

Carolina Tech Times

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



MANAGED IT
Solutions

♦ VOLUME 16- ISSUE 10
♦ OCTOBER
♦ TWENTY SIXTEEN

Malware Minute

Did You Know Cybercriminals Target Companies with 250 or Fewer Employees

In 2012, Symantec research confirmed that cybercriminals are increasingly targeting smaller businesses with 250 or fewer employees. Attacks aimed at this demographic practically doubled from the previous year.

Cybercriminals target smaller companies because they know the larger, Fortune 500 companies are more likely to have their IT and security issues in check.

Anyone who isn't yet working with a Managed Service Provider (MSP) should consider it. First, a manual network and security assessment offers a third-party perspective that will uncover any potential business-killing security risks. A good MSP will produce a branded risk report to help you gain the confidence of prospects to win new business.

October 2016



This monthly publication provided courtesy of Rob Downs, President of Managed IT Solutions.

Our Mission: To build a community of successful minded entrepreneurs that inspires excellence, encourages collaboration and expands the capacity of all members to achieve great things.



Could One Tiny Leak Wipe Out Your Entire Company?

Things were going great at Michael Daugherty's up-and-coming \$4 million medical-testing company.

He was a happy man. He ran a good business in a nice place. His Atlanta-based LabMD had about 30 employees and tested blood, urine and tissue samples for urologists. Life was good for this middle-aged businessman from Detroit.

Then, one Tuesday afternoon in May 2008, the phone call came that changed his life. His general manager came in to tell Daugherty about a call he'd just fielded from a man claiming to have nabbed a file full of LabMD patient documents. For a medical business that had to comply with strict federal rules on privacy, this was bad. Very bad.

It turned out that LabMD's billing manager had been using LimeWire file-sharing software to download music. In the process, she'd unwittingly left her documents folder containing the medical records exposed to a public network.

A hacker easily found and downloaded LabMD's patient records. And now the fate of Michael's life – and his business – were drastically altered.

What followed was a nightmarish downward spiral for LabMD. Not one to go down without a fight, Michael found himself mired in an escalating number of multiple lawsuits and legal battles with the Federal Trade Commission and other regulators investigating the leak.

Finally, in January 2014, exhausted and out of funds, his business cratering under constant pressure, he gave up the fight and shuttered his company.

One tiny leak that could have easily been prevented took his entire company down. Could this happen to you and your business? Let's take a look at four fatal errors you **MUST** avoid, to make sure it never does:

Have you developed a false sense of security?

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Please, please, please do NOT think you are immune to a cyber-attack simply because you are not a big company. The fact is, whether you have 12 clients, or 12,000 clients, your data has value to hackers. A simple client profile with name, address and phone number sells for as little as \$1 on the black market. Yet add a few details, like credit card and Social Security numbers, and the price can skyrocket – \$300 per record is not uncommon. Being small doesn't mean you are immune.

Are you skimping on security to save money? Sure, of course you have a tight budget... So you cut a deal with your marketing manager, who wants to work from home at times. He links into the company network with a VPN. If configured properly, your VPN creates a secure and

encrypted tunnel into your network. So his device now links his home network into the company network. The problem is, his home cable modem may be vulnerable to attack, an all-too-common issue with consumer devices. Now you have an open tunnel for malware and viruses to attack your network.

Could lack of an off-boarding process put your company at risk? It's crucial to keep a record of user accounts for each employee with security privileges. When an employee leaves, you MUST remove those accounts without delay. An internal attack by a disgruntled worker could do serious harm to your business. Be sure to close this loop.

Have you been lax about implementing security policies for desktop computers, mobile devices and the Internet? The greatest threat to your company's data originates not in technology,

but in human behavior. It starts before you boot up a single device. In an era of BYOD (bring your own device), for instance, lax behavior by anyone connecting to your network weakens its security. Your team love their smartphones, and with good reason. So it's tough sticking with strict rules about BYOD. But without absolute adherence to a clear policy, you might as well sell your company's secrets on eBay.

Don't let a tiny leak sink your ship – here's what to do next...

Let us run our complete Network Security Audit for you. We'll send our top data security specialist to your location and give you a complete top-to-bottom security analysis with action plan. This is normally a \$497 service. It's yours FREE when you call now through the end of October.

Don't wait until disaster strikes. Call (919) 848-3259 to schedule your FREE Network Security Audit TODAY.

***"You MUST
remove those
accounts without
delay."***

Help Us Out And We'll Give You A Brand-New iPod For Your Trouble



We love having you as a customer and, quite honestly, wish we had more like you! So instead of just wishing, we've decided to hold a special "refer a friend" event during the month of October.

Simply refer any company with 10 or more computers to our office to receive a FREE Computer Network Assessment (a \$397 value). Once we've completed our initial appointment with your referral and have on-boarded them as a client, we'll rush YOU a free iPod Nano of your choice as a thank-you (or donate \$100 to your favorite charity ... your choice!). Simply call us at 919-848-3295 or e-mail us at marketing@managedits.com with your referral's name and contact information today!

