pcplus networks
better People, better Solutions

Real World Tech Tips

*making your business IT reliable & more secure than ever*

Stop Failures!

9 Ways to prevent Disaster.

1. Spam Emails: Secure your email Most attacks happen through Email.

2. Passwords: Apply Security Policies.

3. Computer Updates: Keep Microsoft, Adobe and JAVA products updated.

4. Training: Train your users – Often! Teach them about data security, Email attacks, policies and procedures.

5. Advance Security: Move beyond outdated antivirus tools of the past.

6. Firewall: Turn on Intrusion Detection & Intrusion prevention features.

7. Encryption: Whenever possible, the goal is to encrypt files at rest and in motion.

8. Two factor Authentication.

9. The Most important is Backup: Local (BDR Appliance) & to the cloud, test your backups often.

If you need help to implement any of these, call us today!

September 2019
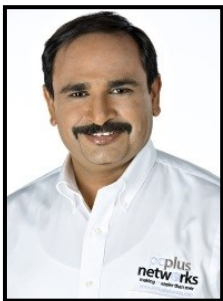
This monthly publication provided courtesy of SHAN DHOLARIA, CTO of PCPlus Networks.

"As a business owner, you don't have time to waste on technical and operational issues plus security is a BIG concern too.. That's where we shine! Call us and put an end to your IT problems finally and forever!"

Top 4 Strategies I Learned From Daymond John To Improve Leadership And Grow My Business

This past June, I got to hear the one and only Daymond John speak at a small private event. You may know Daymond as a successful entrepreneur who has appeared on the hit ABC show *Shark Tank*. Best known as the founder of the clothing brand, FUBU, he is also the author of The Power of Broke — an insightful look into his life and what he did to find success.

Daymond brought a lot of that insight to the room. While he had a lot of great things to say, there were four business strategies that really struck a chord with me — strategies any business can learn from to improve.

INVEST IN PEOPLE This is the most important thing for a business to realize, as Daymond put it. He talked about how he (and the Sharks) invests in people, not companies. Think about it: companies come and go. In fact, most companies will go. On the other hand, people learn from their experiences (good and bad), and they grow. Putting your people first is what gives companies staying power. Your team matters and your clients matter, and you should make every effort to ensure they know that.

DON'T BE REACTIVE — BE RESPONSIVE A lot of businesses are reactionary. This was a lesson Daymond learned working with prolific rapper and music producer LL Cool J in the late 1980s. When you react to something, you're already behind the times. Part of LL Cool J's success in the rap world was being responsive. He didn't just jump on trends, he helped create them. He recognized the rap

world was constantly changing in terms of sound, lyrics and style (including his fashion).

Daymond was able to market his FUBU clothing because he was doing things other clothing makers weren't. He was taking risks, working exceptionally hard (another one of Daymond's points was "always be hustling") and was willing to respond to changes in the marketplace.

BE TRUE TO YOUR WORD When Daymond first got the call from Mark Burnett to join *Shark Tank*, Daymond knew he had to turn down the show. Signing onto *Shark Tank* meant he couldn't appear on any other shows, and he was already working with the Kardashians — a family who, at the time, wasn't quite the household brand name they are today.

Daymond told Burnett he was going to stick with the Kardashians because he had given them their word (and likely signed a few contracts with them). He wanted to help the Kardashians get their brands moving. He saw their potential. The family got word that Daymond had turned down the *Shark Tank* deal and said, "No, don't let us get in your way!"

Daymond also recognized that the Kardashians are savvy businesspeople. As he put it, "They know their analytics."

> **"Daymond was able to market his clothing because he was doing things other clothing makers weren't."**

And that's true! That's why they found success on TV and in stores around the world where their many products are sold. But he wasn't about the leave them high and dry for his own gain. Eventually, they found a solution, and he joined *Shark Tank*, but he wasn't going to compromise his integrity. And that's something none of us should compromise on.

REMEMBER, YOU ARE THE BRAND The biggest brands are distilled down to three, four, five words. People know these words by heart, including Nike (Just Do It) and Apple (Think Different). You should have your own 2-5 words. "If you can't describe yourself in 2-5 words and you walk into a room, you leave it up to us to interpret."

Another thing to remember is that people associate your social media with your brand — whether you're a business intentionally posting content related to your brand, or you're an individual posting about your last vacation. What you share on social media is shared through a lens — your lens. Pictures, posts, you name it — it's all a part of your brand.

That said, posting something negative will hurt that brand. It's always important to be mindful of what you post and encourage your team to do the same. Having rules and policies regarding what can and cannot be shared on social media will go a long way in preventing a catastrophe.

These four points only skim the surface of what Daymond talked about, but these are crucial things we all can learn from. It was great to hear him speak and to hear his story, and I send my thanks to him for all of his wonderful insights!

Services We Offer

PCPlus Networks connects you to maximum return on your IT investment with top notch business continuity solutions. As your partner we'll deliver speed, value, and quality from start to finish - using expert Engineers & project managers to keep everything running smoothly. We work with you every step of the way, from consulting to design, project management, installation and ongoing support. We even back it all up with a long lasting warranty.

