July 2015

E-SAFE TECHNOLOGIES

The E-Insider

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

The 5 Most Dangerous Pieces Of Information To Give In An E-mail

In the book *Spam Nation*, investigative journalist and cybersecurity expert Brian Krebs revealed the single most effective (and relied upon) way cybercrime rings gain access to your bank account, credit cards and identity. Ready for it? E-mail.

Whether it's opening an attachment infected by a virus, or a phishing scam where you unknowingly give up your login to a critical web site, e-mail still remains the most popular and reliable way digital thieves can rob you blind, steal your identity and wreak havoc on your network. Worst of all? You're INVITING them in! While there are a number of things you need to do to protect yourself, here are five pieces of information you (and your team) should NEVER put in an e-mail.

1. **Your social security number.** Think of this as your "bank account" number with the government. You should never e-mail this to anyone because it can be used to open credit cards and steal your identity.
2. **Banking information.** Your bank account numbers, routing number and online banking login credentials should never be e-mailed. Further, avoid sending a voided, blank check as an attachment to an e-mail.
3. **Your credit and/or debit card information.** NEVER update a credit card via an e-mail! If you need to update a card with a vendor, there are two safe ways to do this. The first is to log in to your vendor's secured site by going to the URL and logging in. Do NOT click on a link in an e-mail to go to any web site to update your account password or credit card! Hackers are masters at creating VERY legit-looking e-mails designed to fool you into logging in to their spoof site, which LOOKS very similar to a trusted web site, to enter your username, password and other financial details, thereby gaining access. Another way to update your account is to simply CALL the vendor direct.
4. **Login credentials and passwords.** You should never share your passwords or answers to security questions with anyone for any site, period.
5. **Financial documents.** An ATTACHMENT that includes any of the above is just as dangerous to e-mail as typing it in. Never e-mail any type of financial documents (or scans of documents) to your CPA, financial advisor, bank, etc.

Remember: Banks, credit card companies and the government will never ask you to click a link to provide them with any of the five items above. If you get an e-mail requesting you to update any of the above information, there's a good chance it's a phishing e-mail from a hacker. Don't be fooled!

"You are a top expert in what you do. We are top experts in what we do. Let us save you time and money by helping with any of your IT concerns."

- Tim Steinour, E-Safe Technologies

July 2015

Pittsburgh, PA

Inside This Issue…

An Urgent Security Warning For Businesses Running Microsoft Server 2003

(And A Limited Free Assessment Offer)

On July 14, 2015, Microsoft is officially retiring Windows Server 2003 and will no longer be offering support, updates or security patches. That means any server with this operating system installed will be completely exposed to serious hacker attacks aimed at taking control of your network, stealing data, crashing your system and inflicting a host of other business-crippling problems you do NOT want to have to deal with.

This is a threat that should not be ignored; if you don't want cybercriminals running rampant in your company's server, you MUST upgrade before that deadline. To assist our clients and friends in this transition, we're offering a **Free Microsoft Risk Assessment And Migration Plan**. At no cost, we'll come to your office and conduct our proprietary 12-Point Risk Assessment — a process that's taken us at E-Safe Technologies over 10 years to perfect — to not only determine what specific computers and servers will be affected by this announcement, but also to assess other security, backup and efficiency factors that could be costing you in productivity and hard dollars.

After performing this Assessment for hundreds of companies like yours, I'm confident that we at E-Safe Technologies will not only be able to expose a number of security risks and issues that you weren't aware of, but also find ways to make your business FAR more efficient and productive. **To request this Free Assessment, call us direct or send us an e-mail today. Due to staff and time limitations, we'll only be able to offer this until the end of July or to the first 10 people who contact us.** *(Sorry, no exceptions.)*

Free Report Download: If You Are Considering Cloud Computing For Your Company—Don't, Until You Read This…

INTRO TO CLOUD COMPUTING

"5 Critical Facts Every Business Owner Must Know Before Moving Their Network To The Cloud"

Discover What Most IT Consultants Don't Know Or Won't Tell You About Moving Your Company's Network To The Cloud

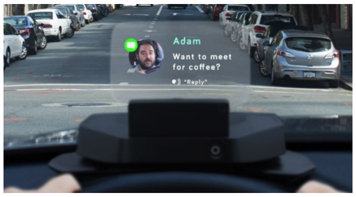
If you are considering cloud computing or Office 365 to save money and simplify IT, it is extremely important that you get and read this special report, "**5 Critical Facts Every Business Owner Must Know Before Moving Their Network To The Cloud**."

