

"We build lasting partnerships with our clients based on trust, communication, and consistency"

That Fake App Just Stole Your ID



Ryan loved tweaking photos on his Android phone.

He'd heard rave reviews from his friends with iPhones about Prisma, a new iOS app for image editing. So when he heard Prisma would soon be released for Android, he logged in to the Google Play Store to see if it was there yet.

To his surprise, he found one that looked just like what his friends were describing. Delighted, he downloaded and started using it. Meanwhile, the app—a fake—was busy installing a Trojan horse on his phone.

When he got to work the next day, he logged his phone into the company network as usual. The malware jumped from his phone to the network. Yet no one knew. Not yet, but that was about to change...

Now, this isn't necessarily a true story (at least, not one we've heard of—yet...), but it absolutely could have been. And similar situations are unfolding as you read this. Yes, possibly even at your company...

Fake apps exploded onto iTunes and Google Play last November, just in time for holiday shopping. Apple "cleaned up" iTunes in an effort to quell users' concerns, but hackers still find workarounds.

Unfortunately, these fake apps pose a real threat to the security of your network. Especially if your company has anything but the strictest BYOD (bring your own device) policies in place. And the more your network's users socialize and shop on their smartphones, the greater the risk of a damaging breach on your network.

Fake apps look just like real apps. They masquerade as apps from legitimate merchants of all stripes, from retail chains like Dollar Tree and Footlocker, to luxury purveyors such as Jimmy Choo and Christian Dior. Some of the more malicious apps give criminals access to confidential information on the victim's device. Worse yet, they may install a Trojan horse on that device that can infect your company's network next time the user logs in. So what can you do?

First, keep yourself from being fooled. Anyone can easily be tricked unless you know what to look for. Take the following advice to heart and share it with your team:

February 2017 Virginia Beach, VA *Inside This Issue ...*

That Fake App Just Stole Your ID.....**Page 1/2**
Employee Spotlight.....**Page 2**
Gadget of the Month.....**Page 3**
Smart Closing Technique, Step 2.....
.....**Page 3**
Trivia Question.....**Page 3**
New Technology Updates.....**Page 4**

Worried about replacing your aging phone system?

Our partnership with Nextiva provides a concierge level of service and we will walk you through the process step by step! Call us today to schedule a consultation with our in-house expert.



Continued...

360IT PARTNERS was ranked #39 on the Virginia Business Magazine's "Best Places to Work in Virginia" list for 2017!



Continued...

Beware of Fake Apps!

In case you weren't aware, one of the latest and most dangerous Internet scams is fake apps. Scammers create apps that look and behave like a real app from a legitimate store. These fake apps can infect your phone or tablet and steal confidential information, including bank account and credit card details. They may also secretly install on your device malicious code that can spread, including to your company network.

Take a moment and reflect on these five tips before downloading any app:

1. When in doubt, check it out. Ask other users before downloading it. Visit the store's main website to see if it's mentioned there. Find out from customer support if it's the real McCoy.
2. If you do decide to download an app, first check reviews. Apps with few reviews or bad reviews are throwing down a red flag.
3. Never, EVER click a link in an e-mail to download an app. Get it from the retailer's website, or from iTunes or Google Play.
4. Offer as little of your information as possible if you decide to use an app.

Think twice before linking your credit card to any app.

Most importantly, get professional help to keep your network safe. It really is a jungle out there. New cyber scams, malware and other types of network security threats are cropping up every day. You have more important things to do than to try and keep up with them all.

The Most "Bullet-Proof" Way To Keep Your Network Safe

Let's not let your company become yet another statistic, hemorrhaging cash as a result of a destructive cyber-attack. Call us TODAY at **757-499-6761**, or e-mail luke@360itpartners.com, and let's make sure your systems are safe. We'll provide you with a Cyber Security Risk Assessment to check for and safeguard against any points of entry for an attack. This service is FREE, but DO NOT RISK WAITING: contact us NOW before the next scam puts your network at risk.



Employee Spotlight

Erik Saylor, On-Site Network Administrator

Erik graduated from and played football at Old Dominion University where he was a member of the team that resurrected the program. Away from work, he is an avid outdoorsman. Hunting, fishing, and spending time at the beach are things he is most likely doing. He is a passionate Baltimore sports fan being born and raised in Maryland.

Shiny New Gadget Of The Month:



Handheld? Console? No, It's...Switch!

