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The Tech Insider

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



What Is Threat Exposure Management (TEM) And Why You Need It?

**Celebrating over
 TWENTY FOUR
 YEARS
 of Service and
 Satisfied
 Customers!**



"As a business owner, you don't have time to waste on technical and operational issues. That's where we shine!

Call us and put an end to your IT problems finally and forever!"

Fred Holzager,
 IT Director
 Holzager Technology Services
 and
 Publisher of
The Tech Insider

Threat Exposure Management (TEM) is an important cybersecurity tool. It helps organizations find and fix weak spots in their digital systems. TEM outsmarts hackers before they break into your network.

Importance of TEM

Cyber attacks keep getting worse. Hackers always find new ways to break in. TEM helps businesses spot problems before they become big issues.

TEM allows you to:

- Find weak points in your network
- Fix issues quickly
- Reduce your risk of cyber attacks

How TEM Works

TEM uses special software to scan your entire network. It finds places hackers could attack and helps you fix these weak spots.

Continuous Monitoring

TEM keeps looking all the time. This way, you can find new problems as soon as they appear.

Risk Assessment

TEM finds which weak spots are the most dangerous. This helps you fix the most important ones first.

Main Parts of a TEM Program

Asset Discovery

This finds all devices and software on your network. You can't protect what you don't know about!

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Snapple Real Fact #1346

"An average cumulus cloud weighs more than 70 adult T-Rexes."



"We Love Referrals" 2025 Offer

Keeping with the spirit of helping others,
 if you refer a business to us and they become our customer,
 we will donate \$100 to your favorite charity.

At Holzager Technology Services, we believe that referrals are the greatest form of flattery. By recommending your partners, associates, or professional contacts, you can help them enjoy worry-free IT and support a worthy cause of your choice!

For more information, please see our website at www.tech4now.com/we-love-referrals, contact us by phone at 201-797-5050



Quotations

"If you always do what you've always done, you'll always get what you've always got."

—Henry Ford

"Change does not roll in on the wheels of inevitability, but comes through struggle."

—Martin Luther King, Jr.

"Focus on the solution, not on the problem."

—Jim Rohn

"Improve quality, you automatically improve productivity."

—W. Edwards Deming

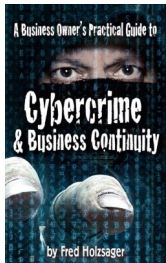
"There's no reward without work, no victory without effort, no battle won without risk."

—Nora Roberts

"If you don't know your own value, somebody will tell you your value, and it'll be less than you're worth."

—Bernard Hopkins

Read Fred's Book!



If you would like to have us speak to your organization and give away some free copies to attendees, give us a call. For more details on the contents and how to get your own copy, please visit our special web page at www.tech4now.com/cybercrime

"We make all of your computer problems go away without the cost of a full-time I.T. staff"

Ask us about our fixed price services HTS Insight Hassle-Free Agreements— Computer Support at a flat monthly fee you can budget for just like rent!

What Is Threat Exposure Management (TEM) And Why You Need It?

(Continued from page 1)

Vulnerability Scanning

This looks for open weak spots in your system. It's like checking for unlocked doors in your house.

Threat Intelligence

This provides insights into new hacker techniques, helping you stay informed about what to watch out for.

Remediation Planning

Once you find the vulnerabilities, you need a plan to fix them. TEM helps you make good choices on how to patch these spots.

Benefits of TEM for Your Business

Better Security

Finding and fixing weak spots makes your whole system much safer and more resilient.

Cost Savings

Stopping an attack before it happens can save you a lot of money. Dealing with the aftermaths of cyber attacks often comes with expensive costs.

Peace of Mind

With TEM, continuous monitoring ensures your system is always under watch. This can help you worry less about cyber attacks.

What to Look for in a TEM Solution

A good TEM tool should:

- Be user-friendly, ensuring that all team members, regardless of their technical expertise, can:

"Finding and fixing weak spots makes your whole system much safer and more resilient."

