



*Continued...*

- Wright Hotels, a real estate development firm, had \$1 million drained from their bank account after thieves gained access to a company e-mail account. Information gleaned from e-mails allowed the thieves to impersonate the owner and convince the bookkeeper to wire money to an account in China.
- Maine-based PATCO Construction lost \$588,000 in a Trojan horse cyber-heist. They managed to reclaim some of it, but that was offset by interest on thousands of dollars in overdraft loans from their bank.

### Why You're A Target – And How To Fight Back!

Increasingly, cyberthieves view SMBs like yours and mine as easy “soft targets.” That’s because all too often we have:

1. *Bank accounts with thousands of dollars.*
2. *A false sense of security about not being targeted.*
3. *Our customers’ credit card information, social security numbers and other vital data that hackers can easily sell on the black market.*

If you don’t want your company to become yet another statistic in today’s cyberwar against smaller companies, and your business doesn’t currently have a “bullet-proof” security shield, you **MUST** take action without delay – or put everything you’ve worked for at risk. The choice is yours.

Here are three things you can do right away:

1. *Remove software that you don’t need from any systems linked to your bank account.*
2. *Make sure everyone with a device in your network NEVER opens an attachment in an unexpected e-mail.*
3. *Require two people to sign off on every transaction.*

### Let Us Help

When it comes to defending your data, whether it’s bank account information, customer and employee records or proprietary intellectual property or processes, do **NOT** take chances. Our experience and track record in keeping our clients’ data safe make us the best choice to protect the security of your data.

We are offering our **Cyber Security Assessment** at no cost through the end of January to 10 companies in the Hampton Roads area. **Call us at 757-499-6761 or e-mail me at [luke@360itpartners.com](mailto:luke@360itpartners.com) TODAY** because we can only offer this valuable service to the first 10 companies that apply.



## *Employee Spotlight*

### **Pete Costanzo, Systems Engineer**

When not at work Pete has a variety of interests like his love for art, craft beer and music. He has found a new love for collecting vinyl, new and old. On Sundays during football season you will find him rooting for the Green Bay Packers. He enjoys time with his wife Danielle and their 14yr old daughter Alli, alongside their 2 wonderful dogs Luna and Daytona.

## Shiny New Gadget Of The Month:



## New Nintendo Classic Rules Them All!

For anyone in their late 20s to early 40s, chances are nothing shaped your life more than Nintendo. If it was your first “gadget,” if it may even have been love at first sight.

And now, for Nintendo lovers, the Nintendo Entertainment System is back and better than ever with the NES Classic Edition. It’s tiny, but designed to look just like the original NES. Setup is a snap. Just plug it into your TV’s USB port. Hit the power button and you’re greeted with a screen where you can browse games and options. You can even select a CRT filter that replicates the lines and look of an old TV.

The color is sharp, the timing dead on and each pixel is a perfect square so you see the games exactly as designed. At 60 bucks, it’s a great gift for your favorite millennial (maybe even YOU!).

## At The Office: Be The Adult In The Room

There’s a reason people refer to the office as a “sandbox,” because some folks refuse to act like adults. And, if the level of childish behavior rises to tantrum pitch and the culture becomes toxic, there’s no chance for communication or growth. But the office is not a playground, and we’re not children. So it’s important that we enter into an “adult agreement” when we walk through the doors at work and begin our day.

Here are three agreements to make sure you’re acting your age in the workplace:

### Don’t shoot each other down.

When a colleague brings an idea to the table – even if you disagree with it – don’t shut them down just to be “right.” If we want to be collaborative, we’ve got to consider that those around us have something valuable to offer. If you make it a habit to cut people off or discount what they’re saying out of hand, you’ll not only guarantee that they won’t share their ideas with you again, but you’ll likely miss out on insights that could help you and your company.

### Own up to mistakes and bring them to the table.

Nobody is perfect – not you, not me, not Bill Gates or Mark Cuban or anyone you might admire in business. We all make mistakes, and the worst thing we can do is deny that they exist. Instead, own up to your mistakes and let everybody know what they are. We only grow and learn when we’re vulnerable with each other. Admitting error is often considered a risk, but it’s really an opportunity. Our mistakes let others understand who we are, what risks we’re willing to take and what lessons we’ve had to learn. Share freely to engender trust and understanding among your teammates.

### Don’t hide problems.

Maybe you want to stay focused on the positive and don’t want to highlight “problems.” Wrong. You’re not a negative person just because you bring problems to light or point out conflicts where they might exist. More likely, you’re finally saying what everyone else is thinking and is afraid to say. Or you’re bringing something up that’s important for everyone to understand in order to improve and move forward. Put problems up for discussion and brainstorm solutions. Hiding problems only makes them grow.

As you seek to master these three steps, remember one more thing: adults don’t crush each other just for acting like adults. We’ve got to support each other in our efforts to be truthful and vulnerable. A team is only as strong as its weakest link, so it’s critical that we lift each other up.

When we act like adults – especially in the sandbox – we all win.

## Want To Win A \$25 Gift Card?

Ready to Play?

Here’s this month’s question:

**The very first Apple logo featured what famous person sitting under a tree, with an apple about to hit his head?**

**a) Sir Isaac Newton b) Wayne Newton c) Elvis Presley d) Mark Zuckerberg**

E-mail Kirsten ([kirsten@360itpartners.com](mailto:kirsten@360itpartners.com)) right now with your name, company, and answer!

She will put all the correct answers in a hat and draw the winner at the end of each month.

**“Smart Cities” are adding a whole new layer of complexity to data protection.**

Driverless cars, cloud-based services and networks of sensors are driving rapid change... Yet along with great benefits, the smart city revolution adds new threats. For instance, since it relies heavily on interconnectivity, weak links make the whole system vulnerable to cyber-attack. Yet a study by Kaspersky Labs estimates that 57% of smaller companies underinvest in security. With deeper connectivity to these “weak links,” encryption of your own data becomes more critical than ever. Using secured websites (the “https” vs. “http” protocol), for example, not only secures data, it also creates trust among your customers and vendors. Clearly, the smart thing to do is to be ready for smart city challenges.

*-HarvardKennedySchoolReview.com*

**With Google’s new Daydream VR platform, reality will never be the same.**

While it isn’t as pixel-rich as PC-tethered systems like Oculus Rift, Daydream is fully mobile. That means, for instance, you could navigate through a museum and get way more interactive with the exhibits. Google’s “View” headset with clickable touchpad controller is just the first of many to come, as other developers jump into mobile VR. As for apps, Google says there will be at least 50 in the Play Store by the end of December. Daydream has been deeply integrated into the new Android Nougat OS. If Nougat isn’t on your phone yet, be patient – or buy a phone, such as Google’s Pixel, that already has it installed.

*-TechRadar.com*

*Discover More Information About Our Dynamic Services and Team: [www.360itpartners.com](http://www.360itpartners.com)*



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