

THE AJT TIMES OCT 2026

Managed IT Services

Hi there,

Welcome to the autumn edition of the AJT Times.

The leaves might be turning but we're still bringing the sunshine with this picture of Neil, myself and Matt at the Kaseya Connect conference back in June. Cyber security was top of the agenda for MSPs like us there and it's still top of ours.

We now offer penetration testing - where security experts test your IT systems the way a real attacker would, so you can fix the gaps before someone else finds them.

We've also launched a new cash reward for referrals**.** If you know a business that's outgrowing its current IT support setup, we'd love an introduction and we'll make it worth your while.

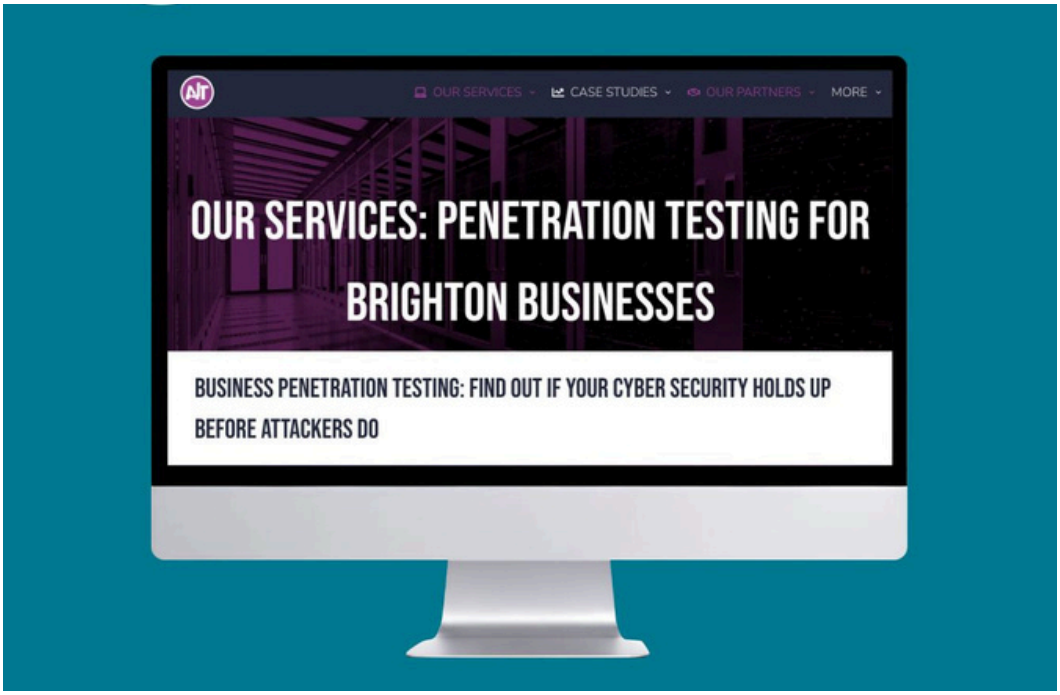
Read on for details, plus info on the **Assurix Trust Mark**, and **how we helped Komedia automate a repetitive daily task.**

All the best,

Russell & the AJT Managed IT Services Team

NEW: PENETRATION TESTING FROM AJT

FIND THE GAPS BEFORE ATTACKERS DO



Cyber attacks often exploit weaknesses nobody even knew were there, like an old firewall setting, an unpatched server, or a Microsoft 365 account without the right protection.

Penetration testing - or pen testing - puts your cyber defences to the test. Working with our specialist partner, we test your systems the way a real attacker would, then give you a clear, prioritised list of what to fix.

We can test:

- **Your external systems:** e.g. firewalls, VPNs, websites - the first places attackers look
- **Your internal network:** how far could someone get if they were already inside?
- **Your apps:** any web or business applications your team or customers use

A pen test checks many of the same things cyber insurers ask about, so you'll know where you stand before your next renewal.

Find out more about pen testing

KNOW A BUSINESS THAT NEEDS BETTER IT? £300 COULD BE YOURS!

Some of our best customers come from recommendations, so we've revised our referral scheme. **You'll now get £300 for every referral that becomes a qualifying AJT customer.**

Do you know any local companies who:

- Have just moved office, or are planning a move?
- Have mentioned their IT support just isn't cutting it?
- Complain about slow computers or systems?

If so, we'd love an introduction. We'll take it from there - and we'll always look after them the way we look after you.

Make a referral

CASE STUDY: HOW WE HELPED KOMEDIA AUTOMATE A REPETITIVE DAILY TASK



Komedia's display screens used to need updating almost daily by remotely connecting into each machine individually. Using free, open-source software, the AJT team made it possible to manage all 5 screens from a single place, with content scheduled in advance.

"We went from fiddling with remote connections every day to scheduling everything from our browsers in minutes." - Roxy van der Post, Komedia Brighton.

Fed up with manual, repetitive IT tasks? We can help. **Read the full case study.**

AJT NEWS

WE'RE JOINING THE ASSURIX TRUST MARK PROGRAMME

Assurix is a new UK programme that independently verifies MSPs against 59 security and service controls, using live evidence from the systems we actually use. We're working towards the Assurix Trust Mark, so more businesses can see what our customers already know: we do what we say we'll do.

RUSSELL'S IN THE BRIGHTON CHAMBER BLOG

Russell recently shared his take on what Brighton businesses really need to worry about in cyber security, from staff pasting sensitive info into AI tools to Microsoft 365 settings. **Check it out here.**

LOOKING FOR A NEW BUSINESS APP? WE CAN HELP

Based in the heart of Brighton's North Laine, Cloud9 is an award-winning Microsoft Solutions Partner specialising in Dynamics 365, Business Central, Power Platform and Copilot solutions.

With extensive experience working with professional services firms, including those in the accounting, financial and legal sectors, Cloud9 understands the importance of efficiency, visibility and providing exceptional client service. The team has delivered more than 1,000 successful Microsoft business application projects and is proud to partner with AJT to support local businesses.

Interested in exploring what an app might be able to do for your business? **Visit our website to find out more.**

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