- Easily navigate and utilize the tool.
- Provide immediate results, enabling quick and effective decision-making to address potential threats as soon as they are detected.
- Integrate seamlessly with your existing security infrastructure, enhancing overall protection by working in harmony with other security tools and systems.
- Generate clear and comprehensible reports, presenting findings in an easily digestible format that facilitates understanding and action by all stakeholders.

Getting Started with TEM

- Check your current security setup to understand your existing vulnerabilities and areas for improvement.
- Find a TEM tool that fits your needs, ensuring it aligns with your security goals and integrates well with your current systems.
- Set up the tool and start scanning your environment.
- Make a plan to fix the weak spots you find, prioritizing the most critical issues.
- Keep scanning and improve your security continuously, regularly updating your strategies and tools to stay ahead of emerging threats.

Want to learn more about how TEM can help your company? Contact us today for help staying safe in the digital world.

QUICK SECURITY TIPS: The holidays are a popular time for scammers to send texts and emails in order to take over your phone or computer. Be vigilant if you receive an urgent message or one that informs you of an issue requiring you to give them more personal details in order to send you something. Don't rush to action, look for red flags before you click on a link or follow any unusual instructions.

"I DIDN'T KNOW"

Unfortunately, That Excuse Doesn't Replenish Your Bank Account, Resolve A Data



Breach Or Erase Any Fines And Lawsuits.

It's coming ...

- That day a hacker steals critical data, rendering your office useless
- That day when your bank account or credit card is compromised
- Or that day when your customers' private lives are uprooted

Cybercriminals and hackers are constantly inventing NEW ways to infiltrate your company, steal your assets and disrupt your life. The ONLY way to STOP THEM is this:

You Must Constantly Educate Yourself On How To Protect What's Yours!

Now, for a limited time, we have the perfect way to help reduce your risk and keep you safe! Simply sign up to receive our FREE "Cyber Security Tip of the Week." We'll send these byte-size quick-read tips to your e-mail inbox. Every tip is packed with a unique and up-to-date real-world solution that keeps you one step ahead of the bad guys. And because so few people know about these security secrets, every week you'll learn something new!

Get your FREE "Cyber Security Tip of the Week" at <https://www.tech4now.com/cyber-security-tip-of-the-week/>

More Cringeworthy from Dad

How many times have you heard a quick one or two liner that made you cringe? How about some more?

- ☺ So, if we don't let athletes bet on games they have the ability to influence... Why do we allow Congress to invest in companies they regulate?
- ☺ My friend keeps saying, "Cheer up man, it could be worse... you could be stuck underground in a hole full of water." I know he means well.
- ☺ So, now cocaine is legal in Oregon, but straws aren't. That must be frustrating.
- ☺ Still trying to get my head around the fact that "Take Out" can mean food, dating or murder.
- ☺ Dear paranoid people who check behind their shower curtains for murderers. If you do find one, what's your plan?
- ☺ If only vegetables smelled as good as bacon.

- ☺ There's a fine line between a numerator and denominator. Only a fraction of people will find this funny.
- ☺ The older I get, the more I understand why roosters scream to start their day.
- ☺ Being popular on Facebook is like sitting at the "Cool Table" in the cafeteria of a mental hospital.
- ☺ I, too, was once a male trapped in a female body, but then my mother gave birth.
- ☺ I woke up this morning determined to drink less, eat right and exercise. But that was four hours ago when I was younger and full of hope.
- ☺ We live in a time where intelligent people are silenced so that stupid people won't be offended.
- ☺ The biggest joke on mankind is that computers now have begun asking humans to prove they aren't a robot.

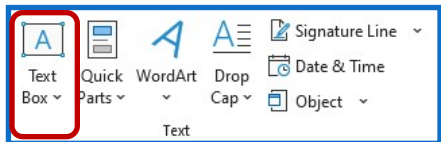
- ☺ It's weird being the same age as old people.
- ☺ Just once, I want a username and password prompt to respond, "Close enough."
- ☺ If Adam and Eve were Cajuns, they would have eaten the snake instead of the apple and saved us all a lot of trouble.
- ☺ We celebrated last night with a couple of adult beverages... Metamucil and Ensure.
- ☺ You know you are getting old when "Friends with benefits" means knowing someone who can drive at night.
- ☺ After watching how some people wore their masks, I understand why contraception fails.
- ☺ Weight loss goal: To be able to clip my toenails and breathe at the same time.
- ☺ Now that Covid has everyone washing their hands correctly... next week... Turn signals.

