



T. Daniels Consulting

THE T. DANIELS TIMES

Microsoft
Partner

Silver Cloud Platform
Silver Small and Midmarket Cloud Solutions

What's New

T. Daniels Consulting Achieves Microsoft's Silver Cloud Platform Competency

Recently, T. Daniels Consulting was awarded the Silver Cloud Platform competency by Microsoft. This designation spotlights our expertise and experience with deploying and managing clients on the Microsoft Azure platform.

Combined with our existing Silver Small and Midmarket Cloud Solutions competency, which focuses on Office 365, we demonstrate our commitment to leveraging best in class technologies to help our clients successfully transition to and be productive in the cloud.

T. Daniels Consulting ranks in the top 5% of Microsoft Partners in the area and specializes in delivering IT solutions to Small and Mid-Sized businesses. To learn more about how your business could benefit from Microsoft cloud solutions, call 810-629-0131 or e-mail us at info@tdaniels.com



4 Things You Should Absolutely Demand From Your IT Services Firm

How much do you rely on your IT services provider? It's startling to think that a lot of small businesses outsource their IT (which is a good thing), only to get little to nothing out of that relationship.

Why is that?

Well, some businesses just aren't proactive. They only rely on their IT services company when something goes horribly wrong. If there's a network failure or their website gets hacked, they'll make the call to their IT people, but that's the extent of the relationship.

On the other side of the same coin, there are a lot of IT companies that wait around for that phone call. They don't work with their clients as

closely as they should. Both of these reasons are downright irresponsible.

First and foremost, business owners should work closely with their IT pros. They should have the staff and resources to not only address your IT emergencies but also to keep your business safe and secure to minimize those emergencies. Here are four things you should ask of your IT services provider.

"Keep my business safe!" Your IT company should make sure your network security, firewalls, malware protection, etc., are installed, operating and up-to-date. They should be working with you to do everything to keep your business's data secure and make sure it can be restored in the rare event that data

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This monthly publication provided courtesy of Timothy D. Ricketts, President of T. Daniels Consulting.

"Thank you for the confidence you have given our entire team to manage and protect your valuable assets. We take great pride with our goal to exceed your expectations every day!"

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loss does occur. Keeping your customer data secure should be a top priority. Don't take unnecessary risks, because when you do, the consequences can be devastating.

"Help me keep costs down!" You outsourced your IT to save money. Hiring an internal IT person or staff is a massive expense (plus, many small businesses simply don't have the revenue to sustain IT personnel). However, your IT company should be working to maintain your network and associated hardware and software. They are there to help you avoid costly disasters like data loss or network downtime. If you do a lot of e-commerce, your IT company can be an invaluable asset. You literally pay them to save money.

"Help me stay proactive!" An experienced IT company can often spot an issue before it becomes an issue. They keep your network updated and maintained, and they can help you avoid unnecessary downtime. Working closely with your IT company means you aren't skimping on security, and this alone puts you ahead of so many other businesses that do. And make sure you have an open line of communication between your business and your IT team, even if that means scheduling regular calls. You should regularly talk about security and know about the issues that may impact your business, whether it's an equipment concern or a hacker threat. On top of that, tell

"Waiting until something breaks is a dangerous - and costly - way to do business."



your customers you care about the security of your business and their data. They will appreciate it - seriously!

"Keep my network up-to-date!" This covers a lot of ground. Your outsourced IT should be keeping your security updated, from your firewall to your malware protection, but they should also be keeping your network tech updated too. Hackers look for weaknesses in network tech every day - weak spots that allow them to capture data from your network. Sometimes they exploit the firmware, and sometimes it's the hardware. Regardless, you should always rest assured that your IT company is doing everything they can within the budget you set to keep your network as updated as possible.

If your IT company isn't doing any of these things, you need to get on the phone with them NOW! Don't put your business at risk because you only make the call *after* the worst-case scenario has occurred. Waiting until something breaks is a dangerous - and costly - way to do business. It's time to be proactive and get the most out of the relationship you have with your IT company.

Help Us Out And We'll Give You An Apple Watch 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 extend this special "refer a friend" event into the month of November.

Simply refer any company with 10 or more computers to our office to receive a FREE Computer Network and Security Assessment. After reviewing the assessment, if your referral signs a contract with us, we'll rush YOU a brand new Apple Watch Series 5. Simply call us at 810-629-0131, visit our website at <https://www.tdaniels.com/referral-apple-watch/> or e-mail us at info@tdaniels.com with your referral's name and contact information today!

Shiny New Gadget Of The Month:



Dyson Pure Hot + Cool Air Purifier

The Dyson Pure Hot + Cool Air Purifier takes air purification to the next level. It's a fan, space heater and air purifier all in one. It includes a HEPA filter that helps reduce allergens and pollutants as it quietly cycles air through your home or the room of your choice.

One of the best features of the air purifier is the ability to monitor your home's air quality in real time, and the information appears on an easy-to-read display. Through this display, you can actually see your home's air quality improve! On top of this, the air purifier is an Internet of Things device. Connect it to your WiFi and control it directly from your smartphone, or enable voice control through Amazon Alexa.



