

Spring 2009
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MSPALLIANCE CERTIFIED
MANAGED SERVICES
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CMSP exam program provides assurance of quality, and reliability for current, potential customers; vendor-neutral benchmarking for Managed Services Professionals worldwide

HAUPPAUGE, NEW YORK, MAY 29, 2009, Advanced Vision Technology Group today announced that they have passed the MSPAlliance's Managed Services Professional Certification (CMSP). CMSP is the first program of its kind, specifically designed to ensure that individuals employed in the managed services industry are meeting and exceeding the highest levels of ethics, education, work experience, as well as possessing a strong combination of both business and technical requirements.

[Read the Press Release](#)

**From IT Manager to Superhero
in 5 Steps**

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Some of the IT managers among us still remember the day we helped liberate someone from the era of "snail mail" with their first e-mail. And it's those heroic moments that shine out in our careers. We are here because we have felt the after-glow of technology empowering ourselves and other people.

[Here are some IT management leadership strategies](#) to help you better connect with the people you serve.

April Showers Brings May Flowers . . .

By: Lee Solt

But it also marks the start of another hurricane season, and for those of us that live or work on an island it is a very real possibility. The month of May also marks the first of our semi-annual disaster recovery exercises. This year we pulled out all the stops and exercised the disaster simulation in our datacenter located in the heart of the country, Kansas City, Missouri. This year's exercise focused on the installation and operations of our VNAS Recovery appliance and establishing connectivity to our test company, Plenty of Time, Inc.

The plan was simple; Plenty of Time's building was submerged under 6 feet of water following the storm surge caused by a Class 4 hurricane that rolled ashore near the Freeport, NY area. The hurricane packed winds between 140 and 150 mph and generated an 18 foot wall of water pushed ashore in front of its advance. For those not familiar with the amount of damage a hurricane look at the table below.

CATEGORY	WIND VELOCITY	STORM SURGE	STORM STRENGTH
CLASS 1	74-95 mph	4 - 5 feet	Minimal
CLASS 2	96-110 mph	6 - 8 feet	Moderate
CLASS 3	111-130 mph	9 - 12 feet	Extensive
CLASS 4	131-155 mph	13 - 18 feet	Extreme
CLASS 5	over 155 mph	over 18 feet	Catastrophic

Needless to say Plenty of Time's building would not be usable for some time. By design they had developed and tested a Business Continuity Plan (BCP) that took into account the possibility of such a disaster. As part of their BCP they had made arrangements with a local hotel to use one of their large meeting rooms as temporary office space for their people in the event of a disaster. Also within their BCP they had a Disaster Recovery Plan (DRP) that dealt with the loss of their datacenter and what actions would be required.

This is where we step in . . .

In our simulation the first call we made following getting the news about Plenty of Time's disaster declaration was to our Baltimore, Maryland Network Operations Center (NOC). They were informed of the disaster and instructed to send a fully loaded replacement Virtual Network Attached Server (VNAS) Recovery appliance to the Kansas City NOC. For more information on our VNAS Recovery appliance go to www.WeDontNeedNoStinkinTapes.com. From a time perspective this has only taken 30 minutes to accomplish.

Over the next 24 hours the team in Baltimore was busy configuring and shipping the VNAS Recovery appliance. As part of the exercise we had the Kansas City team go through the process of physically putting the VNAS Recovery appliance in our computer rack, installing the network connections and powering the unit up. From there our Long Island team established connectivity to the appliance and completed virtualization of all of Plenty of Time's servers. They were then able to access all the servers and receive emails as if nothing had happened to their building. Again from a time perspective this has only taken 24 hours to complete.

With the exercise completed ahead of schedule we were able to provide our team in Kansas City in-depth discussions about the Recovery appliances and various modes of operations. This ensures that they are up on the latest changes to our Disaster Recovery Operations.

Now we are busy coming up with the next disaster . . . Have ideas, give me a call and we can plan the destruction . . .

Business value of Social Media part 1: online networking

reprinted with permission from the HP Small Business Center

If you could connect to the world's business professionals, in the time it takes to check your email, wouldn't you? Welcome to the world of online networking, where valuable business connections are made every day on social and professional networking sites like Twitter, Facebook and LinkedIn.



Social and professional networking simply refers to the interaction between a community of people who share a common interest. Through these personal connections you make with an otherwise impersonal medium, you can give your business a personality, build brand awareness, and equally importantly, tune in to what people are saying about you.

The ability to create your own online networks through sites like Ning, has made it difficult to distinguish which online communities will help you reach your business goals. We did the leg work for you, by exploring the difference between social and professional networking and the business value of both, analyzing which sites work best, and providing tips to help you make the most of the free networking resources that already exist.

[Social or Professional: What's the difference?](#)

Just For Laughs



"They replaced me with my smartphone."

Quote of the Month

Buy land.
They've stopped making it.

– *Mark Twain*

SOLUTION . . . A Widely Used Word, But A Reality At Advanced Vision Technology Group!

Today, local businesses are faced with so many difficult challenges. Owners, managers and employees face challenges greater than ever before to maintain and continue business growth. One of the greatest challenges for small and mid-size business is technology. As you know, technology is responsible for your business data. But, did you know your data represents 80% of your assets? Yes, that's right . . . **EIGHTY PERCENT OF YOUR ASSETS!** That's a huge consideration for your business's survival. If you don't pay attention to the technology side of your business you could get blindsided! What are business people thinking about?

What's on the mind of employers . . .

Rising service fees, employee productivity, rising cost of employee benefits, competition, short term and long term growth.

What's on the mind of employees . . .

Rising gas prices, the fear of terrorism, the fear of a bird flu pandemic, war in Iraq, looming threats from Iran, rising interest rates, rising health insurance costs and job security. These are all valid and justified concerns!

Add to those concerns, [this list of questions](#).

[Advanced Vision Technology Group](#)

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