

The DCS Netlink™

NEWSLINK

COMMUNICATOR



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A Letter from Dane Deutsch, CEO/President

I know from all the lessons that teams have taught me over the years that trust is the single most important facet a team needs to succeed. Trust is the glue that holds the team together. That team can be as simple as you and your mate in marriage or as complex as a Fortune-500 company. In marriages or companies that fall apart, lack of trust seems to be a key factor. Les Csorba, in his book, "Trust, the one thing that makes or breaks a leader," says trust is the most fragile, yet essential, attribute of leadership. Doris Kearns Goodwin, (Presidential Historian for several Presidents), developed ten lessons for leaders. She says that the most compelling of those ten lessons is that "trust, once broken is seldom restored." And, again, "no leader can afford to take his word lightly."

How are your team leadership skills developing today? Can you say that your word is your bond? Can others around you say that you are a person of trust? Building trust is most difficult indeed, but maintaining and growing that trust is even more challenging and difficult. This month, I encourage you to practice building trust in the lives of people that revolve around you. Make a commitment to make your word your bond in the future, if you have not already committed to that principle in the past.

If you would like to know more about building trust with your team, family, or friends, why not consider joining me for a trust-building mini-series of 5 (one per month) four-hour seminars starting in January and going through May? The seminars will focus on what I am calling the 5 Character Building Blocks of Leadership: Ethics, Relationships, Equipping, Attitude, and Leadership.

For more information, or to sign up today, visit www.lmdc.dcsnetlink.com.

Happy New Year!
Dane

Wisconsin Association of Fairs
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**Need your email on the go?
Call us for Blackberry sales,
support and configuration.**





I Need an IPSEC VPN ASAP for my FTP!

Written by Mike Vaughn, DCS Netlink

Whoa, slow down the Geek Speak! You may have heard the term “VPN” before, but never understood what it was. A Virtual Private Network (VPN) is “a secure connection using an insecure medium”. Generally, it’s an encrypted connection using the same internet as everyone else, but by encrypting the traffic, the data is secure.

So what’s a VPN used for? The most common use for a VPN currently is to connect two business offices across the internet securely so that the data is not exposed to the internet in its raw form. Everyone who is reading this article has sent emails before. Did you know that email goes “clear text” meaning that the words you type are sent exactly as typed across the internet? Not a big deal if your email is about Aunt Sally’s award-winning pot roast. But what about if your email contains bank account numbers, Social Security numbers, etc? By default they go clear text just the same as any other email. Using a VPN makes the information scrambled by the sending party and decryptable, by the receiving party.

Are they perfect? Of course not. The VPN is only as strong as the chosen settings when configuring it (encryption algorithm, password, etc). **If you use a VPN, need to start using a VPN**, or are simply scared silly about the amount of information being allowed to traverse the internet insecurely, **give us a call** and let us help clear the fog of the Geek Speak that you may be hearing.



Upcoming Classes

January

- 18 –19 Firewall Basics with WFS Schaumburg, IL
- 20 Virtual Private Networking, Schaumburg, IL

February

- 1–3 Firewalling Basics with Fireware Rice Lake, WI

March

- 1-2 Firewall Basics with WFS Indianapolis, IN
- 3 Virtual Private Networking Indianapolis, IN
- 29 –30 Firewall Basics with WFS Rice Lake, WI
- 31 Virtual Private Networking Rice Lake, WI

To confirm class dates, visit:

www.watchguard.dcsnetlink.com

Average Survival Time????

Written by Mike Vaughn, DCS Netlink

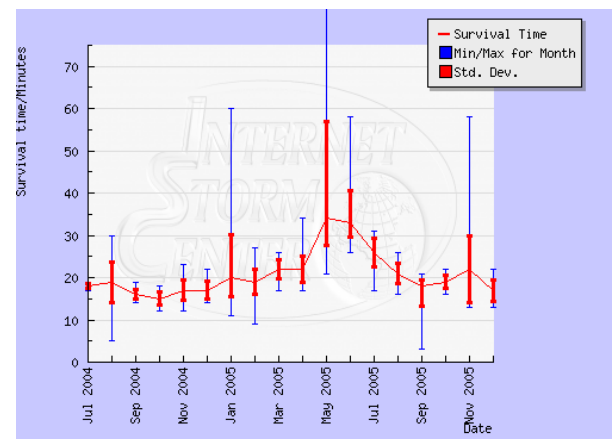
Have you ever heard of such a thing as the “Average Survival Time” for a computer? Unfortunately, it is a statistic that is cropping up more and more recently. The reference to survival time is all about people scanning computers to look for openings. It is the average reported time between attacks as reported to the website www.isc.sans.org from those companies that have signed up with the site for reporting purposes.