Wi-Fi

Your Company's Biggest Security Gap

The number of connected devices in 2018 grew to 22B (up from 8.4B in 2017). With this growth comes an increase in wireless security risks. It's pretty simple—hackers prefer to go after the weak link in the security chain. It doesn't take much to hack into a Wi-Fi network using easily accessible tools and a plethora of online how-to videos. Even the most rookie hacker can intercept traffic flowing over Wi-Fi and compromise your business network. Credentials stolen over Wi-Fi can cost your business millions in fines and breach remediation expenses to fix. Businesses spanning all verticals are perfect places for a hacker to take advantage of Wi-Fi network vulnerabilities.

Why is secure Wi-Fi so important?

When it comes to Wi-Fi security, the question you have to ask yourself is considerably simple; "What does my business have that's worth stealing?" While the initial response may be "nothing", let's take a closer look at what you stand to lose. Your tax records, payroll information, data on your customers, and even user logins and passwords all add up to an extensive value if they fall into the wrong hands. Additionally, as employees try to keep up with their workload while on the go, Wi-Fi hot spots are making your most important information available to hackers.

Your Wi-Fi network is likely outdated.

The reality is that the Wi-Fi system that you installed years ago is no longer adequate. Take

for example WEP protocols. Introduced back in the 1990's, WEP (Wired Equivalent Privacy) was introduced to protect the information you send and receive over a wireless network. WEP, however, had serious security weaknesses and was quickly superseded by WPA (Wi-Fi Protected Access). Despite being easily hacked, however, WEP connections are still in use and may be providing a false sense of security to the many people who are securing their networks with WEP. The reasons WEP is still used is likely either because the network administrator hasn't changed the default security on their wireless routers or because the device is too old and therefore doesn't support newer encryption methods like WPA. Just like most technologies, the security around WAP adapted to new threats and WPA2 has replaced WPA as the most current security protocol. WPA2 implements the latest security standards, including government-grade data encryption. Since 2006, all Wi-Fi certified products must use WPA2 security.

Improving your Wi-Fi security.

T. Daniels Consulting's SecureWi-Fi automatically protects your business from the six known Wi-Fi threat categories. Our patented Wireless Intrusion Prevention System (WIPS) defends your airspace from unauthorized access points and users, unapproved devices, and more. For more information about SecureWi-Fi and our entire suite of our security solutions, visit <https://www.tdaniels.com/securewifi/>

The T. Daniels Difference



For over 25 years, T. Daniels Consulting has provided Small and Medium sized organizations with excellent customer service. Our Microsoft Certified Professionals and Engineers have an average 10 years' experience benefiting you by fixing problems quickly and correctly the first time. No other competitor comes close to our level of knowledge, experience and professionalism. We are continuously adding new and improved services to meet your ongoing needs. We never stop improving. That is the **T. Daniels Difference**. Thanks to all of our customers for making us one of Michigan's fastest growing IT consulting and service companies.

■ Don't Make This \$10,000-An-Hour Mistake

If your network fails or you experience a power outage, your business will come to a screeching halt. You're not making sales or communicating with clients. You're basically inaccessible until everything comes back online.



Over 50% of businesses take more than one hour to get back up after a crash or power outage. And who knows how long the outage may last. Each hour down is an estimated loss

of \$10,000. While power outages are a major contributor to downtime and lost money, other causes include failing or aging technology and buggy applications.

You don't want to put yourself in a position where downtime becomes an expensive risk. What can you do? Get a monitoring service! Monitoring services can keep tabs on your infrastructure and report their status 24/7. You'll know what's working and what's not, and you'll be able to respond to issues faster. That equals less downtime and less money lost. *Small Business Trends, 8/1/2019*

■ 6 Things Successful People Do Right Before Going To Bed

Read – Many of the world's most successful people are big

readers. They take time every night to read, which sharpens creative and critical thinking skills.

Avoid Technology – They shut off electronic devices and let the brain relax. Blue light from our devices, including TVs and smartphones, makes it hard for our brain to prepare for sleep and can be very disruptive.

Walk – A few minutes of walking just before bed helps to reduce stress and anxiety. Walking is another great way to decompress after a long day.

Make Lists – We all have things we need to do tomorrow. Writing these tasks down gives our brains one less thing to think about, which equals better sleep.

Meditate – Ten minutes of meditation can do the mind and body good. Apps like Calm can help you focus and achieve inner peace before bed.

Reflect – Specifically, reflect on what went well. Going to bed with positive thoughts is a great way to elevate your mood and stay motivated. Keep a gratitude journal and write down what went well that day before going to bed. *Business Insider, 8/12/2019*

Will You Be Able To Meet The Windows 7 January 2020 DEADLINE?

By now, you have likely heard about the upcoming deadline to move your Windows 7 devices to Windows 10 **prior to January 14, 2020**. Perhaps you have even finished the upgrade across your network and if so, congratulations!

However, if you are like 40% of the respondents in a recent Adaptiva survey and have started the process but are unable to complete the project due to the complexity, time, and/or resources required, we can help. Even one device left running Windows 7 after the end of life deadline leaves you **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.

To learn more about how T. Daniels Consulting can help, simply call us at 810-629-0131 or e-mail us at info@tdaniels.com