This report discusses in simple, non-technical terms the pros and cons of cloud computing, data security, how to choose a cloud provider, as well as 3 little-known facts that most IT consultants don't know or won't tell you about cloud computing that could end up causing you MORE problems and costing you more money than you anticipated.

Even if you aren't ready to move to the cloud yet, this report will give you the right information and questions to ask when the time comes.

Get Your Free Copy Today: http://www.E-SafeTech.com/cloudreport

Shiny New Gadget Of The Month:



Navdy

Many of us realize how dangerous it is to check e-mail or text messages while we're driving, but we don't feel like we can afford to ignore our phone. Brand-new product Navdy to the rescue!

Navdy is a transparent Head-Up Display (HUD) that projects information as if it's floating six feet in front of you. It's very similar to what commercial airline pilots use. Navdy works with any car, and with all iPhones and Androids.

Using the apps you already have on your phone, and with no service plans required, Navdy allows you to focus on the road and not on your phone.

As a phone call comes in, Navdy's built-in camera allows you to simply swipe in midair to answer calls (or dismiss them), so you no longer have to fumble with buttons or touch screens. Plus, Navdy's voice recognition uses the voice commands you're already familiar with, whether you use Google Now or Siri.

Any notification on your phone (such as text messages or social media) can be played, read aloud or disabled, based on your preferences. Navdy even allows you to keep your teenagers safe by giving you parental controls.

The product is rumored to retail at $499, but is available now for pre-order for $299. Just visit their web site at: www.navdy.com

"It Never Hurts To Ask"

"It never hurts to ask."

We often hear that said. But is it true? Recently someone asked me for a favor. The request came in an impersonal form e-mail. I had some business dealings with this person many years ago. Since then, I had heard from them only once when they asked another favor.

I was being asked to promote something on my social media network. The request did not offer an excerpt, a preview, a sample or any compelling reason why I should offer my assistance and ping the people on my e-mail list.

I thought, "Why should I help?" The implied assumption that I owed this individual something, or that I should help for no reason other than that they asked, seemed a bit off-putting. Have I helped an unfamiliar person before? Yes, there have been circumstances where I was glad to do so. But "Do this for me because our paths crossed" is not a good reason. Sometimes it *does* hurt to ask. Sometimes it comes across as inappropriate or entitled. Asking someone for a favor when you have no relationship with them *is* a bad idea. Naturally, most people like to help — but very few people like to waste their time or energy. And *nobody* likes to feel someone has taken advantage of them.

There's nothing wrong with asking for a favor or assistance. Just make sure you ask the right person for the right reason in the right way. Otherwise, you might damage your reputation and your relationships.

E-Safe Employee of the Month: Jacob Thompson

E-Safe Technologies is happy to have recently added Jacob Thompson to our great team here in Pittsburgh. Jacob is a Senior Engineer III with E-Safe and is already making strides with the organization. Jacob grew up in Wattsburg, PA where he enjoyed camping and hiking along with spending time with his family. He has quickly developed his technical skills in recent years since receiving a degree in Computer Networking from ITT Technical Institute. Jacob currently lives in the Carnegie Area with his Girlfriend Melissa and a whole family of pets all of which are refreshingly quiet reptiles, which he enjoys greatly. Jacob has come a long way from bailing hay as a teenager as he hopes to someday retire to a combination of a beach and wilderness-cabin lifestyle. Welcome aboard Jacob! We hope to have you here with us at E-Safe for many years to come!

Getting Started with Facebook Advertising

With social media being such a big part of everyday life, it likewise plays a huge role in online marketing. There are many social platforms a business can use to reach out to audiences, but the one that stands out from the crowd is Facebook. Over the past few years, Facebook advertising has seen steady growth in revenue, thanks to its specific audience targeting methods that allow business owners to lower their new customer acquisition cost significantly. If you haven't tried Facebook ads, you're truly missing out on one of the most powerful marketing tools out there. To that end, here's a step-by-step guide to implement Facebook ads in your business.

1. Create a Facebook Business Page

First things first: before you can advertise on Facebook, you must have a Facebook Business Page. Log in to your Facebook account and, on the news feed page, click on Create a Page from the left column. Choose the category of your Page that best describes the nature of your business. Then fill out all your business information, including your website, hours of operation, phone number, address, and email. Finally, add creative profile and cover images to attract potential visitors.

