

# ASLAN COMPUTER SYSTEMS

## 2015-06 VALUE VS. PRICE



### News Feature

## Value vs. Price

Have you heard the saying “Price is only an issue in the absence of value”. When the value of a product or service exceeds the cost, it is a benefit to purchase. Sometimes people don’t buy because they are unable to quantify the value for themselves. And sometimes that is a mistake. Some examples:

- **Managed IT services cost too much.** Studies show that the total cost of ownership of IT goes down when companies use managed service providers (MSPs). MSP clients have less employee down time, less lost productivity, more productive employees, and higher profits. An ounce of prevention is worth a pound of cure. **Can you afford to not have managed services?**
- **I can get a computer from Best Buy. Why should I pay more to buy it from Aslan?** If you shop at Best Buy you’re probably getting a consumer model. Business models are more durable, have more build options, built in security, expansion and connectivity options as well as better warranties. Aslan’s system setup services include windows updates, testing of the system prior to pick up, software installation, backup job setup, email account setup and data transfer from your old computer along with many more services – you only need ask. If you require service,

Aslan's first priority is to create a backup your data (unless hardware failure prevents this) prior to any major work and restore said data after repair; not just set your system back to factory defaults causing you to lose data, settings and productive work time. **Can you really afford to buy that cheap computer from Best Buy?**

- **You want me to pay how much for faster Internet service?** Do your people complain about slow Internet access? Does your business need your people to access remote computer resources, "Cloud" services, or Web sites? Then slow Internet access means your people are less productive. If one employee, costing you \$72,000 per year, is just 10% less productive, then slow Internet is costing you \$600 per month, just for that one employee. **Can you afford not to have faster Internet?**
- **We can't afford to replace that computer right now.** Who uses that computer? How much does it cost you to employ that person? How much does that computer slow them down? If your employee cost is \$36,000 per year and the computer slows them down 10%, then it is costing you \$3600 per year to have them use that slow computer. Why not have them use a newer faster, more secure system. **Can you afford not to replace that computer?**

Sometimes people hold their companies back by making poor decisions about IT products and services. Focusing on value instead of price can help avoid such costly mistakes. How much does your dated or inefficient technology slow your people down? How much more could your people do with a faster computer? What does that lost productivity cost your company? Can you afford not to provide your people with better tools to do their jobs? Where should you start?

Contact Aslan Computer Systems for help working through the answers to these questions and implementing solutions that make sense.

## Tips and Tricks

Thinking of repurposing your old PC? – Read this to see if it makes sense.

See: Does repurposing PCs make sense By Brett Nordquist, Storagecraft

## Security Trends

**Who is who?** WordPress is being hit by a new type of malware that steals user log-in credentials, without changing the user experience. “It’s an interesting attack—we haven’t seen this before,” said Michael Sutton of cloud security vendor Zscaler. “Do not ever use the same credentials in two different sites,” he advises. Source: CS Online

See [Who is Who](#) By Byron Acohido, ThirdCertainty

**Hot cup of trouble** – Credit card hackers are targeting Starbucks gift card and mobile payment users and stealing from consumers’ credit cards. With Starbucks’ auto-reload function, they can steal hundreds of dollars in minutes. If someone hacks your Starbucks account, they can transfer your balance to their card. If you have it set up to autofill from a credit card, it will, and they can transfer that too.

See [Hot cup of trouble](#) By Bob Sullivan, ThirdCertainty

## New Technology

**Microsoft Cloud to touch down in Canada!** – Have you been unable to take advantage of Cloud computing because of requirements to keep data in Canada? Jason (Jay) Brommet, Director, Partner Strategy & Channel Chief, Microsoft Canada says “Specifically, we announced Microsoft Corporation’s plans to deliver locally hosted Microsoft Cloud services – Microsoft Azure, Office 365 and Dynamics CRM Online – from Canada!”

See [Microsoft Cloud to touch down in Canada](#)

**Windows 10 is coming** – On July 29 as a free upgrade. Aslan technicians are evaluating, and preparing to support it. If you are a client, please don’t reserve yours until you hear from us. For more information and updates, like or follow us on:

## Q & A

Question: Where is “the Cloud”?

Short Answer: It is a little piece of the internet that someone has promised will be there when you need it. The good thing is you don't need to know where. The bad thing is that you have to trust the company that made the promise, so you don't have as much control.

For more, see [Where on earth is cloud data actually stored?](#) By Kroll Ontrack, DataBlog.

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