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Experts In Data Security &
Availability



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Serving our clients since 1982

Our Complete Data Protection Service Program

Today your business requires reliable secure access to critical applications and information. This makes data security and system availability one of the primary issues facing businesses today. Trying to plan proactively while keeping up to date with all of the latest security threats, application updates, and exploding data volumes can seem like an impossible task. While there are tools to take care of many of these tasks, they are expensive and difficult to manage and maintain. Over the past three years, Sklar Technology

has and continues to create a cost effective solution specifically for this issue. Through some of the latest technology advancements, Sklar Technology has developed a set of tools and disciplined processes that extend the reach of your capabilities, allowing you to maintain the control and protection your business requires with the support you need.

Here are the three key questions that any business owner of digital information should continue to ask themselves.

1. What data are we trying to protect?
2. What are the relevant threats?
3. How comfortable are you with your ability to detect and respond to a security breach? Am I vulnerable?

These are tough questions, especially if you don't know the answers. Give me a call and I'll come speak with you one on one to get a clear understanding.

Randy Sklar



Call today to schedule your risks assessment!



Our service engineers are ready to serve you!



Sklar Technology Executive Review

March 1st, 2008

Executive Security Review

Volume 8, Issue 1

Points of Interest:

- 2007 data theft reports update
- Tips for managing your growing firm
- Leveraging technology to better the environment and become more efficient
- Wow! See what Norm has been doing in the community!
- A backup solution worth a thorough investigation

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Congratulations to Steve & Jon on their recent certifications and continued knowledge in security!

How Secure is your data?

2007 proved security experts correct yet again...

Although it was the first year since 2003 that the identity theft and credit card fraud business didn't double, it grew nearly 40 billion dollars from 67 to an astonishing 105 billion dollars. Remember these are reported incidents only, so you have to believe this is only a fraction of the actual amount. These numbers put this crime above the world drug trade industry and ranks 11th on the fortune 100. **Experts estimate this crime will continue to grow nearly 20 times in the next 5 to 10 years.**

Through our security assessment services, our security specialists uncover more and more systems that have become compromised and the ease of how it happens is

astonishing. Understanding why this is happening seems to be at the core of this issue and for the few that do understand how it is happening they are then challenged with the overwhelming task of what to do first.

Recently I read a statistic that posed this question. Who is responsible for the security of corporate data? Overwhelming most users of these systems that have access to this sensitive information responded that it was the technology team or IT departments responsibility. I agree that the technical department should lead the way but everyone should feel equal accountability to the integrity and security of this data. We recommend thinking of security as a discipline.

Owners of these digital assets

should strongly consider starting an education program with leadership teams and adding it to your regular meetings. The news and media have done it, shouldn't you too?

If you would like our assistance with this overwhelming task, we would love the opportunity to help you.

"Sklar Technology's security mitigation process and security service program was just what we were looking for.

-David Balducci, (Pre Con / Advanta Staff)

Security Seminar Scheduled for May 16th!

We are holding another security seminar on Friday, May 16th from 12—1:30pm!

This is a great opportunity to hear an industry expert deliver an informative executive level discussion on a very important topic to any business owner. You will not want to miss this event.

If you are unable to attend this event and would like to

schedule a one on one visit to your office please email me and I will schedule an appointment (randy@sklartech.com).

The benefit of attending this seminar is an opportunity to have our security experts perform a free risks assessment on your systems data. The investment for this process is typically thousands of dollars so you will want to attend if at all possible.

"I was sitting at my desk when I received the most important phone call in as long as I can remember... it was Randy inviting me to his security seminar."

-Rich Chandler (Exhibits)

We want your feedback and ideas to improve our services! Please email youaskedforit@sklartech.com

Learning + Coaching = Growth
- Verne Harnish



"A dream is a feeling that sticks - and propels"
- Jim Collins

"Sklar's service program brings so much value to our business"
- Jannemieke Keener (Keener Communications)

Referrals are so valuable to our business. If you know someone that could benefit from our services, please let us know. Thank all of you that have referred us in the past!



Las Vegas 2007
Left to Right: Jason Beal, Norman Sklar, Randy Sklar and Brian Weiser

Executive Coaching Report

Managing your growing firm... Recently I was at a Virginia Council of CEO's quarterly luncheon event and had an opportunity to see Verne Harnish speak. For those of you not familiar with the Va Council of CEO's you should contact me at your earliest convenience.

Verne is the author of Mastering the Rockefeller Habits which can be found on his website www.gazelles.com. He has taken an interesting approach in writing a "how to" book instead of the typical theoretical content you would

expect. Get the book, read the first 6 pages then decide if it is right for you and your growing business. The book costs about \$25.