CLIENT OF THE MONTH



Midkiff with Jay Leno

It's glamorous, exciting with never a dull moment. But Wendy Midkiff will also tell you all the hard work that unfolds behind the scenes to achieve that one, memorable event.

"It's organized chaos!" exclaims The Core Group Meeting Planning Services owner.

"People think we have the coolest job in the world," Wendy muses. "What they don't see are the 16-hour days we put in when we're onsite for a meeting, the setup time it involves, the many miles we walk, the thousands of phone calls, texts and radio beeps!"

The company handles all events large or small, from 10 to 5,000 participants, in venues all over the US, Mexico and the Caribbean. They offer support from start to finish, focusing on all aspects of meeting and event management – from site selection, contract negotiation, program development and planning, budget management, attendee management, and onsite services.

Girl power figures prominently after 13 years in the industry. The female-owned, female-operated company was founded in 2003 by three partners with over 50 years combined experience.

"I'm so fortunate to have the best customers in the world," gushes Wendy. "Watching them enjoy themselves after months of hard work makes it all worthwhile. It's an exhausting and taxing job, but very rewarding to see everything come together."

To the energetic entrepreneur, balancing between work and family life is a juggling act. At home, Wendy focuses on her kids and her crazy dogs, and tries to squeeze in some reading and walking.



Cabo San Lucas retreat

At best, she tries to resist the not-so-easy urge to pick up her cellphone, knowing her clients are in good hands.

"I'm very lucky to have a great group of employees who are all self-starters, yet work as a team," she reveals. "We are all equals with no one's job more important than the other."

The company has brought in some A-list speakers and entertainers from Foxworthy to Leno, and even a few Elvis impersonators. Not only is hobnobbing with fame one of the perks of the job, but at the end of the day, staff members sometimes also get to lay their heads amid plush, spa-like accommodations.



Doing the hula in Hawaii

Check them out at www.thecoregroup.biz.



BROOMSTICKS IN YOUR INBOX

The recent Yahoo breach laid open one particular email vulnerability among others – when hackers break into an email account, they unleash Pandora's box of secrets, like a wizard conjuring arcana. Not only do hackers know who your contacts are, but also what other online accounts are tied to your email address based on your sign-up emails.

When you open a new user account, most websites send a welcome email people often take for granted and rarely delete. Blame it partly on technology, which now offers beaucoup storage, giving you no reason to free up space. However, these sign-up emails expose your account names. Worse, if you forgot your password, your password resets. So, a word to the wise this Halloween, sweep those email cobwebs by deleting new-user welcomes and password reset notifications.

Did You Know Managed IT Solutions Offers . . .



**Complete Computer Network Maintenance
and IT Management Support for Businesses**

More Commonly Known As Managed Services

Is your technology unreliable and slow? Why can't you get IT support that doesn't cost a fortune? Have you ever thought this about your technology?

If the answer is yes, Managed IT Solutions can give you the IT Support and IT Management to stabilize your technology.

Managed Services from Managed IT Solutions means we will -

SPEND the time necessary to fully know your business, your budget and exactly what you expect, so we can deliver the IT support services YOU want, NOT what we want.

PROVIDE computer support that will prevent disastrous data loss and downtime, instead of reactively dousing the fire.

BACK UP all the technology services we recommend, by producing 100% satisfaction-guaranteed results.

Managed IT Solutions provides the technology you need to get ahead of the competition. Our strategic computer network maintenance solutions and IT management can help you get the highest return on your technology investment.

Whether your business is in need of network consulting and systems management services, network maintenance services, IT support, computer wireless networking installation, network and server support, remote & onsite support, or IT management services, you can count on us.

As experts in the technology industry, we can help you optimize your IT investment, reduce technology-related stress and bring your focus back to your core business. When you don't have to think about computer network maintenance and IT support, you can concentrate on achieving your goals.



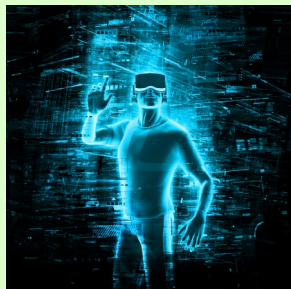
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FREE Network Assessment**

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Visit **www.managedits.com/services**

Email **info@managedits.com**

Shiny New Gadget Of The Month:



Hololens: Your New Reality?

A game designer sees a moving 3-D image of a living, breathing, mace-wielding ogre – on her desk. She flicks a finger and he turns from side to side, giving her a full view of his outfit and weapons belt.

An architect looks up at the ceiling in a building he's just designed. He waves his hand and reshapes it, allowing more light through. All virtually.

A space scientist designing a Mars rover strolls through the landscape, noting from all sides the position, shape and size of rocks his vehicle must navigate.

Now it's your turn. Put on the new HoloLens by Microsoft, and what do you see? How could you use this cool new augmented reality (AR) tool in your business?

At \$3,000 for the developer's version, it may not be an impulse buy. But new AR tools like this will soon be part of your computing world.