IT Services includes:
Managed Cyber Security
IT Infrastructure Management.
Network Support
Managed IT Services
Cloud Integration
IT Consulting.
Hardware/Software
Backup & Disaster Recovery
Network Storage Solutions
VOIP / Virtualization
Wireless / Wi-Fi Solutions
Virus/Malware Protection
Email / Spam Protection.
Business Continuity Solutions
IP Video Surveillance.
Network Wiring/Cabling

Give us a call today at (678) 523-5599 to discuss your needs.

CONFIDENCE

How can you build your confidence as a CEO, investor or entrepreneur? New CEOs have imposter syndrome. Private equity investors who just raised another $1 billion-plus fund read newspaper headlines about the coming recession and quietly gulp. Self-made billionaire entrepreneurs worry that their fortunes will take an embarrassing hit. Newly elected government leaders worry about whether their results will live up to their campaign promises.

We find that leaders are less confident when they obsess about things they can't control, rather than taking action in the areas they can control.

The *Wall Street Journal* reported the results of a new survey (6/16/2019) by the Conference Board regarding what is on the minds of 800 CEOs.

External Hot-Button Issues
1. Recession
2. Global trade
3. Politics

Internal Hot-Button Issues
1. Attracting and retaining top talent
2. Disruptive technologies
3. Developing the next generation of leaders

What this survey says to me is this: it's good to be aware of issues that are outside of your control – recession, global trade, politics. But it's even more brilliant to master the things that are within your control – hiring and retaining top talent, developing digital capabilities and developing the next generation of leaders.

~ Andy Bailey, the founder of Petra Coach

HOW MUCH CONFIDENCE DO YOU HAVE IN YOUR TEAM?

If you have a high degree of confidence in your team, then keep doing what you are doing to hire and develop them.

But if you don't have a high degree of confidence in your team, then you should focus on hiring, developing and retaining more of the right people who fit your strategy – who can achieve the results you seek. How?

There are three ways to build confidence in your team. You can invest the time to master the skills and best practices around hiring, developing and retaining top talent yourself. Or you can engage ghSMART to do it for you. Or, what most of our clients do is engage ghSMART to solve this problem immediately and build your skills in this area for your long-term success. (A quick side note – I'm very proud to report that my colleagues achieved 99% "high" client-reported satisfaction over the past 12 months. So, to go with this confidence theme, I have a very high degree of confidence that my team will help you solve your #1 problem!)

A great way to build confidence in yourself as a leader is to build your confidence in your team. If you are the CEO of a $1 billion-plus revenue company or have raised at least a $1 billion fund, please reach out if you would like my team to help you build confidence in your team to deliver the results you want to achieve for customers, employees and shareholders.

IT Security Tip : The long-forgotten piece of security for road warriors…

Do you connect to the office network or VPN (virtual private network) to get some work done in the evenings, on the weekends or when on the road? For many, the answer is yes. One of the most frequently forgotten pieces of network security is making sure that personal devices used in employee homes conform to the standards in your office. Make sure your road warriors and remote workers have up-to-date antivirus software on the computers they are connecting in from and that a good firewall is in use when possible. Just know that it's generally safe to connect into work from public hotspots as long as your office VPN is in use. The VPN secures the connection between the computer and the office. Remote login software such as GoToMyPC and others may not use the same type of security as your VPN and therefore may not be safe to connect from a public hotspot.

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Inside This Issue

Do You Have These 3 Things Every Business Needs To Be Successful?

You have a solid team. People are everything in business – that includes your employees. You strive to hire the best team (who match your core values and company culture and who bring top-notch skills to the table) and you train them well (they understand your systems and processes). On top of that, they're happy!

You have purpose behind what you do. We all need purpose to not only be happy but also to thrive. When your team knows what they're working toward and understand the value of their work, that gives them purpose. You've clearly laid out the objectives and everyone is on the same page. When your employees know why they do what they do, they're happier and more productive for it.

You are passionate. You don't just love what you do, you love the people you work with and you love the difference your business makes in the community or the world. When you have passion, it's infectious. It inspires people around you. When your team is inspired, they'll go the extra mile and your business will find success likes it's never found before.
Inc.com, 5/20/2019

What The Heck Is An AUP … And Why Do You Want It?

With so many access points, from cell phones to laptops and home computers, how can anyone hope to keep their network safe from hackers, viruses and other unintentional security breaches? The answer is not "one thing" but a series of things you have to implement and constantly be vigilant about, such as installing and constantly updating your firewall, antivirus, spam-filtering software and backups. This is why clients hire us – it's a full-time job for someone with specific expertise (which we have!).

Once that basic foundation is in place, the next most important thing you can do is create an Acceptable Use Policy (AUP) and train your employees on how to use company devices and other security protocols, such as never accessing company e-mail, data or applications with unprotected home PCs and devices (for example). Also, how to create good passwords, how to recognize a phishing e-mail, what websites to never access, etc. NEVER assume your employees know everything they need to know about IT security. Threats are ever-evolving and attacks are getting more sophisticated and cleverer by the minute.

If you'd like our help in creating an AUP for your company, based on best practices, call us. You'll be glad you did.