



“As a business owner, I know you don’t have time to waste on technical and operational issues. That’s where we *shine!* Call us and put an end to your IT problems finally and forever!”

- Michael Mellott, XPERTECHS



Volume II, Issue 3
March, 2009

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"Go ahead and laugh, but this baby hasn't crashed since 1961."

XperText

“Insider Tips To Make Your Business Run Faster, Easier, And More Profitably”

Pop Quiz: You Just Discovered One Of Your Employees Had Their Laptop Stolen... Quick, What Do You Do?

Over the last couple of months, I’ve come across some alarming statistics that you should know. There are 12,000 or so laptops found in US airports each week and 62,000 lost electronic devices recovered from New York’s metropolitan buses, taxis, trains, and stations each year! The bottom line is no matter how careful you are with your laptop, mistakes occur and losing a laptop (or having one stolen) is likely to happen to you or your employees at some point in time.

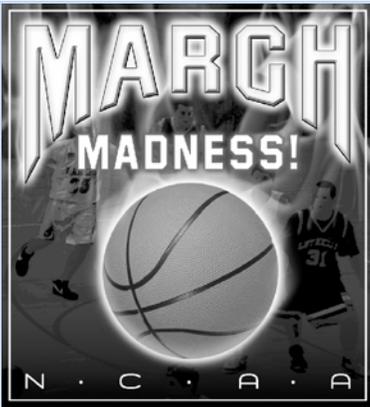
In the hands of a relatively unsophisticated hacker, all of your laptop information can be siphoned off, allowing an open back door into your network. This is akin to giving a thief the key to your office and the code to deactivate the alarm. Imagine the embarrassment of having to contact all of your customers to let them know THEIR confidential information may be compromised because one of YOUR unsecured laptops is in the hands of a criminal!

Asking employees to be more careful about where they keep their laptop IS a good step in the right direction, but accidents happen and thieves are always on the prowl. That’s why it’s so important to take measures to lock down and secure any mobile devices you and your staff uses to access your company’s network. Here are just a few things:

Encrypt All Information – Drive encryption software such as BitLocker (which is included in some versions of Microsoft Windows Vista) can secure all the data on your hard drive. Also, check your computer to see if it has a Trusted Platform Module (TPM) chip which is generally more secure than those without TPM.

Multi-Level Access Security – Don’t rely only on passwords to keep your laptop safe. Hackers can usually break most passwords in a few hours. We recommend adding a second way for people to prove that they are who they say they are BEFORE they are able to log in. Some people use smart cards to do this, but fingerprint pads are gaining in popularity.

Get More Free Tips, Tools, and Services At My Web Site: www.xpercure.com



It's that time of year when college basketball takes center stage for 3 weeks or so.

Here's this year's playoff schedule so you don't miss a moment of the action:

March 17, Opening Round

March 19-20, First Round

March 21-22, Second Round

March 26-27, Third Round

March 28-29, Fourth Round

April 4 and 6, Final Four games at Ford Field in Detroit, Michigan

NCAA Basketball Milestones

1896 - First men's college basketball game with a final score of 15-12

1913 – The year the basketball net was left open for the first time - meaning it was no longer necessary to retrieve the ball from the net, once a basket was scored.

1939 – First NCAA college tournament, which is now known as March Madness

1920 - Backboards were moved two feet from the wall of the court to keep players from climbing the padded wall to sink baskets

1967 - The slam dunk was made illegal! (What were they thinking?)

1976 - The much-loved dunk was made legal again

Log / Back-Up Information – It's critical to log and back-up all information on business laptops to ensure smooth operations in the event of loss or destruction. We can automate the backups so they are done ON SCHEDULE and in a way that won't interfere with the use of the laptop.

The Right Response - What happens when an employee loses a laptop? Do you have a next step action plan in place? If not, we suggest calling us immediately to report the loss (Note: clients on our XperCARE Managed Services plan will get after hours support for situations like this). The sooner we know, the sooner we can take preventative actions to lock that laptop out of the network.

By The Way – HP Laptops now offer Computrace (LoJack for laptops). Make sure you get this added protection for your new laptop.

