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Official Office Technology
Company of the Buffalo Sabres

2023 - VOLUME 2



DAVID SCIBETTA NAMED PRESIDENT OF SELECT DEALER GROUP

SDG Conference coming to Buffalo this Fall

Buffalo, NY - David Scibetta took the reigns as the new President of Select Dealer Group (SDG). SDG is an independent peer-to-peer group comprised of office technology dealers who are serious about implementing the ProFinance Model for Success in their dealerships. Because of the collaborative nature of the SDG, membership is limited to one dealer from each market territory. David is the first President from Western New York to hold his position.

The Presidency transition was celebrated last month at their triannual meeting held in Asbury Park, NJ. Carter Hertzberg, President of Nauticon, an office solutions company located in Gaithersburg, MD, previously held the position prior to David's term.

As part of his presidency, CFBT will be hosting an SDG meeting in Buffalo this fall. This four-day event will include tours of WNY, plenty of "Buffalo" food, and Steve Tasker as our special guest speaker. This will be the first visit to WNY in SDG history!



ARE YOU GREEN?

Scan the QR code to sign up for our Clean Planet Program, or visit CopierFaxBT.com/Green!

NEWSLETTER HIGHLIGHTS

David Named SDG President

Pioneering Video Security
Solutions

Cloud Faxing

New Products Alert

Win a Bisons Game Pack

MOBOTIX: PIONEERING THE VIDEO SECURITY INDUSTRY



More and more businesses have been called upon to provide better security for their employees, their premises, and the surrounding areas. Employees want to navigate the darkened parking lots with ease, and employers want to be more aware of threats, intruders, and vandals with an eye toward proactive awareness of a breach and defusing highly dangerous situations.

Smart businesses, governments and schools need smart security solutions to protect their assets, staff and operations, and to guard against potential threats and liabilities. Deterrence can be just as important as surveillance.



We don't consider our Video Security Solutions to be the "typical camera." We consider it computers with lenses, working intelligently and with embedded storage capabilities. The system has been optimized for remote applications and cloud-based technology, allowing outstanding image quality, remote function, two-way audio, and phone connectivity!

INTELLIGENT VIDEO: PROTECTING YOUR PROPERTY, FACILITIES AND STAFF

Countless organizations record extensive amounts of video footage. Due to lack of time, only a fraction of this material is viewed and scrutinized. As a consequence, occurrences and undesired activities remain undetected and suspicious behavior is not discovered in time so that critical incidents cannot be averted.

Our intelligent video security solutions can automatically analyze the video image and record only when a pre-defined alert occurs. Applications range from straightforward analyses like motion and audio detection all the way to the complex detection of camera manipulation, people counting or virtual fencing as well as license plate detection.

Intelligent Video Features Include:

- **Analysis of Customer Behavior**
 - Counting visitor numbers, analyzing movements in specific areas, and alerting any odd behavior or area breaches.
- **License Plate Recognition**
 - Open barriers automatically and relieve security staff of repetitive tasks.
- **Environmental Adaption**
 - Weatherproof, robust, virtually maintenance-free design with seamless transitions day and night.



CLOUD FAXING: EVERYTHING YOU NEED TO KNOW

A story about Tom, and his IT adventures



In the digital age, organizations are increasingly relying on cloud-based solutions to streamline their operations and improve communication.

Faxing, once synonymous with cumbersome machines and endless paper trails, has also evolved to embrace the cloud. Cloud faxing offers a modern, efficient, and cost-effective alternative to traditional faxing methods.

With analog faxing, there is no guarantee the right person will have received the document. And while email allows documents to be sent to specific users or groups of users, attachments can be compromised with multiple messages leading to chaotic file management and security vulnerabilities.

Now, you can fax without the need for hardwired fax lines. Cancel your expensive services through your current provider and move to the cloud for more reliable, easy-to-use, secure faxing.

KEY DIFFERENCES BETWEEN CLOUD FAXING VS. EMAIL

In today's digital landscape, businesses have multiple options for transmitting documents and messages electronically. Two commonly used methods are cloud faxing and email. While both serve as communication tools, they differ significantly in terms of their functionalities and intended purposes. In this article, we explore the key differences between cloud faxing and email to help businesses make informed decisions about which method best suits their needs.

Nature of Communication

Consider "cloud faxing" as strictly a document exchange. This is for transactional, secure communication as if the document was sent through the mail. Cloud faxing is utilized if conversation (both formal and informal) is to be eliminated from the communication.



Document Format and Security

Cloud faxing ensures that documents maintain their original format and quality during transmission. Features are available, including encryption and secure storage to protect sensitive information. Handling documents via email is more versatile but can result in potential compatibility issues. Email security varies depending on the email service provider.



Compliance and Legal Considerations

Cloud faxing has gained popularity in industries that require strict compliance with regulations, such as healthcare, finance, and legal sectors. Emails are generally not as secure or auditable as cloud faxing, making them less suitable for highly regulated industries that handle sensitive or confidential information.



If you are currently using a physical fax machine or would like to explore cloud-based solutions for more secure transmissions of your documents, contact your CFBT representative today.

NEW PRODUCTS COMING SOON!

CFBT is proud to continually provide the latest and greatest office technology solutions. Here is a preview of new products that will be available to you soon!



C3100i and C3120i

Introducing the latest addition to the bizhub® A4 series. The bizhub C3100i Single Function Printer (SFP) and C3120i All-In-One Printer (AIO) both feature a lightweight design with a smaller footprint, ideal for the home office.

These net new devices have a print speed of up to 33 ppm, and the C3120i is equipped with color scanning, fax and copy capabilities. Both the bizhub C3100i and C3120i models are designed for customers with remote offices to offer them the same levels of productivity at home as at the office.



bizhub 950i and 850i

The new A3 high-volume monochrome multifunctional peripheral (MFP) devices are designed to provide the capabilities of a small-scale print shop within a single unit suitable for an office space. The bizhub 950i and 850i offer the usability expected from the i-Series, including a consistent user experience between engines, even for businesses with mixed fleets, but with high-speed, high-capacity capabilities.



KIP 700 C Series

The KIP 700 you know and love will now be offered in color! The KIP 700 C is the world's highest value wide format multifunction system. It sets new standards for professional quality at a breakthrough performance level.

Designed with powerful print engines, intelligent software technology, and unparalleled image quality, this solution is tailored to meet the ever-evolving print demands of today and tomorrow.

ENTER TO WIN A BALLPARK PRIZE PACK



PRIZE PACK INCLUDES:

- Four tickets to a Buffalo Bisons Home game of your choice*
- \$100 Visa Gift Card
- CFBT Thermal Travel Cooler
- Two CFBT New Era Baseball Caps

* pending availability

Simply visit CopierFaxBT.com/Survey and answer our one-minute survey to enter for your chance to win!