



The BSS Advisor

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Announcements

•We will be holding a FREE lunch and learn seminar "What Is VoIP & Why Should I Care" February 9th in Kokomo. RSVP www.bssconsulting.com/lunch

•We will be holding a FREE lunch and learn seminar "What Is VoIP & Why Should I Care" March 3rd in Lafayette. RSVP www.bssconsulting.com/BYB

Who We Are

BSS is your IT Partner providing **Total Care** support for all your technology needs with exceptional **Customer Service** and the best IT Solutions to make **your business** more productive and profitable!

Lafayette Office: 928 Robinson Street, West Lafayette, IN 47906 (765) 742-3440
Kokomo Office: 700 East Firmin, Suite 105 Kokomo, IN 46902 (765) 507-9583

www.bssconsulting.com

A Backup Plan You're Sure To Fall In Love With

In today's fast-paced, data-driven world, backups are mission critical to your company's survival and success.

Yet your data may be just one damaged drive, lost laptop, natural disaster, accidental deletion, malware attack, equipment failure, power spike or petty theft away from a profit-sucking, heartbreaking disaster.

So what measures must you take to keep your data safe, secure and where you need it, when you need it? While there's no one-size-fits-all-guns silver bullet, there are some general principles to be aware of.

Image-Based Backups

An image-based backup or "clone" serves like the spare tire for your car. If you get a flat, the spare will get you to a tire shop.

If the hard drive on any device in the network goes kablooney and its user is in a time crunch to complete a project, an image-based backup allows them to get right back to where they were. It saves all files, apps and settings that were on that device, exactly the way were at the time of the last backup. And generally, that means the user can get right back to work with no need to reconfigure everything all over again.

But, just as a spare tire isn't designed for long road trips, an image-based backup may not perform as well as the original drive. It may, for instance, take a little longer to access data from the server, slowing down user workflow.

An image-based backup will be useful only to the extent that it has

backed up data recently. For servers, daily or even multiple backups per day are recommended.

Archive Backups

Archive backups don't replace image-based backups, but are an efficient way to reduce the size of these backups because they take less-frequently-used data off the main computer or server.

You can't reboot from an archive, but if you've accidentally deleted a file, you can retrieve it from an archive. If any device on the network goes down, you can simply plug the external hard drive into another computer and regain access to the archived files.

Cloud Backup

Backing up to the cloud can serve as an alternative to a rotating off-site backup and eliminates the human component of having to remember to rotate drives. However, for complete protection, you'll want a cloud backup that makes a nightly copy of the image-based backup files. Should the absolute worst happen, the cloud backup image can be "spun up," allowing access to your applications and data using just about any computer or tablet.

Automated cloud backup systems offer a variety of feature sets. Some only back up files, while others back up entire image-based backups and can even spin them up. Select a system that's simple, continual, fast, secure, easy to restore from, inclusive of different devices and operating systems, cost-efficient and, most importantly, provides the kind of protection and redundancy you need for your operation to run even if things go south.

(Continued on next page)



IT Security Tip #2: Working from home? DON'T! Until you read this....

If you plan on catching up on some work from home AND you're using a personal device such as a smartphone or personal laptop - DON'T! Unless your personal device is covered under our Protection Plus plan, you could accidentally introduce a virus to the company's network.

Only devices that are under our vigilant watch of patching, updating and monitoring should be used to work remote. Side Note: We can set up a way for you to work from home securely; call our office if you would like us to set that up: 765-742-3440.

A Fail-Safe System

So, can you rest assured that your company's backup system is built to minimize downtime in the event of data loss or equipment failure?

If you're 100% certain you can answer yes, congratulations – you are one of the few! If not, NOW is the time to take action – rather than after you wish you had.

Not only is our <<Name of Backup Solution>> highly affordable, it continuously backs up your entire server – including open files – every <<XX>> minutes, so you'll never lose a whole day's work. Then, every night, it automatically backs up a snapshot of your entire server to an off-site military-grade data center where it's held safe and secure until you need it.

Don't put this off another minute! Contact us right now through the end of February to claim your free Backup System Audit. Let us make sure your backup system never lets you down. We can fix broken computers but a broken heart is another thing entirely... Call TODAY!

Free Report: What Every Small Business Owner Must Know About Protecting And Preserving Their Company's Critical Data And Computer Systems



This report will outline in plain, non-technical English common mistakes that many small business owners make with their computer network that cost them thousands in lost sales, productivity and computer repair bills, as well as providing an easy, proven way to reduce or completely eliminate the financial expense and frustration caused by these oversights.

Download your FREE copy today at www.bssconsulting.com/protect or call our office at (765) 742-3440.

Fact File

- The name of February came from the Latin februa, a means of cleansing, which referred to the pre-spring purification rituals.
- The original ancient Roman calendar began in March and ended in December. January and February were not given names around 700BC.
- Before Julius Caesar reformed the calendar in 46BC, February was the only month with an even number of days. Odd numbers were seen as luckier.
- Even when Caesar introduced leap years, the last day of February was the 28th. The extra day was achieved by counting February 24 twice.
- Much Ado About Nothing is the only Shakespeare play that mentions February.
- The Anglo-Saxons called February Solmonath meaning month of mud.
- February registers 423 million hits on Google. The misspelt Febuary registers 310 million.
- The only time a month begins and ends on the same day of the week is February in a leap year.
- February is an anagram of bare fury (if you're angry) or bury fear (if you're feeling brave).

