

# THE HD TECH WAY

Insider Tips To Make Your Business Run Faster, Easier And More Profitably

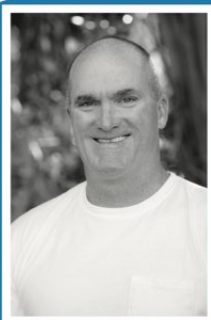
## SPREADING THE JOY

As we step into this month of pranks and eco-awareness, we at HD Tech wanted to wish you all a happy April Fool's Day and Earth Day.

We want to take this opportunity to celebrate something that brings us joy: YOU! Your loyalty and dedication are the driving forces behind our continuous growth and innovation. We deeply appreciate the relationships we've built with each of you, and we hope our excitement for the future is contagious.

Every time I look forward, I get even more excited by the possibilities that lie ahead. Your success is our success, and we are dedicated to providing you with the best solutions and services to help you achieve your goals. Let's have a great April!

*This monthly publication is provided courtesy of Tom Hermstad, President & CEO of H&D Technologies.*



## OUR MISSION:

Exceptional performance comes from exceptional people. The foundation for exceptional people is exceptional culture. Our cultural fundamentals describe the behaviors that define us. Combined with the intelligence & quality of our team these fundamentals set us apart as leaders in our field.

## HACKERS HATE THESE 6 SMB CYBERSECURITY TRICKS

(AND WHY THEY WORK)



The perception that SMBs have limited resources, smaller budgets and often a "that won't happen to us" mindset makes them attractive to hackers. Although it's true that SMBs don't have the resources of Fortune 500 companies, you don't need that kind of money to protect your business. Here are six simple strategies hackers hate because they're affordable, surprisingly easy to set up and highly effective.

### 1 Two-Factor Authentication (existing H&D clients have this setup)

The #1 way hackers get access to business accounts is through stolen credentials. Two-factor authentication (2FA) and multifactor authentication (MFA) have existed since the mid-2000s and remain among the best ways to protect your information. 2FA requires things to log in – your passwords and a second factor, like a text message code. If a hacker guesses or

steals your password, they still can't get past that second layer of protection. Many platforms, including Google Workspace and Microsoft 365, already offer 2FA for free. Still, it's underutilized by SMBs, with an MFA adoption rate of only 34% or less, compared to 87% among large companies, according to JumpCloud's 2024 IT Trends Report. 2FA is very simple and effective – don't sit this tip out!

### 2 Updates (existing H&D clients have this setup)

Cybercriminals love outdated software because it's full of unpatched vulnerabilities they can capitalize on. Ransomware attacks are notorious for targeting vulnerabilities in operating systems and applications months after security patches are available. Set up automatic updates for your systems, apps and software so you're always running the latest version. Employee awareness

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training, regular reminders and even revoking access until patches are installed can help hold employees accountable.

### 3 Employee Training (existing H&D clients have this setup)

Over 90% of data breaches start with phishing e-mails, CISA reports. Designed to look like real e-mails from banks, retail companies or coworkers, they are stuffed with harmful links designed to steal your passwords and data. Cybercriminals bank on naive employees who can't tell real e-mails from fake ones, and AI is making these e-mails even harder to detect. Regular employee awareness training is one of the top defenses against phishing attacks and can reduce phishing risks from 32.5% to 5% in 12 months, according to a recent study by KnowBe4. Research shows that the most effective employee awareness training includes real-world examples, simulated attacks and regular reinforcement through short, interactive training sessions.

### 4 24x7 People-Manned SOC

Depending on what type of endpoint protection you currently have, having a security operations center behind it is a must. Once a hacker is on your system or trying to get in, you must have a monitoring system in

place to identify them so you can lock them out before they do any damage. The only way to consistently do this is through a SOC. Ask your service provider to explain their SOC coverage to you and make sure it's 24X7 and manned by real people not just AI and automation.

### 5 Limit Employee Access (coming soon to H&D clients!)

Every employee with open access to every folder, file and document significantly increases the risk of accidental (or intentional) changes to your system. Setting up limited access can feel inconvenient initially, but it doesn't have to disrupt employee workflows. An experienced IT team will ensure that employees can run all the applications they need while having access only to what's necessary. For example, a marketing intern doesn't need the ability to access payroll data or network settings. If employees need access to complete specific tasks or projects, consider using a system that grants temporary admin access. Once their project is done, the access goes away.

