

INTRODUCTION

Improving existing IT solutions for Federally Qualified Health Centers (FQHCs) that handle sensitive patient information is incredibly important. Family Medical Center of Michigan, a prominent Michigan FQHC, faced the challenge of securing its operations from emerging cybersecurity threats while maintaining financial efficiency.



FAST FACTS



**UPGRADED EMAIL
SECURITY SOLUTION**



**COST-EFFICIENT
MANAGED PRINTING**



**SAVED OVER
\$12,000 ANNUALLY**



**IMPLEMENTED
IMPROVED CYBERSEC**

SOLUTIONS OFFERED BY DARK BLUE TECHNOLOGIES

ENHANCED CYBERSECURITY TOOLS

Working in partnership with Dark Blue Technologies, the Family Medical Center of Michigan embarked on a journey to transition its existing cybersecurity system to a more effective and cost-efficient solution. Leveraging advanced tools such as SentinelOne, the center's internal IT team achieved a seamless migration to a new cybersecurity suite.

The incorporation of AI-driven behavior-based analysis and cutting-edge monitoring allowed the center to detect and respond to emerging threats that would have otherwise gone unnoticed. The transition was executed with exceptional speed, as over 70% of endpoints were migrated within 24 hours of initiating the change, and 98% were successfully migrated within 72 hours. This swift adoption ensured minimal disruption and a significant improvement in threat detection and response.

Dark Blue Technologies engaged in thorough discussions to enhance the center's email security. Utilizing advanced tools that integrate seamlessly with Microsoft 365 and existing infrastructure, the team bolstered the email ecosystem's defenses against targeted threats. The new system eased inbox management, backups, and archiving through an intuitive dashboard.

IMPROVEMENT OF MANAGED PRINTING

Dark Blue Technologies identified opportunities to optimize Family Medical Center's managed printing leasing contract. With our partner, TotalPrint USA, the center upgraded to new HP devices under a rental model, reducing costs and streamlining printer supplies and maintenance expenses. TotalPrint was further able to negotiate support to existing FMC-owned printers. In collaboration with in-house IT, TotalPrint experts replaced all managed printers in a mere 48 hours, across 4 office locations ensuring minimal downtime for crucial office functions.

COST SAVINGS AND EMPOWERMENT

By partnering with Dark Blue Technologies, Family Medical Center of Michigan not only upgraded its cybersecurity and managed printing agreements, but also realized substantial cost savings. Through optimized managed printing, efficient cybersecurity transitions, and enhanced email security, the center reduced its technology costs by over \$12,000 annually while easing technology maintenance on its internal IT team. Dark Blue Technologies extended its commitment to the community by offering FQHCs affordable solutions that do not compromise on security, allowing these organizations to allocate resources toward patient care and community outreach.



SentinelOne™

SentinelOne Singularity Complete is one of the platforms Dark Blue Technologies assisted Family Medical Center of Michigan with implementing.

DID YOU KNOW?

- 90%** Ninety percent of all print environments are not managed efficiently
- 1-3%** One to three percent of a company's total revenue is spent on office printing
- 3rd** Document printing is the third highest office expense within an organization
- 40%-60%** Forty to sixty percent of all IT calls are print related
- 4 to 1** On average, four prints are made for every one original
- 60%** Sixty percent of companies surveyed have reported data breaches involving printers

GET IN TOUCH

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