



April, May, June 2009
 Volume 16, Number 2

“DCS Netlink Business Themes for Customer Delight”

Dane Deutsch, CEO DCS Netlink

Our team, at DCS Netlink, is excited to introduce our next quarter’s Business Themes to delight customers in bringing clarity, simplicity, and usefulness to the technology they use to grow their businesses.

Each month, we will be introducing a separate theme outlined in three areas: Character, Competence, and Technical. These themes are built around what we call the “Tricycle Effect,” as taught in our Leadership Management Development Center’s (LMDC) seminars. If you visualize a tricycle with its three wheels: the big wheel representing **Character** (which provides direction and traction), and the two smaller wheels representing **Competence** and **Technical** (which provide balance), you’ll begin to understand why our themes revolve around the tricycle effect.

We believe in “Leading with Character First.” We focus primarily on a framework of character and ethical behavior built on Character Counts Six Pillars of Character: Trustworthiness, Respect, Responsibility, Fairness, Caring, and Citizenship. Second, we understand that even when dealing with technical aspects of computers and networking, the “human factor” and people/soft skills are critically important to building strong healthy relationships and partnerships in and between companies and individuals. Finally, of course, is the technical. The technical is supposed to make our lives easier, but many times we get so wrapped up around the axle that the technical becomes a “ball and chain” around our necks and does not actually provide clarity, simplicity, or value. We work hard to educate, and provide technology that will create value and simplicity in our customers’ businesses. In addition, most companies focus on the Technical to the detriment of the Competence and Character wheels. To get real balance, traction, and direction, you need a company which trains, lives and breathes all three aspects of the tricycle effect. At DCS Netlink, our technicians are constantly training to become well-rounded leaders and managers as well as technicians who can operate in any culture and political climate using great people skills and managing all aspects of the technical for our customers.

Here are our Quarter 2 Themes (April/May/June):

April - Trustworthiness

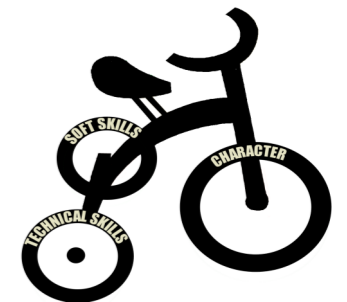
- E-Myth Revisited Book – focus will be on The Technician
- Individual Tech: “Fresh Start” – All-in-One Computer Security Package
- Business Tech: DCS Armor – Offsite Data Storage & Backup

May - Caring

- E-Myth Revisited Book – Focus will be on The Manager
- Individual Tech: Online Backup
- Business Tech: Sharepoint Practice (Sharepoint Server)

June - Fairness

- E-Myth Revisited Book – Focus will be on The Entrepreneur
- Individual Tech: Netbooks
- Business Tech: Managed Services



www.dcsnetlink.com
“Anything Computers & Everything Networks”

Upcoming



Training

May 6 - 8, Rice Lake, WI
 June 3 - 5, Indianapolis, IN
 June 24 - 26, Rice Lake, WI

Call 715-236-7424 to register for classes or go online to www.dcsnetlink.com.



DCS Netlink Chippewa Valley

Did everyone catch the latest virus news for April 1st about the Conficker virus? Thankfully, this virus has not had any major impact yet, but it has helped to raise some awareness. Unfortunately, far too many people are going to address their computer security through just the use of antivirus software and not go any further.

While a good antivirus program is a necessity, it’s only a single piece in the concept of keeping your systems protected. Everyone has probably heard about “Layered Defense” or “Defense in Depth” and antivirus is one layer in that matrix, but don’t forget about the need for a good hardware firewall, and an anti-spyware program also. Preferably, you have these kinds of protection running in multiple layers of your network. For example, antivirus is running within your hardware firewall as well as at the desktop PC. The more opportunity there is to stop bad traffic the better off you are, and we want to stop it as far away as possible as well. Remember, stay vigilant and stay aware.

