

InTech *Intelligencer*

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



"As a business owner, you don't have time to waste on technical and issues. That's where we *shine!* Call us and put an end to your IT problems finally and forever!"

- Leia Shilobod,
President & I.T. Princess of Power

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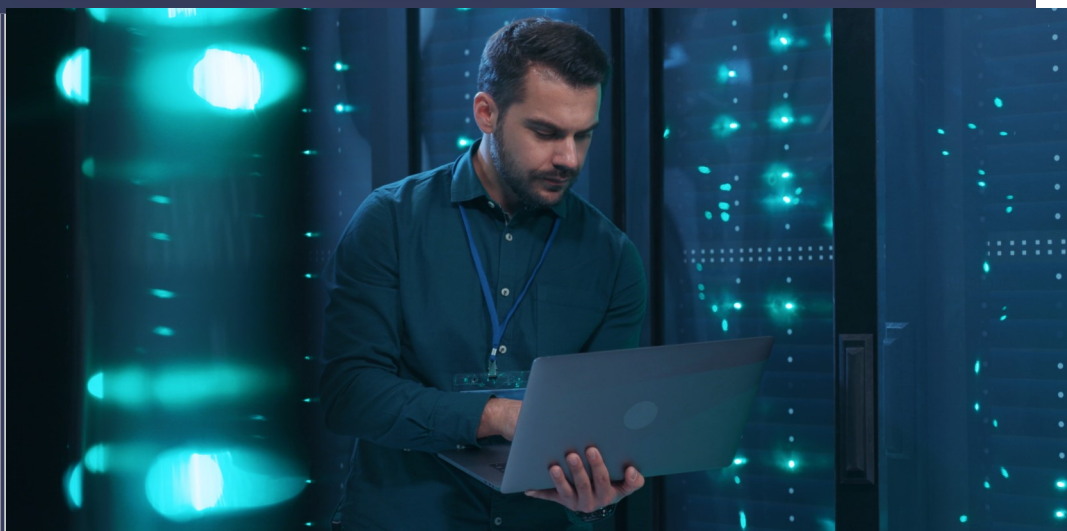
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You NEVER See It Coming! But Once It Hits, Everyone Says, "I Wish I Would Have _____"

A year ago, no one could have predicted that countless businesses would shift to a remote work model. The pandemic hit hard and fast, and small businesses had to think on their toes. Many had only a few weeks to adapt. It was stressful and extremely challenging.

Looking back on it, many SMBs wish they'd had a plan in place that would have made things easier. When the pandemic hit in February/March 2020, SMBs had to absorb the huge cost of getting their employees up and running off-site. Not only was it costly, but it also took a lot of coordination and on-the-fly planning. This meant things slipped through the cracks, including cyber security.

As they say, hindsight is 20/20. You may wish you had a plan in place or had more time, but you didn't. A vast majority didn't. However, you can still

plan for the future! While you never know when disaster is going to strike, you CAN be prepared for it. Whether that disaster is a pandemic, flood, fire or even hardware failure, there are steps you can implement today that will put you in a better place tomorrow. Here's how to get started.

Put Your Plan Into Writing.

First and foremost, you should have a standard operating procedure to call on should something go wrong. For example, in early 2020, many SMBs didn't have a security plan or disaster recovery plan in place (and what a disaster this was!), let alone a remote work security plan. They had to make it up as they went, which just added to the challenges they were already experiencing.

To get over this challenge, work with an experienced IT services company or

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managed services provider (MSP) to put together a plan. This plan should include a cyber security protocol. It should define what malware software employees should be using, what number they should call for 24/7 support, who to contact when they receive suspicious e-mails, how to identify suspicious e-mails and so on.

More than that, it should outline exactly what needs to happen when disaster strikes. Pandemic? Here's how we operate. Fire? Here's what you need to know. Hardware failure? Call this number immediately. The list goes on, and it can be pretty extensive. This, again, is why it's so important to work with an MSP. They've already put together plans for other SMBs, and they know where to start when they customize a plan with you.

Invest In Security And Backups.

While every business should have network security already in place, the reality is that many don't. There are a ton of reasons why (cost concerns, lack of time, lack of resources, etc.), but those reasons why aren't going to stop a cyber-attack. Hackers don't care that you didn't have time to put malware protection on your PCs; they just want money and to wreak havoc.

When you have IT security in place, including firewall protection, malware software, strong passwords and a company-wide IT security policy, you put your business and all your employees in a much better place.

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All of this should be in place for both on-site employees and remote workers. With more people working from home going into 2021, having reliable IT security in place is more important than ever before.

On top of that, you should have secure backups in place. Investing in cloud storage is a great way to go. That way, if anything happens on-site or to your primary data storage, you have backups you can rely on to restore lost or inaccessible data. Plus, having a solid cloud storage option gives remote employees ready access to any data they might need while at home or on the go.

Where Do You Begin?

Some SMBs have the time, money and resources to invest in on-site IT personnel, but most don't. It is a big investment. This is where partnering with an experienced IT services firm can really pay off. You may have employees in-office or you may have a team working remotely - or you may have a mix of both. You need support that can take care of everyone in your organization while taking care of the data security of the business itself. This is where your IT partner comes into play. They are someone you can rely on 24/7 and someone who will be there for you during a pandemic or any other disaster.

Want a short-cut to these Plans and Procedures? We have a Proven Process to align business process with technology and documentation. Call 724.235.8750 or email Leia@intechit.net.

Free Report Download: Questions You Should Ask Any IT "Expert" Before Letting Them Touch Your Network



How can you tell if you are going to receive poor or substandard service? How do you know if your computer guy or network consultant is doing everything possible to secure your network from downtime, viruses, data loss or other frustrating and expensive disasters? Could your current provider actually be jeopardizing your network?

