



IT Managed Services and Cyber Security Experts serving Southern New England & the Tri-State Area



From the CEO

Is Antivirus dead?

For as long as I can remember, antivirus has been a cornerstone of end-user protection. And historically, you got what you paid for. With the meteoric rise and success rate of complex threats, it's easy to wonder if antivirus is dead. The answer, it seems, is... maybe. While a/v is still an important part of a cyber defense strategy, it is no longer keeping up with the advances made in the malware world. Recent studies show that a/v only intercepts 45% of known threats, which is not a number that helps this writer sleep at night.

Thankfully, the good guys have made some advancements as well. In an industry filled with acronyms, the next ones you will start to hear are XDR and Managed SOC. Extended Detection & Response (XDR) is the next generation of protection software, and is currently being rolled out by CBTG (in two options) as a required upgrade from our legacy Trend Micro offering. Managed Security Operations Center (SOC) is a higher-level service that monitors, analyzes, and (most importantly) can respond to the data produced by the rest of the security stack. This offering is recommended for all regulated industries and businesses who have higher-level compliance needs. Cyber insurance policies and NIST/CMMC regulators have taken note, the time has come for stronger protection.

For those of you who have questions or curiosity around this subject... please reach out to us! We can explain your current risks, available protections, and ongoing costs so you can make the best decisions for your business.

Craig Hendrickson – Chief Executive Officer



Get to
know
our team!

Employee Spotlight

Brandyn

1. Birth Month: May
2. Hobbies: Off Roading
3. Favorite T.V. Show: The Office
4. Preferred Lunch Spot: Mizzo Asian
5. Hidden Talent: I can fix anything mechanical
6. Best Thing about CBTG: The opportunity to work on different systems and hardware.



Company Updates

- Created (and filled) the Vice President of Technical Projects role (welcome Brian!)
- Brandyn continued his charge to Tier 2 with two more IT certificates.
- 3 New customers onboarded
- Travel Team completed install in Nogales, Mexico
- Rolled out Dark Web Monitoring
- Added Chatbot to our website
- Migrated to QuickBooks Online and a new invoice format
- Partnered with secondary distributor TD SYNEX
- Developed Marketing videos using AI Intelligence
- Completed a major revision to SpamTitan product



Thoughts From the Sales Team

CMMC Compliance Moves Forward in 2025 – Are You Ready?

The Cybersecurity Maturity Model Certification (CMMC) is advancing this year, and businesses must be prepared for evolving compliance requirements. CBTG is focused on helping organizations navigate these complex regulations by offering upgraded security solutions designed to align with CMMC 2.0 and NIST 800-171 standards. We've done all the homework! This year, we're rolling out new security solutions designed to meet these changes. Of the many new options on our menu, all of our clients will be upgrading to advanced endpoint protection, most will be taking advantage of our freshly available IT management dashboard and Quarterly Business Review initiatives, and some will be taking advantage of our cyber insurance-readiness assessments.

Whether you're just starting your CMMC journey or need to enhance your existing security posture, CBTG is here to help. We will show you how to stay ahead of compliance changes with expert guidance and cutting-edge cybersecurity solutions. Contact me today to learn how we can help you achieve and maintain CMMC compliance in 2025!

Gary Pendleton – Account Executive



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Tech-Tip: Product Spotlight

End User Security Awareness Training

This CBTG standard offering not only checks a box for compliance requirement, it also engages with your users in a fun (and quick) format to keep them up to date about cyber threats (and how to spot them!). Almost all hacks start with clicking something you shouldn't have... give your employees the training they need to make informed decisions.



NINJIO

Cybersecurity Tip of the Quarter



Social Post of the Quarter

Connecticut Business Technology Group LLC

CBTG is so honored to acknowledge Gary Pendleton has reached the 10-year mark with us! We wish to extend the warmest thank you for all you have done in that time... helping us grow, keeping us connected to our clients, bringing in new business, and keeping us grounded in an admittedly stressful industry. The office is always more fun when you're here. Looking forward to the next 10!



GOOGLE REVIEW GIVEAWAY

CBTG is asking for your help getting the word out about our company.

Each time we reach the milestone of 50 reviews, we will choose our favorite and the writer will win this 55" Google 4k TV. Reviews will be judged on detail, authenticity, and of course... merit. Special consideration to be granted for people who also "Like"

and interact with our Facebook page. Visit us at our website and head to our Google reviews!

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Happy Spring