

# The Tech Inquirer

## What's New

Xerillion is planning big things for 2016!

Our customers are highly influential in our events calendar for 2016. With that being said; we really need your help!

If you have 20-30 seconds to spare, please complete these 3 quick questions for us!  
<http://conta.cc/1S8MRC5>

We know how valuable your time is and really appreciate your participation.

Thanks much!

## February 2016



Wayne Chapin  
President  
Xerillion

We love you to pieces and want more customers just like you! If you refer a company to us that becomes an appointment, we'll give you \$50 towards the restaurant of your choice. If they become a client, we'll add in another \$100!



In today's fast-paced, data-driven world, backups are mission critical to your company's survival and success. Yet your data may be just one damaged drive, lost laptop, natural disaster, accidental deletion, malware attack, equipment failure, power spike or petty theft away from a profit-sucking, heartbreaking disaster.

So what measures must you take to keep your data safe, secure and where you need it, when you need it? While there's no one-size-fits-all-guns silver bullet, there are some general principles to be aware of.

### Image-Based Backups

An image-based backup or "clone" serves like the spare tire for your car. If you get a flat, the spare will get you to a tire shop. If the hard drive on any device in the network goes kablooey

## A Backup Plan You're Sure To Fall In Love With

and its user is in a time crunch to complete a project, an image-based backup allows them to get right back to where they were. It saves all files, apps and settings that were on that device, exactly the way they were at the time of the last backup. And generally, that means the user can get right back to work with no need to reconfigure everything all over again.

But, just as a spare tire isn't designed for long road trips, an image-based backup may not perform as well as the original drive. It may, for instance, take a little longer to access data from the server, slowing down user workflow.

An image-based backup will be useful only to the extent that it has backed up data recently. For servers, daily or even multiple backups per day are recommended.

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## Archive Backups

Archive backups don't replace image-based backups, but are an efficient way to reduce the size of these backups because they take less-frequently-used data off the main computer or server.

You can't reboot from an archive, but if you've accidentally deleted a file, you can retrieve it from an archive. If any device on the network goes down, you can simply plug the external hard drive into another computer and regain access to the archived files.

## Cloud Backup

Backing up to the cloud can serve as an alternative to a rotating off-site backup and eliminates the human component of having to remember to rotate drives. However, for complete protection, you'll want a cloud backup that makes a nightly copy of the image-based backup

files. Should the absolute worst happen, the cloud backup image can be "spun up," allowing access to your applications and data using just about any computer or tablet.

Automated cloud backup systems offer a variety of feature sets. Some only back up files, while others back up entire image-based backups and can even spin them up.

*"Should the absolute worst happen, the cloud backup image can be 'spun up'."*

Select a system that's simple, continual, fast, secure, easy to restore from, inclusive of

different devices and operating systems, cost-efficient and, most importantly, provides the kind of protection and redundancy you need for your operation to run even if things go south.

## A Fail-Safe System

So, can you rest assured that your company's backup system is built to minimize downtime in the event of data loss or equipment failure?

If you're 100% certain you can answer yes, congratulations – you are one of the few! If not, NOW is the time to take action – rather than after you wish you had.

Not only is our backup support highly affordable, it continuously backs up your entire server - including open files, so you'll never lose a whole day's work.

Then, every night, it automatically backs up a snapshot of your entire server to an off-site military-grade data center where it's held safe and secure until you need it.

Don't put this off another minute! Contact us right now through the end of February to claim your free Backup System Audit. Let us make sure your backup system never lets you down. We can fix broken computers but a broken heart is another thing entirely... Call TODAY!

# Free Report: What Every Small Business Owner Must Know About Protecting And Preserving Their Company's Critical Data And Computer Systems



This report will outline in plain, non-technical English common mistakes that many small business owners make with their computer network that cost them thousands in lost sales, productivity and computer repair bills, as well as providing an easy, proven way to reduce or completely eliminate the financial expense and frustration caused by these oversights.

**Download your FREE copy today at [www.xerillion.com/protect](http://www.xerillion.com/protect) or call our office at 847-995-9800.**

## Shiny New Gadget Of The Month:



## Keeps You In Touch, Could Save Your Life

If you fly often for business, a satellite messenger may be just the thing to stay in the cloud when you're above the clouds. And if your travels for fun take you into the wild, it could literally be a lifesaver.

Just ask retired Houston firefighter Michael Herrera. After breaking three ribs and his collarbone in a hard fall from his dual-sport bike in a remote area in Alabama, he hit the SOS button on his messenger. Within 40 minutes an ATV was on hand to transport him to a trauma center.

Features to look for in a satellite messenger include data speed, battery life, coverage areas, size, weight and ease of use.

And, of course, an SOS button.

## Keep Your System Up & Running Even In A Disaster...



If your data is important to your business and you cannot afford to have your operations halted for days – even weeks – due to data loss or corruption, than Datto may be the perfect solution for you.

Most business owners don't really know what they would do if a major virus or hacker attack destroyed their data...or if a natural disaster, fire, or flood wiped out their server...or if a hard drive failure or software malfunction corrupted their data.

They are literally walking a tight rope without a net and won't realize it until it's too late.