This valuable Free Report helps you avoid common pitfalls of choosing an IT Provider. Download yours today!

Claim Your FREE Copy Today at www.intechit.net/whattoask

Shiny New Gadget Of The Month:



FitTrack: A Revolutionary Scale Lets You Look Inside Your Body

Right now, countless people have gotten lax on their New Year's resolutions and given up on their goals. One of the most popular resolutions is to get fit. It is also one of the most challenging ones to see through to the end. The FitTrack smart scale is here to make that a little less challenging!

FitTrack has earned its designation as a smart scale. It does much more than tell you your weight. With a number of other sensors, as well as data you input into the FitTrack app, it can tell you all sorts of things. Yes, it will tell you your weight, but it will also tell you things like body mass index, muscle and bone mass and hydration levels, to name just a few. In total, it can track 17 key health insights.

As you work toward your fitness goals for the year, don't miss out on a companion that will give you crucial data along your fitness journey. Discover more about FitTrack at bit.ly/2VOg7Vs.

Production Vs. Connection – The Ailment And The Cure

Recently, I had what we like to call an “aha moment” while listening to a sermon one Sunday. The minister made the observation that our society as a whole has swung to the extreme side of *productivity* at the expense of our *connections*. It hit me that this is one of the greatest ailments we see as coaches with our member companies and leaders, especially as of late.

Culture → Appreciation → Connection

We know the best-performing companies are those that devote significant effort to creating a culture that their team members *want* to be a part of. And where does that culture come from? People crave appreciation in the workplace – and we're talking sincere, heartfelt appreciation, not the casual “pat on the back” or quick “thanks” in passing. *Real* appreciation only occurs if there is a *real* connection between people. Connection is valuing the other person more than yourself or having an “others first” mindset. It takes effort, vulnerability and emotion. True culture cannot exist without both of these key elements.

The Ailment

Unfortunately, in our “all about me” culture, connections tend to be shallow and unemotional. It's not what can I do for you, it's what can you do for me. As a society and in business, we have become so laser-focused on overachievement and beating the competition that our connections receive little attention. Especially today, when companies are striving to get back on their feet, push out new offerings and make up for lost time from the pandemic, connections are starving due to the demands of winning.

But At What Cost?

There have never been higher instances of job discontentment, disconnected families,



depression, suicide and overall lack of joy. Our extreme focus on production and achievement has come at a huge cost to society. Extremes at either end of the pendulum never end well.

So, Now What?

Back to our coaching perspective, I think we have it right when we help our companies focus on culture by viewing their team members as human beings and not just a means to productivity. In addition, we all know that you cannot truly separate the business side from the personal side and that you have to be equally intentional in both areas to create the life you want, which involves real connections to who and what we love.

It's time to swing the pendulum back, ease off the production pedal and give more attention to treating each other with compassion and putting others first. It may seem strange, but the companies that have done this well typically outperform on the production side, too, because connection is a great motivator for betterment – both personally and professionally.

Gee, maybe there's really something to the old Golden Rule thing.



David Pierce spent the first 30 years of his career in the corporate world. As a CPA, he spent a decade with Deloitte and PwC, and another 20 years in a C-level post in regional banking. He also launched one of the first stand-alone online banks in the US. As an entrepreneur, he eventually said goodbye to the corporate world and started his own consulting firm, and became a Four Decisions Certified Gazelles International Coach and a Petra Coach.

Need NIST 800-171/DFARS Compliance?

For businesses in the DoD Supply Chain who need to comply with DFARS/ NIST 800-171 Security Protocols, InTech provides Risk Assessments, Security Audits, Compliance Audits, Plans of Action, and Remediation to bring YOU into compliance and assure you keep your contracts. Start the process today with a free, no obligation survey to get an idea of what you need to do to come into compliance. Go to www.intechit.net/NISTassessment and take just 5 minutes to jump start compliance.

Who Else Wants To Win A \$25 Gift Card?

You can be the Grand Prize Winner of this month's Trivia Challenge Quiz! Just be the first person to correctly answer this month's trivia question and receive a \$25 Visa gift card Ready?



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- RETURN SERVICE REQUESTED -

Approximately how much did the first 5MB hard drive weigh?

- A. 25 pounds
- B. 50 pounds
- C. 250 pounds
- D. over a ton

Email us right now with your answer!
info@intechit.net



“You Can Always Take One More Step ”

Earlier this month I had the opportunity to meet with, learn from, and work out with James Lawrence. James is also known as the Iron Cowboy. He is best known for completing 50 Ironman Triathlons in 50 States in 50 Days (straight).

The workout he created for us was 6 different exercises, with 4 rounds. In each round the number of reps INCREASED. Now yoga is my thing, not these kinds of exercises, but when I saw the reps going UP each round I thought the guy was crazy. Ok I kinda knew he was crazy due to the 50-50-50.

Before we started he told us that when he was doing the 50-50-50 and he thought he was totally spent (which happened a lot), he told himself “I can do one more step.” And he did indeed take one more step. Again and again and again..... until he reached his goal.

With this strategy, I started the rounds. And each time I thought I needed to quit, James looked at me in the eyes and said, “You can keep going. Pace yourself. Don’t quit.” Through this simple thought I was able to accomplish more physically than I thought possible.

What does this have to do with business?

I also coach groups of CEO’s on growing their businesses. I often hear them tell me they don’t have enough time for the important things that will grow their business. **They find excuses to stop**, and they never attain the success they intend. They don’t tell themselves they can take one more step, so they never attain their goals. A wise mentor once told me, *“If it’s important, you’ll find a way. If it’s not, you’ll find an excuse.”*

To Your Success,



InTech Solutions CEO, Leia Shilobod,
finishing a high octane workout with
Iron Cowboy James Lawrence