Nintendo's long-awaited new gaming platform Switch should be available any day now, if it isn't already. It combines the best elements of handheld games with a home console. Handheld, the gamepad is the screen. Slip it into its dock and it plays on your TV.

The gamepad comes with two detachable "Joy-Cons." One player can hold a Joy-Con in each hand, two players can each take one, or bring in more Joy-Cons and multiple people can play.

If you're on the go, pull out the "kickstand" on the back of the gamepad and prop it up on an even surface for easy viewing. There's a slot on the side for game cards and a USB-C port for quick charging.

Because it has greater processing power than the Wii U, you'll have no trouble playing Legend of Zelda: Breath of the Wild, Super Mario and a host of your other favorite Nintendo games.

Smart Closing Technique, Step 2

Let's say you're closing a deal and you've already taken the first step: you've *summarized the client's underlying need*...

Now you're ready for Step 2: *Say what you plan to do.*

Describe exactly what you'll do to help the client successfully satisfy their underlying need. Even smart people worry about putting themselves out there by offering a plan. They worry that someone may disagree with them. They worry about proposing a plan that doesn't work. That's why many advisors stay "safely vague" rather than offering a specific plan.

But being vague doesn't help leaders solve some of their biggest problems. You have to have the courage to propose a plan. For example: "I have some ideas about how you can achieve your goals. Want to hear them?"

"Yes!" (the client says, while taking out a notebook and a pen).

"There are five parts to what I think you need to do, in this order. They are designed to increase your power score, starting with priorities, who is on your team and relationships. First, there is no way you are going to be able to take the company in a whole new strategic direction without the board's support."

"That's true."

"So first we have to articulate your vision and your priorities on paper, with goals and strategy and budget implications, and then get the board's support."

"Right, it's going to change our budget, so rather than let the board nix it this fall, I should get out in front of this and get their support from the beginning."

"Second, you seem to have questions about the capabilities of many of the key leaders in the US, Europe and in your Asia region. It would be helpful to assess your team, to have a clear view of who is going to fit in the new organization, and who is not a fit."

"Yes, that would be helpful—to have an X-ray of the org chart and figure out who needs to go where to align with the new strategy."

"Third, fourth and fifth will be all about culture change. Change the incentives. Change the meeting cadences of what metrics are tracked and discussed—who meets when to discuss what. And what some of our most successful clients have done in situations like this is design workshops—like a roadshow—for you and key leaders to educate and train the next two levels on what you expect from them, and why, in the new world order. This gets the troops aligned behind your new vision."

"Wow! Yes, yes and yes."

"And even if you do all of that, I only give it a 70% chance you will fully actualize your goal within three years—in the market and culturally. Still, that's a lot better than the 5% chance you give yourself today."

Want To Win A \$25 Gift Card?

Ready to Play?

Here's this month's question:

Daylight Savings Time was originally dreamed up by whom?

- a) Sir Isaac Newton b) Franklin Delano Roosevelt
c) Benjamin Franklin d) Thomas Edison

E-mail Kirsten (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.

Uber has added a new destination: people.

Let's say you just flew into Phoenix and you want to meet a friend there for drinks before heading to your hotel. It used to be that you'd ask them, "Where are you? ... Where's that again?" then try to quickly type in the address before you forgot any of the details, hoping you didn't misspell anything. With Uber's new "People" feature, instead of typing in your destination, you simply enter the person's name, skipping all the back and forth. Uber then locks in their destination and directs the driver to take you there. It also sends your ETA to the person you're going to see. Just sync your contacts with Uber before your next trip, and enjoy the ride.

-Mashable, 12.21.16

The Furbo Dog Camera lets you play with your pet from miles away.

Missing your pup while you're at work or on the road? Pull out your Android or iPhone and check in. Furbo delivers 720p video in a 120-degree field so you see what's going on at home. Call your dog through the microphone and even flip her (or him) a treat for responding to your command. Just swipe your phone's screen in "Dispense" mode and Furbo launches a treat out onto the floor – or right into your dog's mouth, if she's clever enough to catch it. Furbo can be placed anywhere with an electrical outlet nearby. And with its sleek white hourglass design and bamboo wood top, it blends in with any decor.

-NerdTechy.com, 12.5.16

Discover More Information About Our Dynamic Services and Team: www.360itpartners.com



5269 Cleveland St. Suite 201
Virginia Beach, VA 23462