4 Deadly Mistakes You’re Making With IT Security

1. **PLAN FOR THE WORST.** Though it’s vital to invest in prevention, you shouldn’t focus all your efforts on preventing an attack, because one might occur despite your preparations. Be prepared to respond to an incident with a detailed plan.

2. **EDUCATE YOUR TEAM.** According to the Ponemon Institute, only half of companies surveyed felt that current employee training adequately reduced noncompliant security behaviors. Most cyberbreaches originate from a simple mistake, so training your team is an essential early step.

3. **MAKE A BUDGET THAT REFLECTS YOUR PRIORITIES.** Best practices are easy to preach at the beginning, but in order to keep strengthening your barriers and staying abreast of cyber security trends, you need to build regular cyber security actions into your year-long plans. This means that security should be a permanent, substantial item in any budget.

**April 2019**

**What’s New?**

John has been invited to speak at the CyberSecurity Conference at The United Nations Head Quarters on June 19!

In addition, John will be shooting an interview in early April that will be air on one of the major networks. Details to follow...

**4 Deadly Mistakes You’re Making With IT Security**

For something so instrumental to the success of your business, technology can be an incredibly unstable, confusing and ever-changing tool. Just when you think you’ve got a handle on the latest cyber security trend, hackers find a way to circumvent the process completely. A new patch arrives for an essential piece of software, and the next day, another patch is required to repair the vulnerabilities the previous patch created. It can seem impossible to stay on top of the constant technological arms race, much less stay relevant amid the exponentially increasing pace.

By leaving your network up to an organization that takes the old break-fix approach, you’re leaving the health of your entire business up to chance. Here are four ways the adage “If it ain’t broke, don’t fix it” is putting the security of your company in jeopardy.

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You're being forced to pour thousands of dollars into coverage. You may not fret about it now, but you'll come to regret it in the long term. Hiring a break-fix IT company is like opting for the lowest level of insurance; it's a cheaper way to get what you need right now, but it will invariably come back to bite you in the future. 

Certainly, this strategy saves money in the short term, but it's a terrible investment in the long run. Hiring a break-fix approach means you only pay your IT partners when a problem occurs, and you're leaving the entire hands-off until something goes wrong. 

You're only paying your IT partners when a problem occurs, and you're leaving the entire hands-off until something goes wrong. With a break-fix approach, it's likely you don't detect flaws in your system until long after they've already been exploited, costing you dearly. And it's important to remember that even data breaches have the potential to be utterly catastrophic, doing so much damage that it can close down your business for good. Better to stay one step ahead with an MSP by your side.

The break-fix approach doesn't have anything to do with your network breaking down, it chips away at your bottom line gradually and silently, without causing much of a fuss. Without a proactive eye on your systems, chances are you aren't implementing the processes and software that keep everything working at its highest potential. You'd be using clunky work-arounds to simple problems without even realizing you're doing it. The seconds you waste on Internet bottlenecks will add up over time, especially when multiplied by your entire company.

The fact is, the break-fix model of doing business is, ironically, broken. Consider partnering with an MSP and invest in the long-term future of your company. You have the potential to be utterly catastrophic, doing so much damage that it can close down your business for good. Better to stay one step ahead with an MSP by your side.

Help Us Out And We’ll Give You A Brand-New Kindle Fire 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 April.

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, we’ll rush YOU a free Kindle Fire of your choice as a thank-you (or donate $100 to your favorite charity—your choice).

Simply e-mail us at JRuffner@Tools4Data.com with your referral’s name and contact information today! 

PILOTLESS PLANES ARE ON THEIR WAY—BUT WOULD YOU EVER FLY IN ONE?

As cargo planes start to go autonomous, we’ll see how advancements in artificial intelligence will allow for autonomous planes to take to the skies. This will mean lower pilot costs, fewer pilot shortages and, eventually, cheaper flights for consumers. The question is, can airlines persuade passengers to get in a sealed sky-tube six miles in the air piloted by a machine? Maybe after cargo planes start to go autonomous, we’ll be convinced, but for now, that prospect seems more than a little iffy.

DigitalTrends.com, 1/20/2019

Client Spotlight

We’ve been working with one of our clients to help them go paperless with Sage 300.

With Sage Paperless Construction, they will gain control over electronic content with an easy way to store, retrieve, and route documents throughout their organization.

This will also help automate routing and approval workflow processes to improve communications and efficiency— all while being eco-friendly!

Great CEOs Give Their Teams Freedom To Choose

Something surprised me the other day. A colleague, who had (sigh!) previously left to work for a big company, told me the reason she’d returned to my company, ghSMART. She’d left a couple of years ago to become a senior executive at a top-tier fashion company. It sounded like a dream job at the time, but within two years, she came back to our firm.

I was happy she’d returned, but it was a mystery to me why she’d decided to come back. When I asked her while waiting for her at our firm’s annual summit, she paused for a second. “The real reason is our culture of freedom here at ghSMART,” she said. “It’s not like that in Corporate-land. There was no freedom there. Meetings, meetings. Meetings. And if anybody above me, or below me, calls a meeting, I had to be there, as their culture requires. It’s like nobody trusted anybody to think or act on their own! Everything was by committee. Drives me nuts. Here, we’re way more empowered to make decisions, to use our talents, to team up with colleagues when it makes sense and to take initiative and make things happen for our clients.”

Her story made me feel good. As chairman and founder of ghSMART, one of my two big goals for starting our company was to provide a career “home” to exceptionally talented people. At one point, I had to make a key decision about our culture. I had to pick between hiring not-so-smart people and boxing them in with excessive meetings, processes and bureaucracy to limit their ability to do damage, or to hire smart people, as in ridiculously smart and capable people, and give them the freedom to make choices.

In the end, I chose the path of “talent and freedom.” Of course, it just made a lot more sense to me. I worked to create a culture in which my team had the freedom to choose which clients to serve, which types of problems to help them solve and how to go about doing that, to choose their own career path at the firm, and to choose which colleagues to work with along the way.

This decision wasn’t original. Geoff Smart is chairman and founder of ghSMART. Geoff is co-author, with his colleague Randy Street, of the New York Times best-selling book, Who: A Method For Hiring, and the author of the #1 Wall Street Journal Best Seller, Leadership: Hiring More Great Leaders (Big Yea) into Government. Geoff co-created the Topgrading brand of talent management. He is the founder of two 501(c)(3) nonprofit organizations, SMARTKids Leadership Program ™ provides 10 years of leadership tutoring and the Leaders Initiative ™ seeks to deploy society’s greatest leaders into government. Geoff earned a BA in economics with honors from Northwestern University, and an MA and Ph. D in psychology from Claremont Graduate University.

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