NOTE: It is best to read this column while at your computer for a better understanding of the content presented. Enjoy!

Quick Productivity Tips

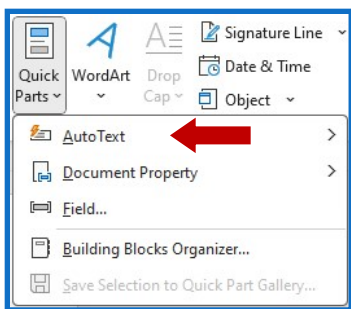
In the current release of Microsoft365, some of the menu options have changed. An often overlooked feature is the **Quick Parts** grouping under INSERT > Text on the Ribbon display in Word.

When you click on the downward



arrow (v) a menu appears to show you a list of choices to choose from:

We shall review the item indicated with the arrow.



AutoText lets you type a word or use shorthand to have Word expand it to display a full text from your "code". A **code** may be "Disclaimer" or "DTYS," so as you type it, Word will prompt you to hit the ENTER key in order to expand to the AutoText you used. In the case of "Disclaimer," it may automatically type out a legal disclaimer you use on every outbound communication (that's too wordy to type each time, but is not already "templated" to paste it into your document. [NOTE: you can make it part of your email signature.]

The other example, DTYS (Dedicated to your success) will be inserted when you type DTYS and hit the Enter key. Below, we'll show you how to

create the AutoText, edit it, then implement it in your document.

Creating the AutoText

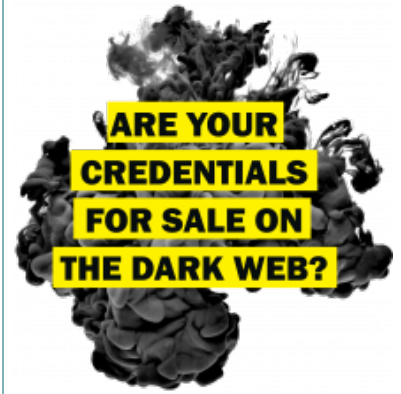
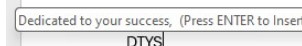
In your document (or a blank document), type the text you wish to use in the font, weight, color, size and justification you want it to have, then highlight it. Go to the ribbon, select Insert, go to the Text group, then hover your mouse over "AutoText." If you have it created, you may edit it, but if you wish to create a new "code," click on the bottom of the box where it shows:



After clicking, you will have a "Create New Building Block" dialog box. Here, you may adjust your entry to change the "Name" from the suggestion to a specific code (e.g., "DTYS"). Leave the Gallery, "Category" and "Save in" unchanged. You may change the Options from "Insert Content Only" to "Insert Content in its own paragraph" or "Insert Content in its own page."

Implementing AutoText

In our case, we changed "Dedicated to" to "DTYS." Then, we typed in a new document (or old one) the "DTYS". Notice the prompt. Hit enter and that's it! Create your own library and have a fun!



Find Out with a Complimentary Dark Web Scan

Did you know...?

- Cyber-attacks have continued to grow in cost, size, and impact—causing 60% of SMBs to go out of business within 6 months of a cyber incident.
- Over 80% of data breaches leverage stolen passwords as the principal attack vector—often acquired on the *Dark Web*.
- Far too often, companies that have had their credentials compromised and sold on the Dark Web don't know it until they have been informed by law enforcement—but then, it's too late.
- To help keep your critical business assets safe from the compromises that lead to breach and theft, we are offering a complimentary, one-time scan with **Dark Web ID™ Credential Monitoring**.

If you are interested in learning more about the risks involved in ignoring your password security, give us a call at (201) 797-5050 or visit our website at

<https://www.tech4now.com/dwid> or www.tech4now.com/bullphish

Do I Know You?