That's why thousands of businesses lose millions of dollars worth of data to disasters like fires, power outages, theft, equipment failure, and even simple human mistake. In almost every case, these businesses had some type of backup system in place, but were horrified to find out it wasn't working when they needed it most.

Fortunately, there is a way to positively guarantee your data can be restored quickly and easily, which brings up the point of this article...

Do you have a backup and disaster recovery plan in place? If not, please reach out to your onsite engineer, or Wayne Chapin directly at, 847-995-9800.

### Example Pricing:

- 500 GB -Device \$1281/ monthly offsite \$209.00
- 1 TB - Device \$1645.00 / monthly offsite \$309.00
- 2 TB - Device \$2009.00/monthly offsite \$409.00
- Installation \$1000-\$2000

## Special Datto Offer

\$200 discount on all Datto units purchased in the month of February. Orders must be processed by 2/28/16 to be eligible for discount. Please contact your onsite engineer or Wayne directly at, 847-995-9800 to discuss your Datto needs.



## Microsoft Outlook for iOS and Android – Worth a try?

The new Outlook for iOS and Android connects e-mail accounts, calendars and files all in one place. So what's the verdict from users? It gets mixed reviews, for an average of 3.5 out of 5 stars on Google Play. On the plus side, it's got a lean, easy-to-use UI. It sorts incoming e-mail by "Focus" and "Other" with an easy-to-use swipe gesture to move between the two. The scheduler uses color-coding and grays out info you don't need. On the minus side, some users report syncing and sign-in errors and incompatibility with certain systems. Still, once the bugs are worked out, it's certainly worth a test drive.

-Computer World, 10.29.15

## Star Wars BB-8 Droid Tie-In: The Story and the

## Tech Behind the Hit Toy

Talk about your dream contract! It was just the second day of Disney's inaugural tech-development Accelerator. Sphero CEO Paul Berberian and the company's two founders were invited to chat with Disney CEO Bob Iger in his office. When it's their time to meet, Iger pulls out his iPhone and shows them dailies from the new Star Wars film, *The Force Awakens*, then in production – stuff nobody but folks directly involved in making the movie had seen. Iger pointed to the rolling droid, BB-8, and asked Berberian if he and his team could build it. The rest, as they say, is history.

-Wired, 09.03.15

## Pain Relief Gets a New Look

A new wearable electronic device named Quell is designed to relieve pain without popping

pills. Yet it doesn't look like a medical device. Resembling an athletic band, it's worn on the leg, just below the knee. It connects to your smartphone so you can track therapy sessions, control features, monitor quality of sleep and store data to the Quell HealthCloud. 67% of Quell users report a reduction in their use of pain medication. Some users experience relief in as little as 15 minutes. Tapping into your body's natural pain-control system, it can block pain signals, providing widespread pain relief. Just bear in mind, it doesn't work for everyone – your results may vary.

-MedGadget 08.17.15

## World's Smallest Camera Drone

Curious about camera drones, but not sure where to begin? For under \$30 you can get a tiny "quadcopter" that fits in the palm of your hand. The Cheerson CX-10C claims to be the world's smallest drone with a camera. You'll get a flight time of no more than about three minutes, less if you use the camera. Which, of course, is the point, isn't it? Still, it's a good way to get the hang of playing with one of these things without a whole lot of cash out-of-pocket. Use it for aerial shots of you and your family skiing, on the beach – or just buzzing around the house for practice.

-Drone Arena, 11.06.15

## Who Else Wants To Win A \$25 Gift Card?

Be the first person to email us with the correct answer to this month's trivia question and we will send you a \$25 gift card to your favorite restaurant!

Gaming technology has given us a host of beloved character. Who of the following does NOT come from Nintendo?

- a) Mario                      b) Donkey Kong  
c) Sonic the Hedgehog    d) Princess Peach

*Email Us Today At  
Ask@Xerillion.com*

# Free Accounting or CRM System Health Check for Xerillion Clients.



Do you want to make the most of the ERP or CRM software you've already invested in?

Or uncover areas where you can be more productive and efficient?

Maybe you are considering new technology and don't know where to start.

To help answer these questions, **Xerillion** has teamed up with **Crestwood Associates**, the premier Microsoft Dynamics partner in Chicago, with a special offer just for you.

"When one of our clients was looking for someone to integrate Microsoft Great Plains Accounting in to their business, we brought in Crestwood. Crestwood did an outstanding job and our client was very happy with their results. We are very comfortable in referring them to our clients."

**Wayne Chapin, CEO, Xerillion**

## A FREE, 2 hour, Dynamics GP, SL, or CRM System Health Check.

### What is a System Health Check?

- Brief review of all relevant software
- Interviews with key team members
- Walk-through of workflows
- Reports review
- Documentation of key components, and recommendations



### Why Schedule a System Health Check?

- Save money and increase productivity
- Automate tasks and eliminate manual processes
- Better resource management
- Keep up with your growing business



If you are evaluating your current ERP system, or considering a new one, we can coordinate an introduction.

To schedule an appointment contact:  
Wayne Chapin at [Wayne.Chapin@Xerillion.com](mailto:Wayne.Chapin@Xerillion.com) or 847-995-9800

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