2. Define your Facebook ads goals

Facebook offers a variety of advertisement options to choose from, depending on your business's needs. That's why it's important to create goals for your ads, to make sure you're spending your money wisely while achieving your business goals. Start by asking yourself why you're utilizing Facebook ads in the first place; defining advertising goals and strategies will help you choose the right type of Facebook ad.

3. Choose an objective for your campaign

Now that you have a Facebook ad goal in mind, it's time to translate those goals into objectives for your campaign. For instance, if you want to drive more visitors to your business website, your Facebook ad objective is to Send people to your website, but if you want to increase your number of social media followers you would choose the objective Promote your Page. From your Page, click on Create ads and choose an objective to get started.

4. Target your audience

This is the step where most businesses fail at Facebook advertising. You can target your ads based on location, age, gender, language, interests, and behavior. By defining the right audience group, your Facebook ads will be shown to the right people and will give a high conversion rate. After you've chosen your target audience, you can decide how much money you want to spend, and choose the time to run your ad.

5. Customize your ad

This process is equally as important as audience targeting. In this step you have the option to choose how your ad will look, by adding up to five images and text that will accompany them. The text is only 90 characters long, so make sure your copy portrays what the content is about, so it will encourage people to click on your ad. Then choose where you want your Facebook ad to show from four options - the news feed, mobile news feed, right column, or audience network.

6. Place your order

The last step is to click on the Place Order button to submit your ad to Facebook for review. You'll receive an email from Facebook once your ad has been reviewed and approved and is ready to launch.

Facebook advertising requires effective planning, testing, and measuring. You need to experiment in order to find the campaign that works best for your business. If you're interested in advertising on Facebook or through other social media platforms, drop us a line and see how we can help.

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How To Know When An Employee Is About To Quit

There's nothing quite as devastating as losing a key employee, especially if they give you no warning or notice. Often they'll give you subtle signs such as a lackadaisical approach to work, arriving and leaving on time, not a minute sooner or later, long lunches or suddenly having several appointments at the beginning or the end of the workday. But one of the biggest giveaways is their Internet behavior at work.

We already know that employees spend personal time at work on Facebook and other social media sites; but you know something's going on if they've added monster.com, Craigslist, LinkedIn and other local job sites to the web pages they frequently visit.

That's ONE of the reasons we recommend our clients install an Internet monitoring software for their network. Not only will it reveal when employees are looking for work somewhere else, it will also alert you to employees who are wasting HOURS on social media, gambling, shopping and other non-work-related web sites. It will also prevent employees from accessing porn and file-sharing sites that could bring on a BIG lawsuit or nasty hacker attack.

While some people fear this is too invasive, keep in mind that you are paying those employees to perform a job with company-owned devices and company-paid Internet. We're not suggesting you monitor their personal devices or what they do after hours on their own time. But it's perfectly reasonable to expect an employee to put in a full 8 hours if you're paying them for their time.

Of course, you should provide notice that their computers are being monitored and set the expectation that you want them working during company hours; you should also detail what employees can and cannot do with company-owned devices in your Acceptable Use Policy (AUP). If you want to give them the ability to check personal e-mail and social media sites during work hours, you can limit it to 30 minutes a day during their lunch hour or break. Again, we don't recommend this since this can be an easy gateway for viruses and hackers—but these options are available.

Need help designing an employee monitoring system on your network? Give us a call. We can help you put together an Acceptable Use Policy and put the right software in place to enforce your policy.

Contact us today for help! (412) 944-2424

The Lighter Side:

Lost In Translation: Advertising Blunders

- Clairol introduced a new curling iron they called the "Mist Stick" to the German market, only to find out that "mist" is slang for manure in German. Not too many people had use for the "manure stick."
- When Gerber started selling baby food in Africa, they used the same packaging as in the US that featured the "Gerber baby" on the front. Later they learned that in Africa, companies put pictures of what's inside the package on the label since most people can't read, thereby causing African consumers to think there was pureed baby inside.
- Colgate introduced a toothpaste in France called "Cue," the name of a notorious porno magazine.
- Pepsi's "Come alive with the Pepsi Generation" translated into "Pepsi brings your ancestors back from the grave," in Chinese.
- The Coca-Cola name in China was first read as "Ke-kou-ke-la," meaning "Bite the wax tadpole" or "female horse stuffed with wax," depending on the dialect. Coke then researched 40,000 characters to find the phonetic equivalent "ko-kou-ko-le," translating into "happiness in the mouth."

