

Q-1 Newsletter 2026



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

Letter From The CEO

As we move further into 2026, one topic continues to rise to the top in conversations with our clients: CMMC compliance. What was once something companies could keep on the radar is quickly becoming a requirement with real deadlines and real consequences.

If your organization works within the defense supply chain—or plans to—you will be expected to meet these standards. The timeline is no longer theoretical. It's approaching fast, and the companies that prepare early are going to be in a much stronger position than those that wait. At CBTG, we've made a deliberate investment in getting ahead of this. We've gone through the process ourselves and have hands-on experience across the full lifecycle—Gap Assessments,

POA&Ms, remediation planning and execution, and working directly through the audit process with a C3PAO. This isn't something we're learning in real time alongside our clients. It's something we've already done.

That matters, because CMMC is not just a checklist. It requires operational changes, documentation discipline, and a clear understanding of how your environment aligns with the framework. Missteps can be costly, both in time and in missed opportunities.

We're also helping clients navigate available Connecticut grant programs that can offset a meaningful portion of the cost associated with assessments and remediation. For many organizations, this makes getting started far more achievable than they might expect.

Next month, we'll be hosting a webinar to walk through the fundamentals—what CMMC is, what's changing, what the timelines look like, and how to approach it in a practical, manageable way. If this is something on your horizon, I strongly encourage you to attend.

As always, our goal is to help our clients stay ahead of change, not react to it. CMMC is a perfect example of where early action will make all the difference.

Craig Hendrickson

CEO



Company Updates

- Hired Reanna as BDR
- Expanded tech team with Steven, Mike, and Andy
- Utilize Fathom for Teams meeting AI note taking
- Built CMMC compliance framework offering for potential clients
- Joined Middlesex Chamber of Commerce
- Deployed structured proactive maintenance initiative



Employee Spotlight

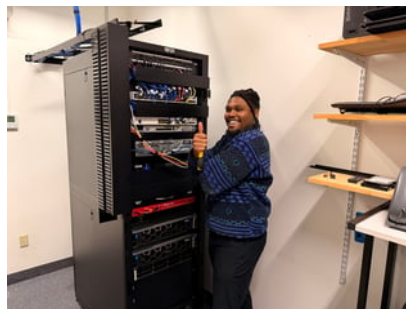
Thomas

- Birth Month: January
- Hobbies: Building PC's & playing video games
- Favorite T.V. Show: Breaking Bad
- Favorite lunch spot: Pho & Grill in Cromwell
- Best thing about working at CBTG: The opportunity to meet and work with many people in varying industries.

Tech Tip

Stay Alert for Phishing Scams

Cybercriminals often target businesses through email. If a message seems urgent or unusual, verify the sender before clicking links or sharing information.



Sales Desk Update

Over the past few months, the sales team at CBTG has been focused on building genuine relationships within our community. Before we ever show up, we start with a conversation—ensuring we find the right fit from the start. We've also been active on LinkedIn, staying engaged with our broader network of local businesses.

In addition, we've dedicated time to learning about the resources available to local businesses. We've joined the Middlesex Chamber of Commerce, attended Small Business Administration events, and connected with other organizations. This ensures we understand what's out there for our clients and helps us have more informed, meaningful conversations. Communication is key—we're here to stay connected and supportive as we all grow together.

Referrals are one of the best ways to grow organically, and we love supporting not just you, but your wider network as well. If you know anyone who could use IT support, keep us in mind—we'd be happy to have a conversation and see how we can help them succeed!

Email Sales

Reanna Murray Jenea Schaffer
BDR



Social Post of the quarter

Connecticut Business Technology Group LLC

CBTG had our Winter Team Building event last week and got to showcase some of our putting skills! Congratulations



to Team “ It Worked Yesterday” for winning first place, enjoy your time off and massages. Honorable mention goes to Team “Have You Tried Rebooting” for coming in 2nd, securing Amazon gift cards. The rest of us, well we won’t be quitting our day jobs anytime soon....



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