Our Clients Say It Best



“Using Business System Solutions we don't have any downtime. If we would have something go down, it is immediately addressed. The immediate response time has been imperative to our success. They're professional, know their products well, know their industry and the technology well, and are always on top of what's coming out. They know what they're doing.”

-Ken Thompson, St. Anthony Healthcare

SKILL...And WILL

Let's get one thing straight...we all begin as a NOVICE.

No one – let me repeat that – NO ONE starts as an expert. We all have to learn to walk, talk, eat, swim, count, write and read. We all start at zero, the bottom, from scratch, zip...with absolutely no knowledge, experience or understanding of the “THING” we are about to learn.

So, then the journey begins: your progression from being a Novice, to being Average, then Skilled, then a Specialist and finally an Expert is all up to you. I really like the title of “EXPERT” because it has to be earned. You can assign someone a title of Vice President or Sales Manager, Boss or Director...but EXPERT – that title is something to be revered, respected and admired.

EXPERTS have put in the time, effort and study to EARN the title. They have dealt with the pains, frustrations, exhaustion and stress that come with obtaining the title of EXPERT. In fact, it's really not a title at all, it's a designation or confirmation that the person you are dealing with is very, very good at what they do. I like being around experts, because they have traits in their character that can do nothing but help me.

You see, to be an EXPERT you have to have passion, conviction, focus, discipline, dedication, drive, purpose, commitment, spirit, determination... and the undeniable WILL to perfect your SKILL.

According to the American Society for Training & Development, American workers average 6.5 minutes per day developing their skill. That statistic alone explains why there are so many average-performing people. Most people just aren't WILLING to put in the time

and effort needed to raise their skill level. Your success has a great deal to do with your level of SKILL, but not everything. I know a lot of talented, smart, well-educated people who have in no way come close to reaching their full potential.

You have the FREE WILL to succeed, if you have the WILLINGNESS to do it.

The big question is WILL you? Who would have ever thought such a simple word as WILL would have so much to do with your success. Here are a few quotes I want to share with you that should hopefully broaden your perspective on how important WILLPOWER is to your success. They are by people you may have never heard of – de Balzac, Min and Crowley respectively – but the brilliance of their words is indisputable.

“There is no such thing as great talent without great willpower.”

“Lack of willpower leads to more failure than lack of intelligence or ability.”

“In the absence of willpower the most complete collection of virtues and talent is wholly worthless.”

Anyone can go from Novice to Expert if they have the WILL to do it. But the “Skill Knob” can only be turned to the “Expert Notch” if you have the WILL to make it happen and the discipline to study, learn and practice.



Last month's question was: What soft drink was once marketed as “zero-proof hillbilly moonshine that will tickle yer innards”? The correct answer was C) Mountain Dew

Jon Stachowicz and Amy Shiflet were drawn as the winners! Congratulations!

Client Spotlight

BB&C



We want to congratulate Bennett Boehning & Clary on being awarded Small Business of the Year in Lafayette!

They have been a valued client of ours since 2004 and we are proud of and grateful for all the work they have done for us and for the community.

www.HereForLife.com

Client Bill of Rights

You have the right to expect and demand complete satisfaction from the information technology and technical services you receive from BSS. We pledge to deliver exemplary service, on-time and within your budget.

Contest Corner Who Wants To Win A Gift Card?

This month we are giving away (2) \$5 McDonald's gift cards. The winners will be randomly selected from all correct entries received by February 15th.

Gaming technology has given us a host of beloved characters. Who of the following does NOT come from Nintendo®?

- a) Mario b) Donkey Kong™
- c) Sonic the Hedgehog™ d) Princess Peach™

E-mail Jeff@bssconsulting.com with your answers!



Business System Solutions

Managing Technology For Your Business

BUSINESS SYSTEM SOLUTIONS
928 ROBINSON ST. - W. LAFAYETTE, IN 47906

20th Anniversary

Phone: (765) 742-3440
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Free Lunch & Learn Seminar What Is VoIP and Why Should I Care?

Discover how you can make your business more efficient while reducing your monthly recurring communications costs!

While I know that communication systems may not be high on your list of things to spend time on, I can assure you that this will be a very worthwhile event that will explain what VoIP (Voice over IP) is, how it is becoming the leading communications technology solution for businesses, and how you could save money and be more efficient with your business communications.

Here is a brief overview of what you'll learn:

- Is Voice over IP right for your organization and what are the options?
- How to unify all of your communications – including voice, fax, and mobile phones
- How you can significantly reduce your monthly recurring communication costs
- How to prepare for a disaster, and have your phones still work after it happens
- How you can have advanced communication features you may think you can't afford

Seating is Limited. RSVP Today!



BETTER YOUR BUSINESS EXECUTIVE SEMINARS

February 9th, 2016

11:45am-1:00pm

700 E. Firmin St, **Kokomo**

RSVP now at:

www.bssconsulting.com/lunch

March 3rd, 2016

11:45am-1:00pm

1415 Union St, **Lafayette**

RSVP now at:

www.bssconsulting.com/BYB

*Commit to the Lord whatever you do, and he will establish your plans.
We can make our plans, but the Lord determines our steps. Proverbs 16:3,9*