~Mike Vaughn, President DCS Netlink Chippewa Valley

Windows SharePoint Services

Microsoft Windows SharePoint Services is a versatile technology that businesses of all sizes can use to increase the efficiency of business processes and improve team productivity. It helps teams stay connected by providing easy access to the people, documents, and information they need to make more informed decisions and get the job done. It provides a single workspace for teams to coordinate schedules, organize documents, and participate in discussions. Key components include:

Document Collaboration

Easily author and manage documents and help ensure their integrity with features such as document checkout, the ability to view past revisions and restore to previous versions, and the ability to set document-specific security.

Creative forums for brainstorming ideas/building knowledge bases/gathering information

Wikis allow anyone, even people with no technical experience, to edit web sites easily. Blogs and discussion boards let users create and reply to posts.

Help teams stay on task

Features such as announcements, calendars, and alerts let users know when actions are required or changes are made to existing information.

E-mail Integration

Document libraries, discussion boards, calendars, and announcements can be enabled to send new postings via e-mail.

“Clean Sweep” Computer Recycle Program



My name is Matthew Bryngelson and I am a Star Scout with Cameron Boy Scout Troop 52. For my advancement to Life Scout I need to do a Community Service Project. For that project I have teamed up with BSI (Badger State Industries) to do a Community Computer Recycle Drive also known as a “Clean Sweep”. I will be conducting the drive on Saturday, April 25th, 2009, at the Smithco West, Inc. parking lot located at 200 West Poplar Avenue, Cameron, WI from 7am -2pm.

Badger State Industries is the Wisconsin Department of Corrections vocational training and work skills development program. While teaching sound manufacturing and production techniques to inmate employees, BSI brings quality products and services to state, county, municipal and nonprofit agencies. Prison Industries was established in 1913. Prison Industries was originally conceived as the means to provide inmates in Wisconsin prison systems with the work ethic and skills needed for them to successfully reintegrate into society. That purpose has remained to this day. Local municipalities can arrange these types of events to have a computer/electronic drop off day or weekend scheduled. The computer recycling program will provide a trailer and supplies for collecting equipment. BCE will pick up the trailer at a certain day and time. The only fee charged will be a monitor fee.

ELECTRONIC ITEMS ACCEPTED

- All cords
- CPU's
- External Hard, CD or DVD drives
- Keyboards and mice
- Mainframes
- Monitors
- Printers
- Servers
- Routers
- Scanners
- Switches and Hubs
- Terminals
- Other peripherals

Collection Fees: Free, except computer monitors. Bureau of Correctional Enterprise's Computer Recycling Program currently charges \$12 for monitor fee which includes CRT's and LCD's. For more information, contact Dawn Bryngelson at 715-458-4931.

“Clean Sweep” Computer Recycle Program
Saturday, April 25th — 7am – 2pm
Smithco West Parking Lot
200 West Poplar, Cameron, WI 54822

Welcome, New Employees!



Steve Greer started at DCS in mid-July 2008. Coming to the Rice Lake area from Minneapolis, his background is in telecommunications, networking, and fiber optics. Steve holds MCP, MCDBA, WCSP, A+, and various fiber and electronics certifications. During his career, he has lived in 14 different countries working on large undersea fiber projects including working at sea, driving underwater remote submarines for fiber inspection and burial. Originally from California, he grew up surfing and has traveled to many different locations around the world trekking for the perfect wave. Finally settling down, he and his family – Amanda and his two boys, Preston (3 ½) and Elliot (2), live in Cameron, Wisconsin. Steve is proud to be a member of the DCS team and looks forward to helping you with any of your computer needs.



DCS recently hired Pam Mackiewicz as a network technician. Pam worked in the IT department of a local bank for 4 ½ years, doing everything from setting up new PCs and servers, router configuration, and working on policies and IT risk assessments. Pam has her A+, WatchGuard, and Microsoft Office User Specialist certifications and recently became a Microsoft Certified Professional. In her free time, Pam enjoys gardening, hiking, and camping.

