



Michael Smith
President

Contrast Eliminates the Top IT Concerns for Small to Mid-Sized Business Owners

Leading MTSP Raises the Bar for All Technology Providers

NE and Central PA – October 28, 2025 - Contrast, a leading managed technology services provider (MTSP), announced new initiatives aimed at eliminating the top IT concerns facing small to mid-sized businesses (SMBs). By focusing on reinvestment and client-first solutions, Contrast continues to set the standard for how technology providers deliver value, security, and long-term growth to their customers.

“Small business owners wear many hats, but IT shouldn’t be one of them,” said Michael Smith, President of Contrast. “We’ve designed our solutions to take the worry out of technology so owners can focus on growth, not on system downtime or security risks.” Most SMB owners are deeply aware of the obstacles standing between them and scalable, efficient growth. Contrast has made it their mission to address these pain points directly:

- **Cybersecurity Threats** – Small businesses are prime targets for hackers because criminals know they often lack the defenses of larger enterprises. Threats like phishing, ransomware, and data breaches can cripple a company overnight. Contrast puts enterprise-grade cybersecurity into the hands of SMBs, combining advanced monitoring with layered protections to ensure attacks are stopped before they cause damage.
- **Budget Constraints** – Many small businesses try to stretch outdated equipment or patch together free tools because they think proper IT

is out of reach. The result is hidden costs in downtime, inefficiency, and vulnerability. Contrast helps level the playing field by turning unpredictable IT spending into affordable, fixed monthly services that reduce waste and protect budgets.

- **Lack of IT Expertise** – Most managed services providers do not have the necessary IT expertise to meet the demands of their customers. Contrast has made tremendous investments in people and technology so organizations can finally receive what they should be paying.
- **Technology Integration & Scalability** – Growth often exposes cracks in outdated systems. New tools don’t integrate well with legacy setups, creating bottlenecks and frustration. Contrast designs IT roadmaps that future-proof businesses, ensuring systems are not only compatible today but can scale seamlessly as the company expands.
- **Data Management & Recovery** – A single data loss event, from hardware failure, natural disaster, or cyberattacks can be devastating for a business. Contrast provides robust backup and disaster recovery solutions that ensure business continuity, allowing clients to get back up and running quickly no matter what happens.

“Small business owners are right to feel frustrated with how complex IT has become,” stated Mr. Smith. “Too many MSPs just ‘keep the lights on’ instead of showing clients how IT can actively help them make more money, save money, and scale

smarter. At Contrast, we hold ourselves to a higher standard because our clients deserve technology that truly drives their success.”

Following recent growth initiatives, Contrast has doubled down on reinvestments into cutting-edge solutions, advanced training for their staff, and new cybersecurity frameworks. This focus ensures clients not only stay protected but also gain a competitive advantage in their markets.

“Every dollar we reinvest is about one thing: delivering more value to our customers,” added Smith. “We know organizations don’t want another vendor—they want a true partner who helps them simplify technology and grow their business.”

ABOUT CONTRAST

Contrast is a regional provider of Communication and IT solutions and services. We provide custom on-premise and cloud-based solutions, managed services and live, 24/7 customer support for voice and unified communications systems, contact centers, HD video conferencing, infrastructure, networking, and storage and back-up. High performance businesses, governments and non-profit organizations choose Contrast to CONNECT, CLOUD-enable and CARE for their end-to-end communication and IT requirements. For more information please visit <https://www.contrastcommunications.com/> or call (570) 966-1515.