Not only have I read the book, I also downloaded the audio to listen in the car and more recently signed up for a two day workshop in D.C..If you only implement a few of the disciplines Verne teaches, you will certainly reap the benefits. I really love his "Learning + Coaching = Growth" idea.

Call or email me if you are interested in more,

randy@sklartech.com / 804-730-2628.

I recommend that you sign up for Verne's "The Growth Guy" free weekly e-newsletter tips. The link is: http://www.gazelles.com/executive_ceo_newsletters.html

You can also find many more free or low investment documents and worksheets from Jim Collins and Verne Harnish, I recommend you read them all!

www.gazelles.com, click on resources then articles.
www.jimcollins.com
www.hbr.com

Teleworking benefits everyone...

If your business is run on technology and your administrators can work remotely to complete their responsibilities, then you are more than likely eligible to receive up to \$35,000.

Teleworkva is a grant for businesses with at least 20 employees that are interested in implementing a remote workplace. This grant is man-

aged by Ride Finders and the grant is designed to reduce traffic, pollution and state investments in additional roads. The requirements are fairly simple and becoming approved is very simple. Sklar Technology has assisted many businesses through this process.

If you are concerned that this opportunity is too good to be

true or that your employees won't be as productive working from their homes, we have many business owners that will put you at ease. In recent studies, productivity and moral both increase. It is truly a win / win for everyone involved.

We will fill out all of the documents, make the appointments and help you every

Sklar Technology receives award for National Services

We are proud to announce our recent award for our nationwide services program.

In December we received the partner of the year award from the Ingram Micro Service Network.

Ingram Micro is a fortune 100 distributor of technology. Their premier national service offering is 17 years in the making and they set high

standards of excellence to be included into their program. Sklar Technology has participated for more than 5 years. This is truly a dream come true for us and is the result of a lot of hard work from our entire team.

We have performed installations in Honolulu, serviced plotters in Chicago and secured healthcare data in of-

fices right here in Richmond. We dispatched over 800 service calls out of state and receive approximately 40 requests quarterly from our service partners. National service has become one of our most valuable add on services.

If you have out of state service requirements and don't want to go through the hassles and risks

Is your business disaster ready?

When it comes to protecting your digital assets you have to consider your backup system. Most businesses struggle to keep up with the manual processes of changing media cartridges, fixing failures with faulty equipment and monitoring this process to make sure it is actually working.

First let's define what a successful backup system is. This is from the perspective of a complete disaster or catastrophic failure requiring a total reconstruction of your data server and a complete restore of your data.

Automation - How dependant is your system on people?

Retention - Once data has been deleted from your system at what point is it gone forever?

Offsite - What is the policy for this? How often?

Testing - When was the last time this process was tested?

Now you have to consider two other factors, downtime and data loss. If you are using a tape backup system like most businesses you will likely experience at least one day of data loss and more than three

days of downtime. This is from our own experiences.

If you aren't certain about some of the answers to these questions or just don't know, then you represent the vast majority of business owners. If you own the data on your systems you should be able to answer these questions and feel comfortable with the results of the answers.

If you would like an assessment of your backup system or know you need a better solution, we have a new solution for this critical issue.

News From Norm / Rotary update

Over the past three months the Mechanicsville Rotary has been busy building something very special...

In conjunction with Operation Hope and the Hanover Rotary club, we have taken on the task of constructing two playgrounds designed to allow children and their parents of all abilities to play together. We have completed Phase I at Pole Green Park and in April we will begin Phase I at Poor Farm Park in Ashland. When complete the cost of both projects will come close to \$300,000.00.

It's a great time to be a Rotarian!



Complete Data Protection Program

We are working to make service simple. If you need help just call 804.730.2628 or email helpdesk@sklartech.com

"... Thanks for you prompt attention in the busy season. This is why we like working with you guys."

-Gene Rosen (Rosen & Underdown)

"Sklar Technology does a great job of communicating with an executive tone and not confusing technical jargon."

-Wayne Clark (Lawrence Sanitary)

"Having used the services of 2 other companies, I feel like I've found the best and am a dedicated customer of Sklar Technologies."

-Ron Warren (Commonwealth Escrow)

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Sklar Technology Partners is your certified Sage / ACCPAC Solution provider.

Version 5.4 is now available! We always recommend keeping your critical applications current. We will contact you when we are ready to update your system. For more information or to learn how Accpac could benefit your business please call Norm at 804-730-2628.