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Roger Wentowski
President

BTS Technologies, Inc. Introduces Advanced Data Discovery and Classification Solutions to Reduce Compliance and Cybersecurity Risk for Their Customers

BIRMINGHAM, AL – April 29, 2026 – BTS Technologies, Inc., a leading Managed Technology Services Provider (MTSP), announced today the company has expanded their data discovery and classification solutions designed to help customers’ identify sensitive information, reduce unnecessary exposure, and strengthen compliance. As businesses generate more data than ever before, most organizations have lost track of what data they actually have – and who has access to it. BTS is now offering advanced data discovery and classification solutions designed to help organizations regain visibility, reduce risk, and enhance compliance.

The reality for many organizations is simple: data grows quietly over time. Employee and customer names, financial records, medical information, contracts, credentials, and internal communications accumulate across email systems, cloud storage platforms, CRM systems, laptops, SharePoint, OneDrive, Box, Salesforce, and local devices. Yet very few companies pause to ask a critical question: “Do we truly know where our sensitive data lives – and who can see it?”

This lack of organization opens up massive vulnerabilities that are

completely unnecessary. “Most users only need about one percent of the permissions they actually are granted,” said Roger Wentowski, President of BTS. “But because data keeps growing and access is rarely reviewed, organizations end up exposing far more to potential threats than they realize.”

Data classification begins with discovery – identifying which information exists across an organization’s IT environment. From there, it categorizes data by sensitivity level, whether it’s public, internal, confidential, regulated, or highly restricted. This is particularly critical for industries such as healthcare, financial services, government, public safety, and criminal justice – where regulatory oversight is strict and penalties for non-compliance can be severe.

For regulated industries, improper data access can carry significant penalties. For example, under HIPAA regulations, violations can range from relatively minor fines in unavoidable situations to penalties exceeding \$1 million in cases of willful negligence. Compliance risk is only part of the equation. These errors often happen unintentionally, as companies prioritize collaboration and efficiency. “The default

mindset is to give broad access so work can move quickly. While that’s well-intentioned, it creates unnecessary risk, especially as data continues to grow,” added President Wentowski.

The rise of artificial intelligence tools adds another layer of urgency to this issue. AI tools operate based on existing permissions. So, if an employee has access to sensitive information, AI can surface it instantly. “Even though it may seem efficient to give AI access, do you want your staff to be able to ask AI how much the owner is being compensated?” commented Wentowski. If access controls aren’t structured properly, sensitive information can become searchable and visible when it shouldn’t be.

Many organizations treat their most sensitive company data with few guardrails. It’s not about distrust of staff, it’s about responsible protection. Modern data discovery and classification solutions should provide organizations with structured visibility into their environments. The best processes identify where sensitive data resides, evaluates who has access to it, and aligns permissions with regulatory and operational requirements. By applying *the Principle of Least*

Privilege, granting access only to those who truly need it, organizations significantly reduce exposure, while gaining access to the wild improvements that AI can bring.

“Our goal is to give organizations clarity and confidence,” Wentowski concluded. “Once you know what data you have and who can access it, you can protect it properly – and that peace of mind is invaluable.”

ABOUT BTS TECHNOLOGIES, INC.

Founded in 1976, BTS Technologies is Alabama’s leading

managed technology services provider. The company’s mission is to increase its customers’ profitability, improve their productivity and give them a competitive advantage by implementing the right technology. BTS Technologies is the only provider that protects its customers from the two risks of technology - obsolescence and cost. As its customers’ trusted technology advisor, BTS Technologies has earned the position as the market leader and its customers’ business through quality products and services.

BTS Technologies is a premier Member of Technology

Assurance Group, an organization of leading managed technology services providers (MTSPs) in the United States and Canada representing \$800 million in products and services. This means that the organization is the ultimate resource for Managed IT Services, Cybersecurity, Cloud Solutions, Business Phone Systems (VoIP), and Video Surveillance. BTS Technologies delivers future technology today! For more information, please visit please call 205.290.8400 or visit us at www.askbts.com.

