

## "Lies they Believe" and "The Truths, I Know!"

### Misconception No. 2

"Cybersecurity insurance is too expensive, and we don't need it."



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**JULY 2025**

"Every day businesses are decimated by cybercriminals. We are a team of elite cybersecurity specialists dedicated to your defence, so you can confidently lead your business into the future."



*Darryl Crosswell*

President and CEO  
MYDWARE IT Solutions Inc.

**DEDICATED TO YOUR DEFENCE**

## 7 QUESTIONS

### You Should Be Asking Your IT Provider Every Quarter (But Probably Aren't)

If you're only talking to your IT provider when you renew your contract, you're doing it wrong.

Technology isn't a "set it and forget it" part of your business. It's constantly evolving, and so are the threats that come with it. That's why quarterly IT check-ins are non negotiable if you want your business to stay protected, productive, and competitive.

But here's the thing: **Most business owners don't know what to ask.**

So today, we're giving you a cheat sheet. These are the questions your IT provider should be ready to answer every single quarter – no tech-speak, no vague promises, just straight answers that keep your business running smoothly.

#### 1. Are There Any Vulnerabilities We Need To Address Right Now?

This isn't just about checking boxes.

**Ask:**

- Is our antivirus up-to-date?
- Are there unpatched systems?
- Have we had any near misses or red flags lately?

You're not being paranoid – you're being prepared.

#### 2. What's The Status Of Our Backups? And Have You Tested Them Lately?

Backups are like seat belts: You don't think about them until you really, really need them.

**Ask:**

- When was the last time you tested a full restore?
- Are we using the right backup strategy? Off-site? Cloud? Hybrid?

- Are we backing up the right things?
- Is everything being backed up and stored securely?

You'd be shocked how many businesses think they're backed up...until they're not.

#### 3. Are All Employees Following Security Best Practices?

It only takes one team member clicking the wrong link to bring the whole network down.

**Ask:**

- Have there been any unusual logins or risky behavior?
- Do we need another round of phishing training?
- Are employees using multifactor authentication?

Bonus points if your IT provider brings this

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up before you ask. That's how you know they're watching.

#### 4. How Has Our Network Performance Been? Anything Slowing Us Down?

Slow systems = slow teams = lost productivity (and money).

##### Ask:

- Are there any recurring performance issues?
- Are we outgrowing our hardware or software?
- Is there anything we can optimize to speed things up?

Even small tweaks can make a big difference.

#### 5. Are We Still Compliant With [PIPEDA, PCI-DSS, PHIPA, etc.]?

Regulations change. So do the rules about how you store and protect data.

##### Ask:

- Are we meeting the standards for our industry?
- Have any requirements changed?

- Do we need to update policies, software or training?

Fines for non-compliance aren't cheap. Stay ahead of them.

#### 6. What Should We Be Budgeting For Next Quarter?

Good IT is proactive.

##### Ask:

- Are there any software licenses expiring?
- Any equipment nearing the end of its life?
- Any upcoming projects we should be planning for?

This helps you avoid surprise expenses and plan like a pro.

#### 7. What Trends In IT Or Cybersecurity Are We Behind On That Are Making Us Slower Or More Vulnerable?

Technology doesn't stand still – and neither do cybercriminals.

##### Ask:

- Are there new tools or best practices we're not using yet?

- Are we lagging behind in any security protocols or performance benchmarks?
- What are other businesses our size doing that we're not?
- Are there any rising threats that we need to be more cautious of?

Falling behind on emerging trends doesn't just slow you down – it leaves you exposed. A great IT partner will keep you ahead of the curve, not playing catch-up.

#### You AREN'T Having These Conversations? Red Flag.

If your IT provider doesn't have clear answers to these questions – or worse, if they aren't offering to meet with you quarterly in the first place – you might not be getting the support you need.

Technology changes fast. Cyberthreats move faster.

You need someone who is not just reacting when something breaks but actively working to prevent the break in the first place.



## "16 CRITICAL QUESTIONS YOU MUST ASK BEFORE HIRING ANY IT COMPANY"

**If You Depend On Your Computer Network To Run Your Business, This Is One Report You DON'T Want To Overlook!**

This free report will explain in simple, non-technical terms what you need to look for when outsourcing your IT support, as well as cost-saving strategies, insider tips and 16 revealing questions you **MUST** ask any computer consultant before giving him access to your computer network. If your current guy can't answer a confident "Yes" to all 16 of these questions, it might be time to look for someone else.



### CARTOON OF THE MONTH

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# YOUR VACATION AUTO-REPLY MIGHT BE A HACKER'S FAVORITE E-MAIL



You set it. You forget it. And just like that, while you're packing for vacation, your inbox starts broadcasting:

*"I'm out of the office until July 14, 2025. For urgent matters, contact Bob  
bob@yourcompany.com"*

Harmless, right?

Actually, cybercriminals love these auto-replies. That simple message gives them valuable intel: your name, title, when you're unavailable, who to contact, internal team structure and sometimes even travel details.

**This provides two major advantages:**

**Timing** – They know you're unavailable and less likely to catch suspicious activity.

**Targeting** – They know who to impersonate and who to scam.

This sets the stage for a phishing or business e-mail compromise (BEC) attack.