### 6 Data Backups

Ransomware is one of the biggest threats facing SMBs today, with 46% having experienced attacks, according to a recent report by

OpenText Cybersecurity. Hackers lock up your data and demand payment to get it back, but even payment isn't a guarantee you'll see your data again. Use the 3-2-1 rule – keep three copies of your data on two different types of storage media, with one stored off-site, such as in the cloud or on an external hard drive disconnected from your main network. Just as important: test your backups regularly. Nothing's worse than restoring your data after an attack, only to discover that your backups are incomplete or corrupted.

These simple, cost-effective strategies are a nightmare for hackers and a boon for SMBs looking for more peace of mind. If any of these strategies are missing from your cybersecurity, now is the time to integrate them into your business.



## FREE Cyber Security Audit Will Reveal Where Your Computer Network Is Exposed and How to Protect Your Company Now-hand this to a friend to unlock their free Cyber Assessment

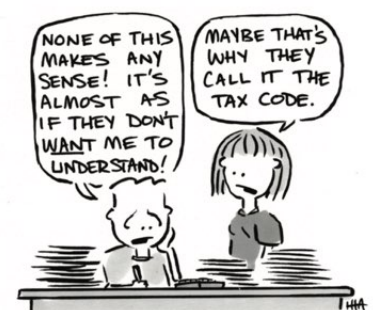
We have acquired and implemented a new tool to increase your cyber protection and resilience. This tool is being run now on all existing clients and we will report on its findings at your next Strategic Business Review SBR. This tool looks at vulnerabilities comprehensively across the entire network and creates a comprehensive report we use to further secure your tech assets.

The holder of this newsletter can also unlock their complimentary assessment. Our highly skilled team of IT pros will work with you to conduct a comprehensive cyber security audit to uncover loopholes in your company's IT security.

After the audit is done, we'll prepare a customized "Report Of Findings" that will reveal specific vulnerabilities and provide a Prioritized Action Plan for getting these security problems addressed fast. This report and action plan should be a real eye-opener for you, since almost all of the businesses we've done this for discover they are completely exposed to various threats in a number of areas.

**To Get Started And Claim Your FREE Assessment Now, Call Our Office At (877) 540-1684.**

## CARTOON OF THE MONTH





# ROCKING THE BUSINESS WORLD:

## GENE SIMMONS' GUIDE TO ENTREPRENEURSHIP



There's no denying Gene Simmons is a quirky character, even without the makeup. Globally renowned as a rock star in the band Kiss, it's no surprise he showed up to his interview at a recent industry conference clad in all black and wearing dark sunglasses that seemed glued to his face. But behind the moody persona, Simmons is an incredibly successful entrepreneur with a net worth of \$400 million. However, it wasn't always this way.

Simmons opened up about his childhood, revealing a depth often masked by his public persona. "The fire in your belly, it never burns hotter than when you can remember what it felt like to be hungry," he explained. Simmons rose from a poverty-stricken childhood in Haifa, Israel, where he sold fruit roadside to survive. The son of a Holocaust survivor, Simmons learned early on that perseverance was nonnegotiable. In fact, he's critical of anyone with a passive work ethic. "There [are] so many opportunities. We're just sitting there going, 'I wish somebody would give me a chance,' and the chances are just going right by you," he said. What differentiates regular people from uber-successful ones, Simmons insisted, is their willingness to fall in love with the labor that success requires. "The most successful people in the world are no different than you are, except they work longer and harder, that's all."

Many Americans aren't taught about taxes or the workings of the economy during their school years, but that's no excuse to let opportunity pass us by. According to Simmons, understanding business is a personal responsibility – or, as he put it, an "inferred fiduciary duty to yourself." This means always looking for knowledge that positions you strategically for success. "Be at the right place, with the right thing and the right time. That's on you," he said.

For any business leader, staying informed and having a continuous improvement mindset is critical to navigating the ever-shifting landscapes of capitalism and economic turbulence. This includes being open to diversification, another of Simmons' strategic business tips. His investments are not siloed in the music industry. Instead, they are spread from restaurant chains to reality TV. This approach cushions financial risks and opens up multiple revenue streams. "It really is because all the knowledge...is available on [the Internet] for free. The rest is just hard work," he pointed out. For Simmons, the secret is simple: tap into the vast online reservoir of information, pair it with relentless effort and keep innovating.