DCS Netlink – Your Partner for High-Security, High-Mobility Computing



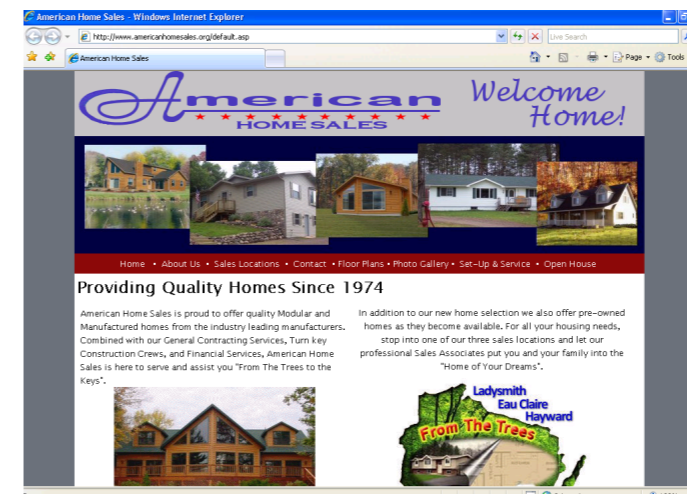
Chief Bill Meloy from Saukville PD is pictured with DCS Netlink technician, Steve Newman.

DCS Netlink has established itself as a leader in mobile communications. The DCS Netlink LEAP (Law Enforcement Application Program) solution has been an outstanding addition to several police departments, and is the perfect tool for business, public safety, and government to be able to take their office on the road. The latest LEAP installation was at Saukville Police Department. Chief Bill Meloy from Saukville PD is pictured with DCS Netlink technician, Steve Newman. This solution was written up in an Urgent Communications magazine, a national magazine that covers public safety technology issues. You can read the article at http://urgentcomm.com/mobile_data/news/saukville-police-vpn-0305/?smte=wr. In addition, one of our technology partners, Columbitech, has featured a case study of the solution on their web site. The case

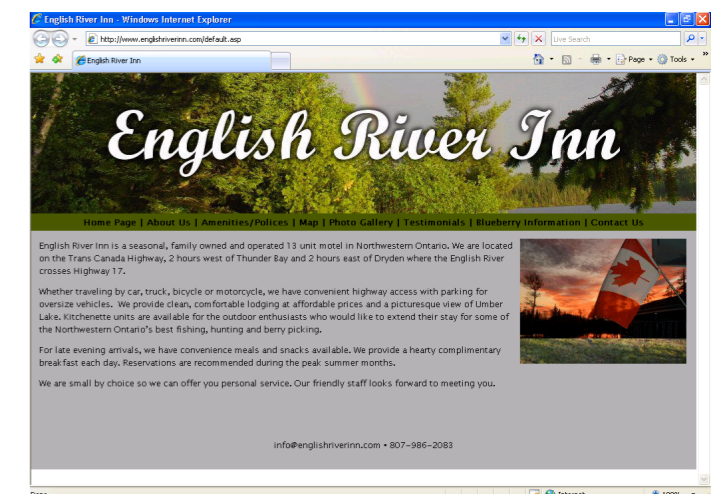
study can be found at <http://www.columbitech.com/pressreleases.aspx?articleid=47048>. The reviews of the LEAP program have been excellent from customers. For example, here's what Saukville's Chief Meloy had to say about the system: “Our police officers can access important records systems from anywhere. “With wireless access to our local and the county sheriffs’ records, as well as Wisconsin state records, weather radar information, and federal databases, we can be much more effective and respond faster.”

Are you looking to “mobilize” with a secure, highly available system that lets you use the applications you use in the office outside of the office? DCS Netlink can help you with the latest technology and proven solutions, and we have a track record of consistent success.

New and Re-designed Websites by DCS Netlink



www.americanhomesales.org



www.englishriverinn.com