63% of identity deception-based email attacks impersonate a trusted individual or brand. Security awareness training for all employees can reduce your risk significantly.

Holzsager
Technology Services

ACID 2019 Email Fraud Report

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5 Reasons To Choose A Hosted VoIP Phone System

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- ✓ Virus Protection & Removal and Dark Web Monitoring
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- ✓ Storage Solutions and File Sharing
- ✓ System Audits, Network Documentation, and Dark Web Scans
- ✓ Voice over IP phone systems

"We make all of your computer problems go away without the cost of a full-time I.T. staff"

Ask us about our fixed price service agreements—Computer support at a flat monthly fee you can budget for just like rent!

"Fred Holzager has been an invaluable asset to our company. His extensive knowledge and expertise in solving a wide range of technical issues have saved us on numerous occasions. Whether it's a minor glitch, complex computer problem, or installing completely new computers for our office, Fred always has the solution, and he's incredibly responsive. His dedication to ensuring our systems run smoothly is truly appreciated, and we feel secure knowing that Fred is just a call away. We couldn't ask for a more reliable and skilled IT professional!"—David Kessler, Kessler Properties, Clifton, NJ

January 2025

The Lighter Side...

Releasing Stress

My wife and I went into town to shop. When we came out, there was a cop writing out a parking ticket.

We went up to him and I said, "Come on man, how about giving a senior citizen a break?" He just ignored us and continued writing the ticket. I called him a "butthead." He glared at me and started writing another ticket for having worn out tires. So, my wife called him a "jerk." He finished the second ticket and put it on the windshield with the first. Then, he started writing more tickets.

This went on for about 15 minutes. The more we offended him, the more tickets he wrote. He finally finished, sneered at us, and walked away. Just then, our bus arrived, and we got in it and went home. We try to have a little fun each day now that we're retired.

Ronald Reagan Joke

[Reagan opens the joke by saying he never told this to Mr. Gorbachev.]

You know, there's a ten year delay when you go for the delivery of an automobile in the former Soviet Union. It's quite a process when you want to get one and must contend with the bureaucracy. You go to the dealership, make a decision for what you want, then put up the money in advance when you are ready to order it...

This man goes into the dealership, he laid down all the money, then the man at the counter says, "OK, come back in ten years and you'll get your car."

The man asks, "Should I come back in the morning or afternoon?"

So, the salesman asks, "Well, ten years from now, what difference does it make?"

The man answers, "Well, I've got the plumber coming in the morning."

Stopping at the Pump for A Fill-Up

On a tour in Ireland, Rory McIlroy drives his top of the line BMW into a gas station in a remote part of the Irish countryside. The pump attendant, obviously knowing nothing about golf, greets him in a typical Irish manner completely unaware of who the golfing pro is. "Top of the mornin' to yer, sir" says the attendant.

Rory nods a quick "hello" and bends forward to pick up the nozzle. As he does so, two tees fall out of his shirt pocket onto the ground.

"What are those?, asks the attendant.

"They're called tees" replies Rory.

"Well, what on the god's earth are dey for?" inquires the Irishman.

"They're for resting my balls on when I'm driving", says Rory.

"No Way!", says the Irishman, "BMW thinks of everything."

On The Front

A Russian army platoon is walking through a Ukrainian field. Suddenly a voice yells at the other side of a hill. It says: "One Ukrainian soldier is equal to 10 Russians."

The Russian commander sends 10 soldiers to the hill. They hear gunfire, then silence. Soon the same voice yells again: "One Ukrainian soldier is equal to 100 Russians!"

The angry Russian commander sends 100 soldiers to the hill. They hear gunfire and screams followed by a longer silence. Soon, the same voice yells: "One Ukrainian soldier is equal to 1000 Russians!"

Now furious, the Russian commander sends 1000 soldiers and a tank to the hill. They hear even more gunfire and explosions. Then silence. One heavily wounded Russian soldier crawls from the hill and yells: "Commander! Don't send any more troops, it's a trap! There's two of them!"