Most people consider business success strategic and tactful, not a particularly creative pursuit. But Simmons argued otherwise. "Business is art. Every step you take is either going to

make you money or it's going to cost you money," he said. It's a delicate dance, and Simmons' rising journey from selling fruit in Haifa to building a vast empire exemplifies how determination and smart decision making can turn adversity into opportunity. This underlines a vital truth for all entrepreneurs: success comes from seizing opportunities, continuous learning and unwavering commitment to innovation and excellence.

### NEW TOOL SPOTLIGHT:

#### Copilot

Copilot is an advanced AI tool that leverages its capabilities to assist with tasks such as drafting emails, summarizing documents, and generating creative content.

By integrating Copilot into your workflow, you can streamline operations, reduce manual effort, and allow your employees to focus on more strategic activities.

**Interested in Copilot and want to learn more? Give us a call today at (877) 540-1684 or email us at [info@hdtech.com](mailto:info@hdtech.com).**





## TRIVIA

This Hollywood actress is also the co-founder of a technology called "frequency hopping" that laid a key foundation for future communication systems, including GPS, Bluetooth and Wi-Fi.



- A. Grace Kelly
- B. Veronica Lake
- C. Hedy Lamarr
- D. Ann Sheridan

**Answer: C.** Hedy Lamarr. Although she helped develop the ingenious idea with George Anthell in the early 1940s, it was not until 1990 that she received an award for her contribution.

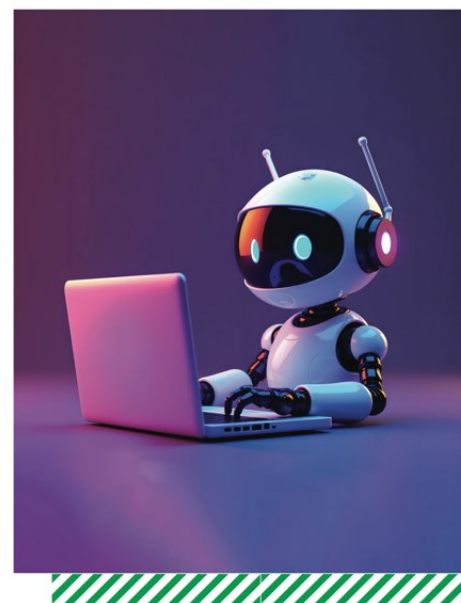
## CYBERSIDE CHAT

### Smart Sharing: Location Updates Without Oversharing.

Instead of sharing your location 24/7, choose "Share trip progress" in Google Maps or "Share ETA" in Apple Maps to send updates only when you're on the move. It's a simple, practical way to keep friends or family in the loop and stay safe during late-night rides or busy travel days.

### Are You Using AI To Create Charts Yet?

You don't need to be a design expert; you just need to know how to ask the right questions. Try prompting, "What type of chart or visual would work here?" to let AI help you turn data into clear, impactful visuals in seconds. Copilot, Microsoft's ChatGPT based AI tool can create charts either stand alone by saying 'create a (type) chart from this data' and paste the data in the prompt. Or you can use it within excel itself to create a chart automatically based on the data in the spreadsheet. Excel Copilot supports 12 different chart types. Just input your data into excel and click the copilot logo and ask it to make a chart! Skynet is next....



### Fitness Apps Are Tracking More Than Your Heart Rate:

Apps like Fitbit, Strava and Nike Training Club don't just track your workouts - they also sell your data to advertisers. Since around 80% of top apps share your info, it's a good idea to review and limit your sharing permissions to protect your privacy.

## INNOVATIVE TECH TRENDS TO EXPLORE IN 2025

2025 (and some say beyond) brings AI-powered communication coaches, advanced collaboration tools and next-level industry-specific AI tools to increase productivity and save major time. Copilot from Microsoft is \$320/user per year-ask your tech about getting it today.

### 1. AI Communication Coaches:

These tools provide real-time feedback on tone, body language, and phrasing during video calls, helping professionals improve communication and engagement. Why it matters: They democratize professional development, leveling the playing field for smaller businesses.

### 2. Advanced Collaboration Tools:

AI-driven meeting summaries, instant translation and integrated team chats streamline remote work. Record your Teams meetings and ask for a transcript, then ask Copilot from within teams to summarize the meeting-voila! Instant meeting notes! Why it matters: They break language barriers and improve team efficiency.

**Embrace these innovations to future-proof your business and simplify your life in 2025!**

