

# The Coeus Chronicle

INSIGHT WITH FORESIGHT

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TRUSTED IT, CYBERSECURITY, AND CLOUD ADVISORS



Welcome to the Coeus Chronicle, your monthly briefing from **Coeus Consulting**.

We bring clarity to the technology decisions shaping modern businesses.

## The Omen

Signals of Change



### Cyberwar Reaches the Business Network

On March 11, medical technology manufacturer Stryker disclosed a cyberattack that disrupted its global Microsoft environment, impairing its ability to process orders, manufacture products, and ship to customers. The Iran-linked group Handala claimed responsibility. Stryker said patient-related services and connected medical devices were not affected.

**Coeus Perspective:** The important signal for business leaders is that geopolitical cyber conflict does not stay inside government networks or critical infrastructure. A company can become operationally entangled in a conflict it did not start and has no direct role in, simply because its systems are reachable and disruption creates leverage.

**Coeus Insight:** Resilience matters as much as prevention. Segmentation, identity controls, tested recovery, and incident-response planning help keep a cyber event from becoming a company-wide business interruption.

Source: Reuters, Stryker flags disruption to orders, manufacturing a day after cyberattack, March 12, 2026.

## The Proven Path

Strategies for Today

### Growing Businesses Invest Before They Have To

Salesforce's small-business trends research shows a consistent divide between businesses that are growing and those that are standing still. Growing SMBs are more likely to invest in AI-backed technology, integrated tools, cloud platforms, CRM, cybersecurity, and automation before those capabilities become urgent. Salesforce reports that 73% of SMB leaders believe their technology investments help them keep pace with or outpace competitors.

**Coeus Perspective:** Technology does not create growth by itself, but growth exposes weak technology quickly. Waiting until systems are overloaded, data is fragmented, or security becomes a bottleneck turns technology into an emergency instead of a growth enabler.

**Coeus Insight:** Build one step ahead. Use a forward technology roadmap to identify the capacity, security, automation, data, and lifecycle investments the business will need before the pressure arrives.

Source: Salesforce, Top Small Business Trends for 2026: Smart Tech You Need to Know.





## The Horizon

Preparing for Tomorrow

### AI Regulation Is Becoming a Patchwork

AI regulation is moving in different directions at the state and federal levels. Colorado's high-risk AI requirements are scheduled to take effect June 30, 2026, while the White House released a national legislative framework on March 20 calling for a federal standard that could preempt conflicting state AI laws.

**Coeus Perspective:** Businesses should not wait for every jurisdiction to agree before establishing internal controls. A practical governance framework should identify which AI systems are in use, define what company data they can access, assign ownership for outcomes, and document how higher-risk use cases are reviewed. Those controls remain useful no matter which rulebook ultimately applies.

**Coeus Insight:** Build an AI inventory and governance process now. Internal clarity around data boundaries, ownership, transparency, and review will make it easier to adapt as state and federal requirements continue to evolve.

Sources: Colorado General Assembly SB25B-004; The White House, National AI Legislative Framework, March 20, 2026.

## The Agora

Meet Coeus

### Revolutionizing Healthcare AI

Live Online Webinar | Friday, March 27 | 10:00-11:00 AM PDT

Healthcare organizations have spent years digitizing records, workflows, and operations. The next question is how AI can build on that foundation. Join Coeus this month for Revolutionizing Healthcare AI - Beyond the Initial Digital Transformation, a practical discussion about where AI can create real value without introducing unnecessary risk.

[View the Webinar](#)



## About Coeus Consulting

Coeus Consulting helps growing businesses make technology more secure, reliable, and predictable. We bring enterprise-level discipline to managed IT, cybersecurity, cloud, and compliance for SMBs across the Southwest.

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