How To Make Yourself 'Invisible' To Hackers

There's an old joke about two men hiking in the woods when they come across a big, grumpy black bear. Scared silly, one of the guys starts to run but notices his buddy stopped, bent-over, changing his shoes. He shouts to him, "Dude! What are you doing?!?! Why aren't you running?" to which his friend replies, "I'm changing my shoes because I don't need to outrun the bear – I only need to outrun YOU."

This is a perfect analogy for what's going on in small businesses: the "slow," easy targets are getting nailed by fast-growing cybercrime rings that are getting more sophisticated and aggressive in attacking small businesses. Last year, the average cyber-attack cost a small business $20,752, a substantial increase from 2013, when the average was $8,699. That's because most small businesses don't have the security protocols in place or the manpower and budget to implement sophisticated security systems. While there's absolutely no way to completely protect yourself other than disconnecting entirely from the Internet, there are several things you can do to avoid being easy pickings. Here's how:

1. **Lock your network.** While WIRED networks make you invisible to WiFi snoops because you have to access them by plugging into physical outlets or hacking modem ports, you can create a hidden or cloaked network on a wireless network. Simply disable the service set identifier (SSID) broadcasting function on the wireless router, and only users with the exact network name will have access. Small businesses like coffeehouses can also do this—just periodically change the network's information and place a small sign near the register with the current network name and passcode.
2. **Encrypt your data.** On your desktops, turn on the full-disk encryption tools that come standard on most operating systems: BitLocker on Windows-based PCs and FileVault on Macs. There is no noticeable performance lag; however, the encryption only applies when users are logged out of the system. So setting computers to automatically log out after 15 minutes without use is a good idea. And for mobile devices, use a VPN (virtual private network) to encrypt data traveling to and from your mobile devices and limit your employees' access to only the company data that they must have to do their jobs.
3. **Install firewall and anti-malware applications** on all of your equipment, including mobile devices.
4. **Disable features that automatically connect your mobile devices to any available network.**
5. **Disable printer and file-sharing options on mobile devices before connecting to a hotspot.**
6. **Check before connecting to hotspots.** If there is an unusual variation in the logo or name on the login page, beware…this could mean it's a fake hotspot designed to steal your data.

Can you guarantee that the person across the hotel lobby isn't looking at your data? Not really, but the chances of them being able to do that are greatly reduced if you take precautions to protect your business.

The Ultimate Small Business Guide To Setting Up A Work-From-Home System For Your Staff

WORK FROM HOME GAMEPLAN

"The Ultimate Small Business Guide To Setting Up A "Work From Home" System For Your Staff"

Secrets Every Business Owner Must Know Before Installing A 'Virtual Network' To Allow Employees To Work From Home, On The Road, Or From A Remote Office

You will learn:

- What telecommuting is and why so many small businesses are rapidly implementing work-from-home programs.
- The single most important thing you MUST have in place before starting any work-from-home or remote office initiative.
- How one company slashed its turnover rate from 33% to nearly 0%—and increased productivity by 18%—by implementing a work-from-home program.
- How to get a FREE "Home Office Action Pack" (a $97 value).

Claim Your FREE Copy Today: www.E-SafeTech.com/WorkFromHome

Another Cool Gadget to Check Out:

InfiniteUSB

As laptops grow thinner, USB ports become scarcer. This means that if you need to connect to many printers, phones, or a mouse, you need to carry around a multiport hub to plug in various devices. But Jiange has created a USB plug that is based on a daisy chain, allowing you to plug multiple devices into one USB port. It recently launched its product via a very successful Kickstarter campaign.

The design won an IF Concept Award from one of the most prestigious design competitions in the world. Jiange has a lot more design inventions underway. InfiniteUSB cables start at $10, and will also come in varieties that support microUSB and Lightning connectors.

http://getinfiniteusb.com/

Four Ways To Get More Performance, Productivity And Profit From Your Team

1. Your Team Needs To Learn Together
Rarely do teams learn together. Too often, increases in skill are confined to individuals. Sometimes that can become a barrier to teamwork: because there are dramatically different knowledge and skill levels, some team members aren't able to keep up. When an individual attends a course or discovers a useful practice, he or she should be encouraged to share it with the team. And periodically putting the entire team into a learning environment is critical.

