



The BSS Advisor

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// Announcements

- Stay tuned for information on our 20 year celebration coming up in September
- Did you know we will pay you \$100 cash for qualified referrals? Find out more at www.bssconsulting.com/referrals
- Thanks to the Greater Lafayette Chamber of Commerce for voting us March 2015 Small Business of the Month

// 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!

An Urgent Security Warning For Businesses Running Microsoft Server 2003 (And A Limited Free Assessment Offer)

On July 14, 2015, Microsoft is officially retiring Windows Server 2003 and will no longer be offering support, updates or security patches. That means any server with this operating system installed will be completely 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.

This is a threat that should not be ignored; if you don't want cybercriminals running rampant in your company's server, you MUST upgrade before that deadline. To assist our clients and friends in this transition, we're offering a Free Microsoft Risk Assessment And Migration Plan. At no cost, we'll come to your office and conduct our proprietary 27-Point Risk Assessment — a process that's taken us over 15 years to perfect — to not only determine what specific computers and servers will be affected by this announcement, but also to assess other security, backup and efficiency factors that could be costing you in productivity and hard dollars.

After performing this Assessment for dozens of companies like yours, I'm confident that we will not only be able to expose a number of security risks and issues that you weren't aware of, but also find ways to make your business FAR more efficient and productive. To request this Free Assessment, call us direct or send us an e-mail today. Due to staff and time limitations, we'll only be able to offer this until the end of July or to the first 10 people who contact us. (Sorry, no exceptions.)

Call us NOW at (765) 742-3440 or email Bill@bssconsulting.com



NAV DY

Many of us realize how dangerous it is to check e-mail or text messages while we're driving, but we don't feel like we can afford to ignore our phone. Brand-new product Navdy to the rescue!

Navdy is a transparent Head-Up Display (HUD) that projects information as if it's floating six feet in front of you. It's very similar to what commercial airline pilots use. Navdy works with any car, and with all iPhones and Androids.

Using the apps you already have on your phone, and with no service plans required, Navdy allows you to focus on the road and not on your phone.



As a phone call comes in, Navdy's built-in camera allows you to simply swipe in midair to answer calls (or dismiss them), so you no longer have to fumble with buttons or touch screens. Plus, Navdy's voice recognition uses the voice commands you're already familiar with, whether you use Google Now or Siri.

Any notification on your phone (such as text messages or social media) can be played, read aloud or disabled, based on your preferences. Navdy even allows you to keep your teenagers safe by giving you parental controls. The product is rumored to retail at \$499, but is available now for pre-order for \$299. Just visit their web site at: www.navdy.com



// Meet Binoy

What do you do at Business System Solutions?

As the Business Development Manager, I primarily focus on proactively consulting future & existing clients in regards to Technology Solutions that are instrumental in helping them achieve increased productivity, efficiencies, image, increased revenues, & security/stability/safety. I also take pride in being the face of BSS in our community through heavy involvement in the Greater Lafayette Commerce among many other networking/volunteering.

How do you like to spend your time away from work?

I love spending time with my family, working out, outdoor activities, watching football/basketball, and traveling.

If you could have dinner with any celebrity, who would it be and why?

Phil Jackson (former Head Coach of the Chicago Bulls & LA Lakers) b/c he is known his holistic approach to coaching that is influenced by eastern philosophy earning him the nickname "Zen Master".

What is your favorite book?

"11 Rings: The Soul of Success" by Phil Jackson (former Chicago Bulls & LA Lakers Head Coach)

// Vacation Alert!

The ONE Thing You And Your Employees Should NEVER Do When On Vacation

'Tis the season when you and your team will be taking a little time off to head to the beach or your favorite vacation spot, and while we know we should completely disconnect from work, most of us will still check e-mail and do a little work while away — and that could end up causing some issues if you're not careful while working remote.

So before you head off to have a little fun with your laptop tucked under your arm, keep this in mind: never automatically connect to "any available network." Not all Internet connections are secure, so if you're going to log in to the company's network, e-mail or other critical cloud apps that are hosting sensitive information, ONLY do so on a trusted, secured WiFi and NEVER a public one. We recommend investing in a personal MiFi device that acts as a mobile WiFi hotspot IF you're going to be traveling a lot and accessing company info.



Second, turn off the ability to automatically connect for all of your mobile devices and laptops. You will still be able to connect manually, but it will prevent your laptop or device from connecting to a questionable network without your consent or knowledge.

Finally, disable all printer and file-sharing options on your mobile devices. This is another way hackers can gain access to your network. In an ideal world, you and your employees would take a true break from work, but if they aren't able to completely detach themselves, then at least require them to stay safe using the above tips.

"Business System Solutions supports our PCs and Server. We like their knowledgeable, friendly and prompt service. We have also never had to worry about our system security and back-ups. When we moved from our previous downtown location to our present facility, they gave good advice in advance to make the transition smooth and you were on-site during the actual moving day to facilitate the loose ends."
-Karen O'Leary, Mid-West Party Rentals



// Fact File

- M&M's chocolate stands for the initials for its inventors Mars and Murrie
- Coca Cola launched its 3rd product, Sprite, in 1961
- MasterCard was originally called MasterCharge
- 40% of McDonald's profits come from the sales of Happy Meals
- The first product to have a bar code was Wrigley's gum
- Iceland consumes more Coca Cola per capita than any other country
- A Boeing 747 airliner holds 216,847 litres (57,285 gallons) of fuel
- Cheerios cereal was originally called Cheerioats
- According to manufacturer Spalding the average lifespan of an NBA basketball is 10,000 bounces
- The original name of Bank of America was Bank of Italy
- Nintendo first produced playing cards
- Pez was invented in 1927

// The 5 Most Dangerous Pieces Of Information To Give In An E-mail

In the book Spam Nation, investigative journalist and cybersecurity expert Brian Krebs revealed the single most effective (and relied upon) way cybercrime rings gain access to your bank account, credit cards and identity. Ready for it? E-mail.

