



TECHNOLOGY TIMES

"Insider Tips To Make Your Department Run Faster, Easier and More Efficiently"

Would you like to make sure your Department Is CJIS Compliant at no cost?

NJSP is sending out CJIS IT security Audit questionnaires to various law enforcement agencies in New Jersey and Police Departments have reached out to us to help them accurately respond to the questionnaire and successfully pass the audit.

Continued non-compliance may result in the limitation or termination of CJIS services. It is extremely important that if you have received the audit questionnaire or if you want to proactively prepare your department to pass the audit successfully, to consult with professional IT security experts who can assist you in becoming compliant.

Now is your opportunity to engage our team to assist you in accurately completing the CJIS IT Security Audit Questionnaire. We typically charge \$599 for a half-day security Audit but we're offering this **FREE OF COST** to the first 5 departments which will be on a first come first serve basis.

All we ask in return is that we get a **patch of your Police Department** so we can proudly display it on our Patch wall.

Rest assured that there is no obligation to hire us in the future for you to qualify for our free CJIS IT Security Audit Service, except for the patch of course.

You can Schedule Your Free CJIS Audit Review by:

- Calling us at 973-560-9050
- Emailing Shawn at Shawn.butt@zaphyr.net with the Subject "CJIS Audit"
- Or Filling out the form at : <http://www.policeitsupport.org/cjis-audit/>



"As a Police Chief, 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!"

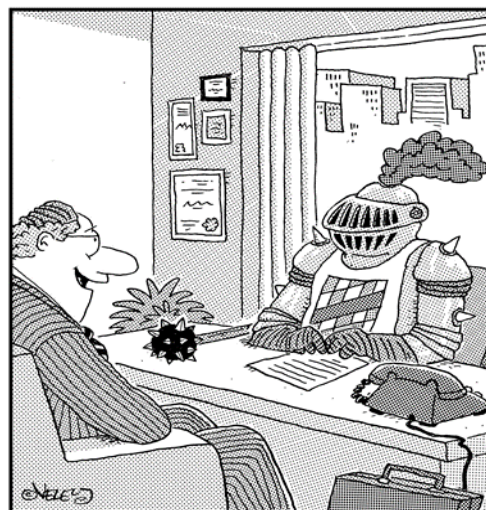
- Shawn Butt
Police IT Support

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Whippany, NJ

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"Hey, no problem! I've always felt that a little sales resistance is a healthy thing!"

Is Google The Computer From *Star Trek*?

If you've ever seen a *Star Trek* episode, you'll know that "computer" always knew the answer to whatever the commander needed to know to run the starship, do battles with aliens and it even made tea...Earl Grey...hot. In business today, Google has taken on the role of answering questions and providing information. In fact, the company name has become a verb in our language and you can google just about anything on this easy-to-use search engine.

"Computer" gave you one answer, Google gives you many. But there's an easy way to limit the responses and that's by the way you search. If you only want to see responses on exactly what you're searching for, then type the **minus sign** at the end of your search. Another way to limit your responses is to take advantage of Google's specialized search sites, for example **Google's Public Data Explorer**. This site allows you to search specifically on public statistics.

The *Star Trek* computer spoke every language. Google speaks 80. You can ask Google to translate a single word by typing "**translate** (word) to (language)" into the search bar and you'll get the translated word. There's also a Google application called **Google Translate** where you can type, speak or handwrite the phrase into your device – you can even take a picture of a sign or other text. Then it's your choice to have Google speak the translated phrase or display it for you. Need an easy-to-use price-comparison site for business travel? Try Google **Flight Search**. Pick your starting point and destination—or destinations—on the map, and then pick your dates. When you pick the dates, be sure to pay attention to the prices on each date and Google's graph of days with the cheapest tickets. Then, you can filter the results by flight length, airline, price, stops and more. When you find a flight you like, you can book it directly on the airline's site.

Like the *Star Trek* computer, Google provides definitions and conversions. In the search bar, type **define** (word) or **convert** (unit of measure), and you can even compare the nutritional values of one food item to another's: just type **compare**.

So is Google the computer from *Star Trek*? With all these features, what do you think?