To break it all down into plain English, if you plug your home computer, or any other computer, into the internet, it will be scanned every “X” number of minutes. Oh, by the way, the “X” was at 14 when I looked the other day! So every 14 minutes your computer gets scanned to look for weaknesses! The time varies from day-to-day as represented by the graph, but is usually alarmingly low.

“But”, you say, “I don’t use the internet very often and have closed my Internet Explorer when I’m not surfing”. That’s all well and good, but the fact remains that your computer is still connected to the internet, and does things all by itself sometimes. Even if you’re not actively browsing the internet, the internet could be browsing your computer!

The only way to get the scanning to stop touching your computer is to use a firewall device of some sort. That way the scans are scanning the firewall and not your computer. Firewalls were designed to be scanned and secure, your computer never was.

Monthly Survival





Start off the New Year Right

Jump into a new IBM computer with a 512mb Pen/ Jump drive for as low as \$675.00.

- ◆ Get rid of bulky floppy discs
- ◆ Trim down your storage space



The 512mb Pen/Jump drive holds as much information as **352** floppies in your pocket. Store, transfer, and carry any data, anywhere!

Stop in at DCS Netlink and **jump** into the New Year with the latest in computer compact storage.

Network+ Training at DCS Netlink

In November 2005, DCS Netlink's MIS Technicians started training for the CompTIA Network+ certification. Our instructor, Mark Hartshorn, is a new member of our team. He comes to us from Brown College where he taught for 6 years. While there, he taught Network+, Novell CNA 3.12, 4.11, 5.0, 6.0, Interoperability and Intro to Cisco. The Network+ Certification is not vendor-specific. It covers most Operating Systems and cable systems. Our technicians are required to obtain ongoing education to better serve our customers.

Get to know us during *Lunchtime at DCS Netlink*

1800 Macauley Ave, Rice Lake, WI 54868

Beginning in February, DCS Netlink will be hosting 20-minute educational seminars each month during lunchtime.

February - The Basics of the Internet
 March—Spam~How do they get my email address?
 April - Spyware, Adware and Viruses
 May - Computer Basics
 June—What is E-commerce?

Have a topic you would like covered? Call and we will add it to our list!

*Call 715-236-7424 to reserve a spot for lunch
 DCS Netlink conference room*

(Free Lite Lunch provided)

Where: DCS Netlink conference room

When: 2nd Tuesday of each month

Time: 12:00 -12:30 and 12:30-1:00

www.dcsnetlink.com

Please call ahead with any topics of interest

Are you protected?

Written by Alex Rounds, DCS Netlink

How can you tell if your computer is protected from the viruses, worms, Trojans, spyware, adware, and other attacks? Your computer's security is relatively simple if you think about protecting it like you do your own health. When you go to the doctor for a flu shot or tetanus vaccine, you are inoculating your blood against attacks by specific micro-organisms. You need to do the same with your computer, so in our analogy, the vaccine is your antivirus software. But just like the doctor suggests you get booster shots, you need to get regular 'boosters' for your antivirus program. Regular updates of both the data files (DAT files) and program files are required.

Some infections are not aided by antibiotics, like viral infections, and require specialized medicines. Here, the analogy is spyware or adware. There are programs that detect and remove these while most antivirus programs don't. These include Ad-Aware and Spybot Search and Destroy. These are available both as for-sale items and a free download. When you pay the fee, additional features become available to you. So if you have been keeping your antivirus, anti-spyware and anti-adware up to date, you are likely to be as protected as you can get - from an inoculation point of view. But, you also need to actively participate in your (and your computer's) health. So don't click on pop-ups. Instead, close them with the task manager. (CTRL-ALT-DEL) and be careful where you go surfing.

Call DCS Netlink for more information on anti-virus software @ 715-236-7424

www.dcsnetlink.com

**Make a promise that 2006 will be different.
More productive...more efficient...better processes.**

Start by upgrading your accounting software to TurningPoint™ by Red Wing Software.

With TurningPoint Accounting, you can set queues to automatically run a batch of reports while you're away. You'll save time and money by e-mailing reports, invoices, and billing statements to customers. Forget the hassle of incompatibility between new hardware and your older Red Wing Software system.

DCS Netlink has helped many Windows Accounting Series, Red Wing DOS, and Champion Controller customers make the move to TurningPoint. Data migration tools bring over your current data so you can be up and running in no time.

A **FREE** 2-day classroom training session is scheduled for February 22-23, 2006, in Red Wing, MN. Purchase a migration kit by February 15th to qualify!

Call DCS Netlink @ 715-236-7424 to learn more and reserve your spot in the upcoming class today!

