

IMPORTANT – A Quick Read... I promise... and a request.



**Re: The State of Your Cybersecurity Protection, the Integrity and Performance of Your Company's Computer and Network Assets, and Your Company's Ability to Recover from A Natural or Cyber-Disaster with Minimal Disruption to Your Business.**

If the recent cybersecurity crisis has your IT support team stressed and struggling to implement best practices... or if you have an outside IT support vendor who is not actively leading your company's IT asset protection (in other words... your current MSP may not be delivering on their promise). Maybe they do not have the skills, experience, or latest tools to keep you up and running – and protected.

That's where we might come in... assuming you are ready for better...

July 26, 2021

Dear Friend,

Michelle Carlow here... President of CTS Services, Inc., in Bellingham. I am writing you for a few important reasons – each regarding your company's ability to avoid business disruption due to IT issues...

**\*** I am writing to raise the question: *Are you looking for an IT company that you can trust to provide the exactly correct, custom-designed managed services for your business – without breaking the bank?*

We all have enough to deal with in this crazy hopefully-soon-post-COVID time we are living in... and you (me, too) need to stay focused on the business, including a host of new challenges that are likely here to stay.

Next page, please.

One of those things that is here to stay is the challenge of finding people you can trust. Workforce staffing is an issue. And... this is one of the reasons I write to you now. I want to explore how CTS Services, with our remote management and monitoring capabilities, can help you and your staff to focus on what they do best.

I am sure you are well-aware of the cybersecurity breaches in the news in recent weeks. Colonial Pipeline. A major food supplier, even Bose Corporation – all victims of ransomware attacks by cyber-creeps wanting to cash in on your company's vulnerability.

And that's not all... but it's enough to make any company's leadership team and stakeholders (customers, employees, vendors, and others) shimmy and shake at the thought of a serious breach.

You have to wonder whether you are following best practices to limit risks and maintain, as we say to all of our clients, a "high vigilance," meaning *keeping the guard up* and keeping all employees and vendors aware and alert for phishing scams – which are on the rise.

**Your cybersecurity risks aside... let me ask you:**

- Do you really have confidence in your data back-up and recovery?
  - \* Now is the perfect time to test, benchmark and review your data protection and recovery strategy, policies and technology.
- Is your security firewall strategy properly configured?
  - \* I wish I had a \$5 bill for every misconfigured firewall we encounter and fix. The time to check things is now, before hackers creep in.
- When was the last time you actually tested your data back-up and recovery technology, procedures, and policies?
  - \* It's worth asking twice, in a different way, because...well, it's just so important to your business continuity and ability to recover.

Of course, we have a million questions... well, maybe just 10 or 20... so I am hoping we are able to meet soon, by phone or in person... or, if we have to... by Zoom or Google Meet.

Next Page, please.

## **In the bigger picture... what are your IT management plans for the coming year?**

Whether driven by new business plans, industry or governmental requirements, or by your desire to improve the performance and security of your company's computer and networking systems, accomplishing your initiatives demands a solid plan.

This is where we come in... if you are looking for expert professional IT support from a proven leader in the region.

Are you ready to have a conversation about improving your overall IT management... or perhaps regarding a specific IT project you've been struggling to complete?

In our no-obligation consultation session, via phone, or at your office, we can give you our recommendations. The more we understand about your 2021 plans, the better we can give you insights that will help you maintain a secure and optimally performing IT system.

To your IT management and your business success,



Michelle Carlow  
President

508.528.7720

P.S. – When we meet, via phone or at your office, remind me about the FREE 28-point network evaluation we'd be glad to schedule for you. We charge \$750.00 for this, but it's free to you, as one way to demonstrate our value and hopefully earn your trust and confidence.

\* P.P.S. – I have enclosed a copy of our cybersecurity hygiene checklist.