16 Questions you Must Ask Before Hiring Any IT Company

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"If You Depend On Your Computer Network To Run Your Business, This Is One Report You DON'T Want To Overlook!"



Extremely Helpful Strategies And Tips Every Business Owner Must Know Before Giving Anyone Access To Your Computer Network

You will Discover:

- 1) The single most expensive mistake most Police Departments make when hiring an IT consultant.
- 2) The surprising reason most Police Departments fall victim to sub-standard support.
- 3) How to avoid expensive computer repair bills and get all the computer support you need for a low, fixed monthly rate.

Claim Your FREE Copy Today at www.policeITsupport.org/16questions

Shiny New Gadget Of The Month:



SaneBox

Have you ever felt overwhelmed or even drowning with the number of emails in your inbox?

Then SaneBox could be your answer. This month's gadget is a cloud-based software application that helps you manage your email. SaneBox analyzes your email behavior on all your devices. Then, based on which emails you let slide and which ones you open right away, SaneBox creates rules about sorting your email for you. The result? Your inbox only has emails you need to attend to now. All other emails go to your SaneLater folder. You can drag and drop emails from that folder to your inbox, and from then on, those emails will display in your inbox.

SaneBox keeps you focused on high-priority emails. There's nothing to download. There are additional productivity features to manage tasks, your calendar, and your attachments. And the SaneBlackhole is the fastest way to unsubscribe from emails. See www.sanebox.com.

THE PICK-UP LINE

In the world of dating, a successful *"pickup line"* can make or break any chance of getting to strike up a conversation with someone you would like to meet. Below are a few examples of what some people thought were great *pickup lines*:

"I'm not a photographer, but I can picture me and you together."

"Can I have directions?" "To where?" "To your heart."

"I thought happiness started with an H. Why does mine start with U?"

"Is there an airport nearby or is that just my heart taking off?"

"You're so beautiful that you made me forget my pickup line."

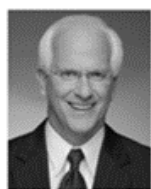
You are probably wondering why I am addressing dating *"pickup lines"* in a business article. With profit margins being attacked from all angles, it is important for businesses today to do everything they can to take advantage of every **consumer buying encounter**. Probably one of the most famous **business pickup lines**, which added instant profits to their bottom line, was by the fast-food chain McDonald's: **"Would you like fries with that?"** I have read where some experts have stated that McDonald's added an additional \$20 million in profits just by asking that one simple question.

Is your company leaving potential profits on the table, just waiting to be scooped up, if only your employees were trained in asking an additional, simple, not pushy question ... that could possibly entice your customer to spend more money? I believe there are thousands of companies today doing just that. It is your job to exploit every sales channel to its fullest potential; but you need to do so by thinking like your customers. How would they like to be served better? What else could they possibly need, that they may have forgotten? Sometimes just planting the seed (*suggestion*) can lead to additional sales.

What else do your customers need? How can you best serve them? As long as your *"pickup line"* doesn't alienate customers, you should take advantage of the current selling transaction; the *"pickup line"* technique can add a considerable amount to your bottom line. I fly a lot, and in every Hudson Newsstand in the airports, they ask me if I want water, candy or gum when I am buying anything in there; they do it **EVERY** time. Southwest Airlines upsells better seating on planes so customers can get early boarding and be assured of overhead space for their bags. Waiters can ask if you want an appetizer, salad or bread with your meal ... and then after your meal ask if you want another dessert, coffee or glass of wine.

The retail marketing giant Amazon says the cross-selling suggestions on its website account for 35% of its sales; they fully take advantage of every opportunity they can to sell more merchandise ... DO YOU? If you want to add additional profits to your bottom line, start perfecting your *"pickup lines."*

One thing is for certain ... if you don't ask for it, you certainly won't get it.