2. Peer Recognition Is Powerful
If you're a team leader, understand that despite your best efforts, you will be incapable of adequately recognizing every team member's efforts and contributions. Good work will slip by and go unrecognized. If this happens often, the team member may well become disillusioned. Relieve yourself of the burden to be the sole dispenser of recognition: ask team members to recognize each other. Make it a team expectation to thank other team members for their assistance and to look for opportunities to catch each other doing something praiseworthy.

3. To Win More Together, Think Together More
Have you ever held a team retreat? When was the last time your team came together for the express purpose of thinking about the work you do? Do you periodically pause as a group to reflect on what you've learned and internalize the lessons? Do you meet to consider opportunities, and not just to solve problems? The team that thinks more wins more.

4. You've Got To Expect It And Not Tolerate It If You Don't Get It
Some managers, knowing how difficult it can be to create great teamwork, undermine their efforts by making teamwork "optional." That is, they appreciate the people who are good team players but they tolerate those who aren't. As the old adage goes, what you allow, you condone. Those on the same team should know that figuring out how to get along and work with other teammates is their responsibility. Those who refuse to be team players should at the very least not enjoy the same benefits, and at worst, should be removed. It might sound harsh, but it is necessary if you want teamwork to work.

Refer Someone You Know to E-Safe and Get:

Two FREE Pitt Panther Football Tickets

Referrals play a big role in our journey to help the many business that we do with their IT support. To show our appreciation for all of the kind words and new business you provide, we want to give you a couple tickets for a Pitt Panthers football game just for telling your vendors, associates, and colleagues about E-Safe Technologies. All you have to do is **refer one person** who agrees to meet with us and we will send you (2) tickets to attend a 2015 Pitt Panthers football game as our way of saying thank you. We'll also send the people that you refer who meet with us a voucher entitling them to (2) FREE HOURS of computer support so everyone wins!!!

3 "Gotchas" Most IT Pros Won't Tell You When Selling You Their Cloud Solution

Are you using any cloud applications to store data? Then listen up! There are a few "gotchas" you need to know about 3rd-party cloud apps that most sales reps will NEVER tell you.

1. **They aren't responsible for keeping a backup of your data.** If you read the small print of your contract, you'll see that in every way possible, your cloud provider is NOT responsible for data loss or backups – even if it's their fault. In fact, Office 365 will only keep 3 days' backup of your data; so if you delete or overwrite a file and don't notice it until 4-5 days later, it's GONE. If your data is important, you need to implement a backup solution that works with cloud applications.
2. **What you see may NOT be what you get.** There's nothing more frustrating than an incredibly slow application when you're trying to work; and the salesperson demo'ing the application or platform is going to make sure you only see the BEST-case scenarios for performance. But there are a lot of things that can determine how fast your cloud applications run, such as the file size you're working on, CPUs and RAM and storage, time of day, day of the week, your Internet connection and the number of users accessing the application. Make sure you get some verification of the speed in YOUR specific environment before spending a lot of money, time and aggravation moving to a new cloud application.
3. **What if they cancel you?** Here's a scary situation: what if your cloud provider decides to shut down your account because they go out of business or simply decide not to service you anymore? Or what if YOU want out? Make sure you have in writing what happens if YOU cancel your contract AND what your cloud provider can and cannot do if they go out of business, cancel your account or have any other issues that would cause service interruption. Moving a network from a cloud platform is NOT a simple task and you need to make sure you can get your data and that you'll be given sufficient time to make the transition.

Need help interpreting any of these scenarios? Give us a call at 412-944-2424 and we'll help you put in place a solid "Plan B" for any of the above issues.

The Lighter Side:

Great Starting Salary

Fresh out of business school, the young man answered a want ad for an accountant. Now he was being interviewed by a highly agitated, arrogant little man who ran a small business that he had started from scratch.

"I need someone with an accounting degree," the man said. "But mainly, I'm looking for someone to do my worrying for me."

"How's that?" the would-be accountant asked.

"I worry about a lot of things," the man said. "But I don't want to have to worry about money. Your job will be to take all the money worries off my back."

"I see," the accountant said. "And how much will my position pay?"

"I'll start you at 85,000," responded the owner decisively.

"Eighty-five thousand dollars!" the accountant exclaimed. "How can such a small business afford a sum like that?"

"That," the owner said, "is your first worry. Now get to work."