledge in infrastructure, cloud, and security.
- Strengthens hybrid IT collaboration with internal IT teams.
- Better positioned to meet the growing need for integrated IT solutions