Robert Stevenson is a highly sought after, internationally known speaker. He is the author of the best-selling books *How to Soar Like an Eagle in a World Full of Turkeys* and *52 Essential Habits for Success*. Robert is a graduate of the Georgia Institute of Technology (Georgia Tech) and is a former All-American Athlete. He started his first business at 24 and has owned several companies. Robert has international sales experience dealing in over 20 countries and his client list reads like a Who's Who in Business. He has shared the podium with such renowned names as Generals Colin Powell and Norman Schwarzkopf, former President George H. W. Bush, Anthony Robbins and Steven Covey. www.robertstevenson.org/

Who Is Police IT Support?

Police IT Support is a company that provides IT Support To Law Enforcement Agencies in the New Jersey since its inception in 2003. Our team of Microsoft Professionals are here to help you with any computer or network issues. If you have any questions Please feel free to call us at: 973-560-9050 or visit our Website at www.PoliceITSupport.org

Yahoo Is Shutting Off Telecommuting – Should You?

The recent decision by Yahoo CEO Marissa Mayer to stop telecommuting has cast a negative light on this practice. After checking the company's VPN log to see how many remote employees were logging in, she didn't like what she saw. Effective June 2015, telecommuting is no longer an acceptable practice at Yahoo. The media excitement added fuel to the fire for those who think that employees working at home aren't putting in an honest day's work.

Mayer's now-public memo talked about communication and collaboration. She thought the best way to make that happen is for people to be in one place. But that's just one opinion.

There are many companies who use telecommuting practices very successfully. They also believe in communication and collaboration and use tools such as Google Hangout video chat service, GoToMeeting, Skype, WebEx and Campfire chat by 37signals to do just that. They support these tools with products such as Google's [Gmail and Calendar apps for business](#) and Asana's task management software, to name a few.

Telecommuters are often employees who live in other parts of the country or even in other countries, and other time zones. After trying several techniques to work with a remote team member, David Bloom, the CEO of tech start-up Ordr.in, now uses Google Hangout for daily virtual meetings. He says, "We have five employees, and four of us are in the same place, but we all log on separately. This allows us to have a face-to-face meeting where everyone's equal. It's not the four of us sitting in one place, with our colleague sitting somewhere else." He finds this arrangement keeps everyone accountable for their work.

Josh Siler, CTO of HiringThing, a virtual company, says it's all about your company culture. "We're trust-based, and we don't micromanage our employees. We judge everyone based on their output. Anyone can make their schedule flexible, as long as they meet their commitments to their coworkers," he says. "Our employees know that their performance is what matters, and we talk about it on a regular basis."

Bloom and Siler would tell you that telecommuting is successful when you have a culture of accountability and trust.

Who Else Wants To Win A \$25 Gift Card?

The questions from last month's trivia was: **One famous April Fool's Day hoax occurred in the 1957 when the BBC aired a curious story that tricked quite a few viewers into believing they could grow what?**

a) Musical Shrubbery b) Horse-sized Hamsters c) Spaghetti Trees d) Chocolate Potatoes

The correct answer was c) **Spaghetti Trees**. Now, here's this month's trivia question. The winner will receive \$25 Amazon Gift card.

What is a petaflop?

a) your dog after a long walk b) the latest toy for kids c) a measure of a computer's processing speed expressed as: a quadrillion (thousand trillion) floating point operations per second (FLOPS)

Call us right now with your answer!
973-560-9050

The Lighter Side:

The First Computer Bug Was Actually A Moth?



- The first actual computer "bug" was a dead moth stuck in a Harvard Mark II computer in 1947.
- Big banks don't process checks and debit card charges to your account in the order they're received, but instead use a computer program that selects the biggest amounts first and charges them against your account, emptying your account faster and resulting in more overdraft fees (profit).
- In September 1956, IBM launched the 305 RAMAC, the first "SUPER" computer with a hard disk drive (HDD). The HDD weighed over a ton and stored 5 MB of data.
- A computer as powerful as the human brain would be able to perform about 38 thousand trillion operations per second and hold about 3,584 terabytes of memory.
- The first entirely computer-generated movie sequence in cinema history was the Genesis Device demonstration video in *Star Trek II: The Wrath of Khan*. The studio that made the scene would later become Pixar.
- CAPTCHA is an acronym for "Completely Automated Public Turing test to tell Computers and Humans Apart."
- MIT has developed computer software that can identify and distinguish a real smile from a smile of frustration.