



POST

Security and Technology News



SECURITY NEWS

CYBER SECURITY ADVISORY SERVICE

Steve Ripper talks about cyber security advisory services including risk assessment, software, firewall services and consulting, security training, and policy requirements. Our security services encompass risk assessments, software ...

.. PAGE 2

TECH TIP OF THE MONTH

Managing Cloud technology costs have made it possible for so many businesses to be flexible and adapt to the challenges we faced (and continue to face) during COVID. However, cloud technology costs can sometimes get out of control. Let's look at some ways to help manage these costs.

.. PAGE 3

MESSAGE FROM THE CEO

Culture: For over 26 years as the leader of PCG, I've learned how imperative it is to embrace and drive my team's culture to produce a winning team. I believe employee



.. PAGE 3

Newsletter Highlights

- Security News: pg. 2
- Breakfast Technology Series pg. 2
- Message from the CEO pg. 3
- New clients pg. 3
- Tech Tip of the month: pg. 4
- Tech Trends pg. 4
- Employee Spotlight pg. 5
- PCG new hire pg. 5

SECURITY NEWS

CYBER SECURITY ADVISORY SERVICE

...that will secure the environment, firewall services and consulting on that matter, security training and training aids, as well as reaching policy requirements that a company might need. Our risk assessments address questions via the NIST (National Institute of Standards & Technology) framework. We will do vulnerability and internal vulnerability scanning. We will provide reports advising your company what your security posture is at this time and make recommendations of escalation to be in a more secure posture such as software on each computer that needs to be protected. Edge Detection & Response, (EDR) is a heuristic scan that identifies behavior on a machine that is unusual to the definitions that are listed on that machine. For instance, a process out of the norm of what that computer should be doing, is flagged, and given further protection. Our training offerings are very much based around either live training or remote phishing-style campaigns. Training includes what the scams are, what the current trends in the industry are, and what to be aware of. Our phishing training campaigns are more automated and scheduled, basically replicating what those attacks are attempting to do so that you can get prepared for that. Lastly, our services help companies reach decisions such as policy requirements, whether it's CMMC Level 3, work for the Department of Defense, or cyber insurance requirements that you are trying to meet. We'll review what those policy requirements are and then make recommendations to enact them, so you may be certified or meet the requirements necessary to business within that framework.

Video: Watch Steve Ripper talk about cyber security advisory services including risk assessment, software, firewall services and consulting, security training, and policy requirements.



Breakfast Technology Series: "Disaster Recovery Planning"

Join PCG and Acronis as we discuss what your company should have for a Disaster Recovery Plan. From your Servers, Desktops, Cloud, 365 platform (email, Teams, SharePoint, OneDrive); failover with your ISP and firewall; and data warehouse management of your data. The goal is to have a known RTO(Recovery Time Objective) that meets your company's uptime requirements.

Join us Thursday, November 17th at the Seacoast Science Center from 8 AM to 9:30 AM

[Learn More](#)

Dave Hodgdon

CEO, PCGIT

Culture: ...satisfaction with fair pay, quality benefits, fun work environment, and goal setting is critical to a winning team. Winning attracts "A" quality employees, which results in a stronger team and better client retention.

The sports world recently lost an iconic figure and one of the best team leaders in history with Bill Russell. Bill Russell was never about himself or statistics, but about his team's success. The passion and character he modeled, built the Boston Celtics to win 11 championships in his 13-year career. I encourage your company to have a culture club or subcommittee that can drive the quality and enjoyment of your work environment. Listen to what your staff wants and deliver on the action items that bring out the best in your company. Remember there is no "I" in team. If you want to retain and attract the best employees, lead with your culture. Reward and acknowledge when employees go above and beyond the bar to help a fellow employee, client, or help the business with a great idea or improved process.

Your clients will have an amazing experience and journey with your company if you lead with the best, team culture and great customer service. With today's workforce issues within the current recession, it is vital to retain your current key employees that embrace your vision, mission, and culture. We began this year's theme at PCG by creating a Lego figure of each employee. We chose the Lego theme because it was fun and brought us together designing a figure that spoke to each employee's assets such as attention to detail, project execution and delivering great outcomes for our clients. If you know our team, you'll be sure to recognize each Lego character!



