



Jeff O'Neill
VP of Sales

Technolink of the Rockies Introduces Advanced Data Discovery and Classification Solutions to Reduce Compliance and Cybersecurity Risk for Their Customers

ENGLEWOOD, CO – April 29, 2026 – Technolink of the Rockies, 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. Technolink of the Rockies 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 Jeff O’Neill, VP of Sales of Technolink of the Rockies. “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 VP of Sales O’Neill.

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 O’Neill. 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,” O’Neill 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 TECHNOLINK OF THE ROCKIES

Founded in 1983, Technolink of the Rockies is able to fulfill all of its customers’ technology needs. The company is the premier resource for business phone systems (VoIP and Session Initiation Protocol (SIP) provisioning), Managed IT Services, Network Security, Video Conferencing and Disaster Recovery. Technolink of the

Rockies has built a team of professional voice and data specialists whose goals are maximum customer satisfaction through total customer service. The company designs, implements and monitors end-to-end solutions.

Technolink of the Rockies delivers the future by linking business technologies today! For more information, please call 303-790-8700 or visit us at www.asktechnolink.com.