

What's NCE?

Did you know Microsoft is changing its licensing model and increasing its prices?



New Commerce Experience
& Pricing Changes

From next month Microsoft is massively changing the way you purchase licences for Microsoft 365 (& others) AND introducing a double price rise.

Read inside to see how to avoid this price rise

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Our Mission:
To align your technology to support your business growth.

From our [HQ in the heart of the Gatwick Diamond](#) we support businesses through their challenges and build the right solutions to enable them to succeed.

Cyber Security Is More Important Now Than Ever – Is Your Business Prepared?

Over the past few years, instances of cyberattacks have increased at an alarming rate, and they are not slowing down, in fact the opposite anytime soon. Awareness around cybersecurity has certainly improved over the past year, with a survey showing 92% of business executives agree that cyber-resilience is a key risk management strategies. But while awareness has increased, so have the rates of cyber-attacks.

Last year, there were 50% more cyberattacks on businesses, compared to previous year. As we continue through 2022, there's no reason to assume this year will be any different. In order to ensure that your business is protected this year and every year after, you should take the proper precautions regarding cyber security. If your business falls prey to a cyberattack,

you risk tarnishing your brand's reputation and will have customers questioning whether it's safe to do business with you – and may leave you liable to regulatory injunctions or fines.

Below are a couple of the best cyber security practices you can put in place to fully prepare for cyber-attacks and threats.

HIRE AN IT MANAGED SERVICES PROVIDER

SMBs have seen an increase in cyber-attacks since 2018, but larger corporations are no exception for hackers. Boots 'the chemists', Merseyrail, and IKEA are just a few examples of big businesses that fell victim to cyber-attacks last year. No matter if your business is big or small, hiring an MSP is the most affordable and best way to protect your business.

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MSPs are designed to identify and resolve any weak points in your IT infrastructure. MSPs are focused on being proactive and will also focus on IT support and advanced security. You'll get around-the-clock monitoring, data encryption and backup, network and firewall protection, security awareness training and so much more. With MSPs, you get a team of dedicated IT professionals who are available to assist with any tech dilemmas that may arise. It's the quickest and most cost-efficient way to fully protect your business.

TRAIN YOUR EMPLOYEES

If your employees have not been trained to be cyber-secure, they need to be trained on this subject immediately. Security should also be built into the devices they use to access company data. This becomes even more important if your employees are working remotely. Multi-Factor Authentication and ensuring that your employees create complex and non-repetitive passwords go a long way toward keeping your business protected.

"Multi-Factor Authentication and ensuring that your employees create complex and non-repetitive passwords go a long way toward keeping your business protected."



Educate your employees about the most common forms of cyberattacks. They should be aware of phishing emails, calls and texts and should be taught to never open any links if they don't know who the sender is. Hackers have also started to frequent social media, and they often target small businesses through various platforms. Make sure your employees aren't clicking on any social media spam links that could put your network at risk. Lastly, make sure they aren't accidentally downloading any malware that could create disastrous outcomes for your company.

A cyberattack can have cataclysmic effects on a small business, and every business owner needs to make sure their network is protected. If you don't know where to start, give us a call and we will find a way to help you make your company as cyber-resilient as possible.

'I DIDN'T KNOW'

Unfortunately, That Excuse Doesn't Resolve A Data Breach, Restore Your Bank Balance, Or Erase Any Fines & Lawsuits.

It's coming ...

- That day a hacker encrypts critical data, rendering your systems useless
- That day when your bank account or credit card is compromised
- Or that day when your customers' private lives are uprooted

Cybercriminals and hackers are constantly inventing NEW ways to infiltrate your company, steal your assets and disrupt your life.

You Must Constantly Educate Yourself On How To Protect What's Yours!

The perfect way to help reduce your cyber-risk and keep you safe! Simply sign up to receive our FREE "Cyber Security Tip of the Week." We'll send these byte-sized quick-read tips to your email inbox. Every tip is packed with a unique and up-to-date real-world solution that keeps you one step ahead of the bad guys. And because so few people know about these security secrets, every week you'll learn something new!

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Implications of Microsoft New Commerce Experience



Any Microsoft 365 license from 01 March 2022 will be subject to the terms of the New Commerce Experience (NCE).

Pitched as simplifying the licensing process NCE will result in price increases and contract changes.

What's NCE and what's NASTY?

There will be a yet-to-be-disclosed 'hefty' price rise across: Microsoft 365 Business Basic, Business Premium, E1 & E3 packages.

Monthly licenses will also be subject to an additional 20% price premium, for clients wishing to remain on a more flexible monthly agreement.