Welcome to the PCG family



PORTSMOUTH
HOUSING



G F M

Managing Cloud Technology Costs



The first step in controlling cloud costs is understanding what cloud subscriptions your organization currently has, what's included in those subscriptions, and how (or if) the technology is currently being used. Here are some questions to get you started in inventorying your organization's technology. Managing Cloud Technology Costs: Get a complete inventory of all the possible applications and subscriptions to the cloud. This will also allow you to create a roadmap and what this budget should be. If you've invested in Microsoft 365, do you have a good handle on the features included in your subscription? Do you know if your staff is using the features? If you can't answer these questions, reach out to your Managed Service Provider to review the features, and to also help you run usage reports. Account for all your users. There is no need to pay for a subscription for an employee that is no longer there. Verify each user is on the right plan/subscription.



What solution are you using for online meetings? It is not unusual for companies to have multiple solutions such as Zoom, Webex, Google, and Teams. This means you are paying for multiple technologies that do the same thing. What about your phone system? What are your needs and are you paying for features that you never use? Is your organization using Box, Google Drive, Drop Box, OneDrive or SharePoint for file storage and collaboration? Not only is this confusing but managing data across multiple solutions can also become a document security nightmare. Data Warehouse management is a key issue that all companies should address. It will help simplify your document access, enable more efficiencies and productivity, and save on your off-site storage costs and paying for multiple vendors. Do you need to create PDF files? If so, are you paying for an expensive PDF tool when all you really need to do is convert Word and PowerPoint files into PDFs for sharing? Are you using AWS and Google Cloud and Azure? Do you really need all three?

Meeting Owl!



In a world of virtual meetings, it can be difficult to find the right product to meet your conference room needs. The Meeting Owl is one of the top new products on the market to help provide a quality experience. It uses a 360-degree camera which allows everyone sitting at the table to be seen during your meeting. The Owl also becomes your microphone and speaker which makes the setup extremely easy with less cables and devices in your space. You can pair multiple Owls together to help with bigger rooms or multiple rooms being used at the same time. Owl Labs has also added some great features such as zooming on the current person speaking, "follow-me" which will have the camera focus and follow you around a room, and Wi-Fi capability where you can use a mobile app to configure your Owl and adjust how the camera focuses during a meeting. With so many device choices out there, it can be difficult to decide. PCG has found Meeting Owl to be a perfect meeting room addition that helps us feel more connected with our team, client, and vendors.



Do you need help getting a handle on your technology cloud spend?



CONTACT US

Contact us today for help making the best cloud decisions for your organization.

pcgit EMPLOYEE SPOTLIGHT



Steve has been an exemplary employee for 25 years at PCG. Steve hits the mark with PCG's core values "Integrity, Teamwork, Communications, and Ownership". With decades of training and certifications, Steve grew from a basic Technician to a Senior Network Engineer. He found his passion with Networking and Microsoft Exchange. Steve's notable skills are his client communication and his ability to teach and train on complex IT and networking principles. He'll translate those needs into simple English with amazing outcomes for you and your employees. Steve has earned the respect of his fellow employees as the "go to guy" for anything Microsoft and Security. Steve's current focus has been on Security and Security Training, as he leads our Security practice and processes to enable your company to mitigate risk and protect your most vital asset, your data. If you ever need an explanation or clarity on how technology can help you, ask Steve, "Your go to IT expert for anything Microsoft, Networking and Security".



Steve Ripper



pcgit NEW HIRE



David Riccio



Director of Operations

David brings over 35 years of financial management experience to PCG in both the private and public sectors, focusing on work-flow efficiencies, financial reporting, and budgetary preparation/analysis. His diverse experience in financial services, manufacturing and public sector operations provides him with a unique understanding of our client businesses and operations. His diverse background lends to his ability to engage with each client regarding their client agreements and relationship with PCG. Dave's development of Strategic and Tactical business plans for Insilco Corporation and various public entities provides PCG with a stronger foundation to further build our own business upon as we address the requirements of our clients in an ever-changing business environment.