Dealing With The Dark Side Of Social Media

Social media has become a true amplifier, permeating every nook and cranny of the web, giving a megaphone to those who might have previously found themselves voiceless.

While I generally believe that the proliferation of the social web is a good thing, it does have a dark side that is difficult, if not impossible, to ignore.

I was reminded of this recently when an unscrupulous competitor accused me and my friend Larry Winget of an ugly racial slur. While it was totally fabricated, this person willfully resorted to defamation of character to defend his indefensible behavior.

It's easy to get mad, get on your computer and allow emotions to run amok. And that can come back to bite you. Yet there are times you shouldn't acquiesce to digital bullies. You need to take a stand.

Here are a few tips on how to keep your social media actions in check, and how to react to others who just can't seem to control theirs:

How do I think through my social media actions in a heated moment?

If you wouldn't say it to your grandmother, don't write it on Twitter. It feels good to blast an opponent, but such outbursts can easily be used against you.

Remember that everything you say or do on the web is archived. Consider everything you write on the Internet to be permanent. Trolls may delete their comments, but they still leave a trail.

Still debating saying it? Sleep on it. If you

really feel the need to say something that might be taken the wrong way, consider sitting on it overnight. Waiting until the next day will rarely hurt your point, and it may save huge amounts of embarrassment.

If you do say it...make sure you feel you could defend it in a court of law. Falsely accusing someone of something is a big deal, and the repercussions could amplify beyond your original intentions.

How do I react when I am targeted on social media?

Grab screenshots. If someone truly is going after you, the first move is to gather evidence. Make sure you have copies. Odds are that they will quickly realize what they have done and will try to erase their trail, so the best thing you can do is make sure you have a copy on hand.

Report them. Twitter, LinkedIn, Facebook and most other platforms have guards against those who harass others. Don't hesitate to put in a report – that's why those guards are there!

Remember that the truth is your best defense. As someone who has been egregiously accused of something I did not do, I took solace in the fact that I was innocent, and as such the accusation cruelly asserted could never be proven.

We live in a world where unscrupulous people have migrated to online communities and live among the rest of us. I hope you never have to use the above actions, but when you do, I hope they serve you well.



Mark Sanborn, CSP, CPAE, is president of Sanborn & Associates, Inc., an idea studio dedicated to developing leaders in business and in life. Mark is an international best-selling author and noted authority on leadership, team-building, customer service and change. Mark is the author of 8 books, including the best seller *The Fred Factor: How Passion in Your Work and Life Can Turn the Ordinary into the Extraordinary*, which has sold more than 1.6 million copies internationally. Learn more about Mark at www.marksanborn.com.

Savvy users are capitalizing on the LinkedIn-Microsoft merger.

Here are three ways you too can profit: 1) Your profile photo now appears on both platforms. Run it by photofeeler.com to make sure it's up to snuff. 2) When it comes to updates, forget text – video rules. Check your newsfeed and you'll see how LinkedIn puts video on top and is burying articles. No wonder members have seen a 60% to 90% drop in readership. To get attention, go video. 3) Keep an eye on LinkedIn's social advertising. With access to user data from both platforms, your ads could now enjoy a wider audience of both LinkedIn and Microsoft users. This merger opens new doors for users. Now's the time to capitalize on it.

-Entrepreneur

Want to know the secret to beating ransomware?

If there's one pop-up you NEVER want to see on your computer

screen, it's this: "Your files have been encrypted. You have 72 hours to submit payment or they will be deleted forever." Once ransomware hits, it's too late. Game over. The best way to beat ransomware is prevention. Make sure it never happens in the first place. And if somehow it happens anyway, make sure you have up-to-date backups ready to go. The first step to prevention is to invest in serious cybersecurity. Start with antivirus software with active monitoring. Then, layer in anti-malware and anti-ransomware programs. Finally, store current backups in the cloud and/or on a separate unplugged hard drive.

-blog.malwarebytes.com

A wafer-thin laptop so light you'll forget it's in your briefcase...

Want an ultrasleek machine with enough battery life to keep you going long hours without plugging in? A new breed of "ultraportables"

offers that and more. The lightning-quick storage on these units lets you resume work in seconds, even after they've been idle or asleep for days. The "best in breed" will cost you a pretty penny. But if you're willing to spend a little, you can get premium features. Touch screens, full HDMI ports and eight hours or more of battery life are not uncommon. At the top end, you can expect a high-resolution 4K screen (3840 x 2160). Be extra-nice and Santa might even slip one in your stocking!

-PCmag.com

Considering Facebook Live Video for your business?

Using Facebook Live is brain-dead simple. If you haven't already, install the Facebook app on your smartphone. Open it up, tap the red "Go Live" icon and you're on. It tells you how many are watching, plus their names and comments. When you're done, it saves to your Timeline. And, unlike Snapchat or Periscope, it doesn't disappear after just 24 hours. You can share, embed, Tweet – or delete – to your heart's content. And you can filter who sees it. As for content? Interview key employees, big shots in your niche or your customers. Share how you're making a new product. Or how your team relaxes. Why do it? Your customers love getting that little peek "behind the scenes."

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