Take the time NOW to secure your laptop and limit the damage to your business if it happens. We specialize in securing business data like yours, and making sure it is available whenever you need it, so give me a call at 410-884-0225 to discuss options and how to make your business network more secure.

Earn \$\$\$ For Referring Clients:

Refer a new client to purchase our XperCARE Managed IT Services and you'll earn 10% commission for every service purchase they make for up to one year. Your referrals will be given a special \$995 bonus package that includes, Data Security Audit, System Documentation, and discount off the Setup Fee.

“Who Wants a \$25 Gift Card?”

Take my monthly Trivia Challenge and you could win too!

The Grand Prize Winners of last month's Trivia Challenge Quiz are: Penny Rice and Dawn Lipsey were the first people to correctly answer my quiz question...

How many children did US President John Tyler father?

a) Eight b) Eleven c) Fifteen d) Seventeen

The answer is “C” – John Tyler fathered 15 children, a record for a US President He also reportedly had two additional illegitimate children – Total of 17

Congratulations Penny and Dawn you've won 4 Movie Tickets. Now...let's move on to this month's trivia question for a \$25 Gift Card...

What is the official last name of the doll Barbie?

a) Johnson b) Roberts c) Meredith d) Thompson

Go to our website and register your answer:

www.xpercare.com/Trivia

Get More Free Tips, Tools, and Services At My Web Site: www.xpercare.com

“Perfect Hearing...”

An elderly gentleman had a serious hearing problem for a long time. He finally saw a doctor who fitted him with a device that gave him normal hearing.

When the man returned in a month, the doctor said, "Your hearing is perfect. Your family must be pleased."

"Oh, I haven't told them yet," the gentleman replied, "I just sit around and listen to their conversations."

The doctor replied, "Doesn't that get boring?" "Absolutely not" the man chuckled, "I've already changed my will three times!"

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Call Before March 31st And Get Our “Spring Cleaning” Super Value Service Call For Only \$199!

Spring is in the air and there's no better time for a computer network health check! For only \$299, we'll send a technician to your office to:

- ? Conduct a full virus and spyware scan of your network.
- ? Verify your data backups are working and could be restored in the event of a disaster.
- ? Review your firewall and security against hackers and viruses.
- ? Check for system errors, conflicts, and other problems that can slow down your network.
- ? Look for ways to speed up your computer and network

**CALL TODAY:
410-884-0225**

Traveling Sales People Take Notice: New Micro Projectors Make PowerPoint Presentations A Breeze, Fit Into The Palm Of Your Hand, And Don't Require An Outlet To Work!

If you're like me, you don't need to do PowerPoint presentations on the road very often; but when you do, it's a royal pain! Until now, your choices were to lug a big projector around, pay for a rental, or hope that the client had one available. But thanks to a new generation of micro-projectors, you can take the show on the road very easily.

I've been hearing about various prototypes for a couple of years, but nothing was available commercially. Now two companies, 3M (3Mprojector.com) and Optoma (Optoma.com) have released micro-projector models that claim to have 6-10 hours of battery capacity, projection LEDs that are guaranteed to last 10,000 hours before replacement, and very high resolution images. As a bonus, the 3M MPro110 works with SD memory cards or tethered to an electronic device via USB.

These mini projectors fit into the palm of your hand and work with batteries so you don't need to find an outlet; a feature that would certainly come in handy. Most project an image from 5" to 50" and are compatible with lots of electronic devices such as cell phones, cameras, PDAs, iPods, and of course, laptop computers.

Reviews for the products have been mixed; most of the disappointing reviews are from people who are used to the performance of a full size projector. However, those who only need a quick and easy way to project a computer screen or PowerPoint are very pleased.

The street price for these projectors range from \$350 to \$400 but should (like all other electronic devices) drop over time.

If a micro projector sounds appealing to you, I suggest you find a seller that will let you take a "test drive" before making a full commitment to buy. The 3M projector is available from big box office stores, while the Optoma is available at multiple online vendors like Amazon.com,

If you've used a micro projector, give me a call at (410) 884-0225 or write me at info@xpercure.com; I'd love to get your "real world" feedback on how you use a micro projector and its performance.