## How It Happens:

- Your auto-reply is sent.
- A hacker impersonates you or your alternate contact.
- They send an "urgent" request for money, passwords or documents.
- A coworker, trusting the e-mail, complies.
- You return to discover fraud or a breach.

Businesses with traveling executives or sales teams are especially vulnerable. Admins often field many requests, handle sensitive tasks quickly and may trust a well-crafted fake e-mail.

## How To Protect Your Business:

### 1. Keep It Vague

Skip detailed itineraries. Instead, say: "I'm currently out of the office and will respond when I return. For immediate assistance, contact our main office at [info]."

### 2. Train Your Team

Educate staff never to act on urgent, sensitive requests based solely on e-mail. Always verify through another channel like a phone call.

### 3. Use E-mail Security Tools

Advanced filters, anti-spoofing protections, and domain monitoring reduce impersonation risks.

### 4. Enable MFA Everywhere

Multifactor authentication across all accounts blocks hackers even if passwords are compromised.

### 5. Partner With A Proactive IT Provider

An experienced cybersecurity team can detect suspicious activity early and stop attacks before they cause serious damage.

## SHINY NEW GADGET OF THE MONTH

## PLAUD NotePin



Your voice recorder just got way smarter. The PLAUD NotePin combines a wearable digital voice recorder with an AI notetaking assistant, all in one small device. Plus, its sleek, versatile and lightweight design lets you wear it in several different ways: bracelet, necklace or lapel pin.

With the press of a button, it will create advanced, accurate transcriptions in over 112 languages, complete with labels for different speakers. You can also choose your preferred large language model, such as GPT-4o or Claude 3.5 Sonnet, for the NotePin to use.

## MYDWARE CLIENT SUCCESS



***They are extremely responsive and totally customer centered.***

*MYDWARE is a great IT service provider, they have met and exceeded all our expectations. They are extremely responsive and totally customer centered. They are constantly trying to find cost-effective ways to help improve our business processes.*

*MYDWARE manages our entire IT service, a single vendor that takes care of our entire IT needs, I highly recommend the professional IT services we get from MYDWARE to any business owner.*



# THE HIDDEN COST OF WAITING

## Why You Can't Afford To Delay Your Windows 10 Upgrade



If you're still running Windows 10 on your business machines, let's cut to the chase: The clock is ticking.

On October 14, 2025, Microsoft is officially ending support for Windows 10. That means no more security patches, no more bug fixes, and no more technical support.

But here's what business owners really need to understand: The cost of waiting isn't just about someday needing to upgrade.

It's about what waiting could cost you in the meantime.

### "We'll Deal With It Later" Is An Expensive Strategy

We get it – upgrading every machine in your business isn't exactly your idea of a fun budget item. It feels easy to delay...until something breaks.

But here's what procrastination actually costs:

#### 1. You're Operating Without A Safety Net

Once Microsoft discontinues Windows 10 updates, every new vulnerability becomes your responsibility.

Hackers love outdated systems because they're easy targets. It's like locking the front door but leaving the windows wide open.

One breach could cost you thousands – or worse, your entire business.

#### 2. Software And Hardware Compatibility Issues

Many business apps, such as accounting tools, CRMs and industry-specific platforms, are

already phasing out support for Windows 10.

If your systems stop working mid-project, or crash during a client demo, what's that worth?

And it's not just software. New printers, peripherals, and even security tools may stop playing nicely with your outdated OS.

#### 3. Lost Productivity

Outdated systems are slower, they crash more frequently, and they frustrate your team. Even small lags add up over time, dragging down efficiency, morale, and your ability to compete.

If every employee loses 10 to 15 minutes a day to tech hiccups, what does that cost you over a month?

#### 4. Emergency Upgrades Are Always More Expensive

Waiting until your systems crash or your team is locked out doesn't just create stress – it creates panic-spend mode:

- Emergency hardware orders
- Rush IT labor fees
- Business interruptions while machines are replaced

A little planning now saves a lot of scrambling – and money – later.

#### 5. You're Risking Compliance Violations

If your business handles sensitive data or is subject to regulations (PIPEDA, PCI-DSS, etc.), using unsupported systems could result in fines or lawsuits. Many regulatory frameworks require up-to-date security – Windows 10 won't meet those standards come October.

### What Smart Business Owners Are Doing Now

They're getting ahead of the deadline, not just by upgrading devices, but by using this transition to:

- Audit what devices need to go
- Streamline tools and software
- Tighten up cybersecurity protections
- Plan smarter for IT spend in 2025

### How To Make The Transition Easy

Here's what we recommend:

Run a compatibility check – Not all machines can run Windows 11. Find out which ones need to be replaced.

- **Audit your apps** – Make sure your essential tools are ready to run on Windows 11 or newer environments.
- **Budget for hardware now** – Don't get stuck in a supply chain crunch later.
- **Partner with an IT provider** – We can handle the transition from start to finish – no downtime, no surprises.

### Don't Wait Until October To Panic

Waiting until the last minute will cost you more – in money, stress and missed opportunity. We're helping small businesses make the upgrade the *smart* way: planned, smooth and optimized for future growth.

**Book a FREE Network Assessment** and we'll help you identify what needs upgrading, what can stay and how to build a transition plan that won't disrupt your business before the deadline!