Microsoft have specified that within your subscription period it is easy to **add licenses** or **upgrade to a higher level** product, but **cannot reduce your license count** or **downgrade the products** until the end of the subscription.

How can you mitigate and balance this?

- 1) Subscription options can be mix-&-matched - you can have both annual & monthly licenses.
Use 'cheaper' annual pricing for your core business licenses, and monthly option for expected license fluctuations.
- 2) Options at Renewal:
 - a. Solution upgrade or downgrade - switch between product types
 - b. Seat count change - this is your only opportunity to reduce your license count
 - c. Billing frequency - choose between annual or monthly billing

Now is your opportunity to avoid the Microsoft March price rise by with an annual subscription and 'fix' your price for the next 12 months.

Ask IT Genie how NCE will impact you

How To Create More Opportunities



To put it simply, in life, perspective is everything. Every activity, job and situation usually has multiple angles, depending on how you view it. By changing our perspective in our business and personal lives, we are creating a very positive mindset that will open us up to a plethora of new opportunities.

There's a rocky cliff that rises up at the back of my property, and atop that small cliff is a boulder. I normally wouldn't give a second thought to this giant rock that sits in my yard since it's nonliving. I mean, it's just a rock, right? But as I observed it more and more, my perspective completely changed.

You see, while the rock itself may be nonliving, it is actually thriving with life. There are beautifully colored skinks that live in the crevices of the boulder, and I even saw a big black rat snake make its home there, too. When I took a second to think about it, I realized that this boulder sustains its own ecosystem.

By simply taking a moment to drop your own preconceived notions and making an effort to observe, you will find life and opportunities in something you may have previously missed. But changing your perspective is easier said than done. In order to change your perspective, you may have to do a little digging. You'll have to evaluate why you see things the way you do. You may need to reach out to others and consider their perspectives to get an idea of how others think. And lastly, you'll have to reform your own perspective so you can grow and find new opportunities.

Dig deeper within yourself and truly concentrate on what you're focusing on so you will see so much more. You'll quickly discover that the opportunities are endless.



Mike Michalowicz has always believed that he had the formula to success and has proved it on multiple occasions. He is the creator of Profit First, which is used by hundreds of thousands of companies across the globe to drive profit. He is the author of multiple books, including Get Different and The Toilet Paper Entrepreneur. Mike is a former small business columnist for The Wall Street Journal and served as a business makeover specialist for MSNBC. Mike currently leads two new multimillion-dollar ventures as he puts his latest research to the test. He also is a highly sought-after keynote speaker

■ Break Through The Digital Dilemma And Take Your Business To The Next Level

In the digital age, companies are growing faster than ever before, and the companies that are succeeding all have one thing in common: a growth mindset.

Companies that aren't looking to grow get stale quickly, and this becomes more apparent with each technological advancement. In order for your business to succeed, you will need to develop a growth mindset within your company. There are a few things you can do to adapt and create a mindset that will catapult you to the top of your industry.

The first thing is to continue promoting a learning and mentoring ideology within your business. There's always room for growth; you just need to encourage it. You should also encourage innovation by establishing areas where external and internal sources can

communicate. Also, stay informed and ahead of your industry by paying attention to new technology. Lastly, don't be afraid of feedback. It can help your company grow and help you to discover any shortcomings.

■ Facebook Recently Launched Its Metaverse, And it's A Privacy Nightmare!

Facebook is in the process of unveiling hardware and other technology to support its metaverse, even calling this new network "Meta." The social media platform has seen a recent decrease in users who cite mistrust as a key factor in their departure.

A Facebook whistleblower, Frances Haugen, has stated that the virtual reality world could give Facebook another opportunity to steal even more personal information from its users.

Haugen said users will be required to set up many sensors throughout their home, which will encourage them to detract from reality and enter the virtual world. The idea of adding sensors into users' homes is a privacy nightmare. It gets even worse if you consider the fact that employers who use Meta may require their employees to have the sensors in their homes so they can participate in meetings. Trust in Facebook is already low, and Meta will have to ensure their system is safe if they hope for success.

■ It's Been Coined The 'Great Resignation,' But Why Are Employees Walking Out In Drove?

Everywhere you look, it seems like more businesses are putting out "Help Wanted" signs.

Limeade, an organization that specializes in employee well-being, recently released the results of a study that focused on why people were leaving their jobs. Burnout was the top reason most employees quit. Through surveys and conversations with your team, you can discover if burnout is an issue in your business. Introducing mental health days and finding ways to equally distribute workloads can help prevent burnout.

People who recently left their jobs also stated that they wanted a more flexible or caring culture. Employees need time for themselves and will become unhappy if they feel work is taking away from that time.