Hot Product!

I'm thrilled with the response to our new Backup and Disaster Recovery (BDR) solution! I want to extend a sincere "thanks" for the trust and confidence many of our clients have shown in us by purchasing and installing our new BDR. To find out more....

Go to: www.xpercure.com/backup

New Study Reveals People Tell More Lies With E-mail

You might not believe a “get rich quick” offer sent by a stranger, but when a message comes from a friend, you may be more likely to think it is believable.

But don't be TOO sure! Researchers from Rutgers and DePaul universities found that more people lie in e-mail communications than verbally or in writing. Why? Because there seems to be a “reduced feeling of social obligation” when sending e-mail.

The more you know the recipient, the less inclined you'll be to lie – but many of the people in the study admitted that they still stretch the truth, even with friends and colleagues.

Another study found that people are far more likely to be overly critical in email than on paper. So as the owner of a company, you might consider getting feedback via e-mail to elicit frank responses.



Don't Forget Daylight Saving Time Begins Sunday, March 8

Spring forward! On Sunday evening, set your clocks an hour ahead when you go to bed.

From Michael's Desk:

The Impact of the Highly Improbable

Lately, I have been thinking a lot about the events that shape our world like 9/11 or various market crashes. We assume that our lives will take a predictable form and that the risks and opportunities we face are safely within the familiar bell curve. The problem is that we don't know what we don't know, and are not prepared to cope when it happens, either to react to a disaster or take advantage of an opportunity.

We celebrate the hero who steps into a disaster and saves lives or property, but do we cheer for the person who prevented the disaster that never happened due to their actions. In fact, the person who implements preventive steps may be quite unpopular due to the cost or inconvenience of those steps. If the disaster is fully prevented, the full-benefit of the preventive measures cannot be calculated and may never be acknowledged.

I see this in my own world every day. I sometimes feel like the boy with his finger in the dike, who gets blamed for warning about the rising flood waters! The everyday risks in computing are NOT a mystery and are entirely predictable. The danger is in people's denial that they exist. For example:

- Every disk drive will fail. Not if, when!
- Every unprotected network will rapidly become infected.
- Every backup tape will wear out.
- Every company will experience data loss through an employee's incompetence, bad luck, or ill intention.

We have enough experience in I to prevent nearly all disasters with proper planning, or at least recover from them at a reasonable cost. Even if there were a pandemic, people with remote access could work from home. Does your business have a Disaster Recovery Plan? If you don't even deal with the predictable, how can you expect to deal with the unpredictable?

Call us to help you plan for the predictable. 410-884-0225

The Big Easy Offer 3.0

The Big Easy Offer 3.0 is a promotion paying partner subsidy funds to customers who purchase one or more qualifying Microsoft products. When customers purchase from multiple product groups they can increase the partner subsidy funds they earn. The program is intended to encourage organizations to seek a comprehensive solution now, rather than buying solution components piecemeal or over an extended period of time.

Review the offer details:	
Start Date:	March 2, 2009
End Date:	June 26, 2009
Target Audience:	Small and mid-sized organizations.
Market Segments:	Commercial and government organizations.
Products Included:	Dynamics CRM, Exchange Server, Forefront (ISA Server, Forefront Security for Exchange, Forefront Security for SharePoint), Office Communications Server, Office System (Small Business, Professional Plus, Enterprise), Project and Visio, SharePoint Server, SQL Server, Systems Center (Configuration Manager, Essentials), Windows Server System (Windows Server, Small Business Server, Essential Business Server)
Customer Eligibility:	Customers must make a qualifying purchase as defined in the Terms and Conditions.
Offer:	Customers who make a qualifying purchase during the offer purchase period will earn money back in the form of a partner subsidy payout that can be used for implementation of their Microsoft solution including software, hardware and services. Customers who purchase more than one product group can earn higher payout amounts.
How To Participate:	For Customers: www.microsoftincentives.com/bigeasy

Get More Free Tips, Tools, and Services At My Web Site: www.xpercure.com