Whether it's opening an attachment infected by a virus, or a phishing scam where you unknowingly give up your login to a critical web site, e-mail still remains the most popular and reliable way digital thieves can rob you blind, steal your identity and wreak havoc on your network. Worst of all? You're INVITING them in! While there are a number of things you need to do to protect yourself, here are five pieces of information you (and your team) should NEVER put in an e-mail.

1. Your social security number. Think of this as your "bank account" number with the government. You should never e-mail this to anyone because it can be used to open credit cards and steal your identity.
2. Banking information. Your bank account numbers, routing number and online banking login credentials should never be emailed. Further, avoid sending a voided, blank check as an attachment to an e-mail.
3. Your credit and/or debit card information. NEVER update a credit card via an e-mail! If you need to update a card with a vendor, there are two safe ways to do this. The first is to log in to your vendor's secured site by going to the URL and logging in. Do NOT click on a link in an e-mail to go to any web site to update your account password or credit card! Hackers are masters at creating VERY legit-looking e-mails designed to fool you into logging in to their spoof site, which LOOKS very similar to a trusted web site, to enter your username, password and other financial details, thereby gaining access. Another way to update your account is to simply CALL the vendor direct.
4. Login credentials and passwords. You should never share your passwords or answers to security questions with anyone for any site, period.
5. Financial documents. An ATTACHMENT that includes any of the above is just as dangerous to e-mail as typing it in. Never e-mail any type of financial documents (or scans of documents) to your CPA, financial advisor, bank, etc.

Remember: Banks, credit card companies and the government will never ask you to click a link to provide them with any of the five items above. If you get an e-mail requesting you to update any of the above information, there's a good chance it's a phishing e-mail from a hacker.

Don't be fooled!

// Client Spotlight Bioanalytical Systems, Inc.



BASi (Bioanalytical Systems, Inc.) established in 1974 has headquarters in West Lafayette, Indiana. It provides contract research services and niche instrumentation, serving the life sciences industries, primarily in drug research and development. BASi was founded by a Purdue University chemistry professor and a group of his doctoral level students. Utilizing their abilities in electrochemistry they developed a line of products to detect trace chemicals in complex matrices.

www.basinc.com

// Client Bill of Rights

You have a right to expect BSS to sustain the highest levels of personal accountability, professional commitment, and employee empowerment in your every interaction with our organization.

We pledge to treat you with the utmost levels of courtesy, responsiveness, integrity, and respect; and to work with you to insure that your experience with us is a pleasant and cooperative relationship.

// Contest Corner | Win A Gift Card!

This month we will do a random drawing from all correct responses received by July 15th and will give away (2) \$5 McDonalds Gift Cards.

Which kind of animal did Florence Nightingale often carry around in her pocket?

a) Kitten b) Puppy c) Owl d) Snake

E-mail Us Right Now With Your Answer!
Trivia@BSSConsulting.com

Last Month's Winners

Congratulations to
Patti Kidwell, Tracie Shoults,
Becky Robledo

The question was: "June was named after the Roman goddess Juno. She was the goddess of what?"

The correct answer was a) Marriage and Birth

Thank you to everyone who participated!



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20th Anniversary

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// From Bill's Desk

June 3rd I had the privilege of visiting the Herjavec Group in Toronto, Canada. Along with about 30 other business owners from around the US we spent the day with the top management team and Robert Herjavec, who is known also from Shark Tank. We heard a lot about how they grew from a small IT startup in 2004 to over \$175 million today. This included changes in staff, processes, clients, solutions, and continued changes and improvements.

Throughout the day I heard many good things. I would like to share the three things that I thought were most important. What I thought the three important ideas pointed out by multiple Vice Presidents and Robert himself were the importance of your company culture, the extra degree of motivation, and good is not enough.

To be a successful and growing company you have to have a great culture in your business. As leaders and business owners we have to have an ongoing commitment to our culture. We must acknowledge that our workplace culture is learned behavior from workplace interaction. The culture of our work environment is noticed by those around us, customers, and they will want to be part of it as well.

Robert is a true salesman, and he has amazing sales staff. A great video they shared and then gave examples of was The Extra Degree of Motivation. At 211 degrees water is hot, at 212 it boils. The 1 extra degree of effort in life and business separates the good from the great. 1 degree makes all the difference in boiling water, and that little extra effort can make the difference for you and your clients. You are responsible for your results.

From multiple staff we heard the following in different ways. Why get by on good enough – use your talents to their fullest and reject mediocrity. Good is not enough, we have to strive to continue to grow and improve who we are and what we do. Good is not enough! Robert said “Practice what you promulgate”, or in other words, put into effect by officially implementing our goals and what we promise, or simply practice what you preach! And don't be afraid of competition, because the quality of your company is related to the quality of your competition.

I think it really comes down to people – the one to one relationship both with co-workers/staff and with clients. We need good communication, attention to details, responsive solutions, and expert technical support. And on the lighter side we learned how to speak Canadian with pr'oh'cess, neesh (niche), and spell new words like colour and behaviour.

