

newsletter

focus on it

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KEPLER GROUP
Securing your financial future


Client Profile: Kepler Group

Kepler Group are experts at taking the long view, which is why they looked for an equally forward thinking IT firm.

Product Profile: Security

What would it cost your business, for example, if the data about a month's billing vanished overnight?



Focus on: Kepler Group

As financial planners, Invercargill's Kepler Group are experts at taking the long view, which is why they looked for an equally forward thinking IT firm.

It was a ground breaking move in 2008 when seven advisers came together to form Bennett Financial Services Ltd, creating a corporate in an industry traditionally comprised of sole practitioners. Since rebranded as Kepler Group, it's now one of the largest financial advisory practices in the South Island.

Financial adviser Denis Woods said by giving up the autonomy of running their own businesses, the individual advisers set the scene to spend more time working directly with their clients and less (and less) on back-office administration.

"We didn't come into this business to become glorified administrators. We are there to get people to do the right thing for their future."

The new structure meant, instead of being jacks of all trades when it came to managing their own business, advisers were able to specialise to the benefit of all.

In Denis' case, that meant managing information technology.

"There were a lot of double-ups in the way we did things. We all had different desk tops on our computers, for example. Every advisor had a filing cabinet full of the same information - that's now been centralised and simplified and put into a drive where everyone can access it.

"What Focus did is they came and looked at what we did as a business and gave us some advice," he said.

When computer consultants talk to end users, bugs are ironed out and tasks simplified. More important, however, is where the business is heading. By meeting with the board, Focus' Business Development Manager Andrea Smith was able to see the big picture and offer more appropriate solutions.

The recent global financial crisis has bought forward regulation in the financial services sector requiring Financial Advisers meet minimum standards of practice.

The resulting regulations redefined them in a professional role, with a fiduciary duty to put their client's needs above their own. Financial advisers, as well as their traditional role, became educators whose job is to provide the right information to clients, empowering them to make the right decisions to both create and protect their own wealth throughout their life.

"New Zealanders under estimate the value of good advice, which is why the education aspect is so important," Denis said.

"Financial planning is quite simple. It is sitting down talking to people about what is important to them and advising the process to get them where they want to go. When it comes to relationship management, nothing replaces face to face communication."

With Focus Technology Group looking after their information management needs, the Kepler Group can put their focus on people.

Focus on: Security

The most valuable asset of most businesses is information. While it's routine to insure plant and physical assets, we routinely leave our most vital knowledge unprotected. What would it cost your business, for example, if the information about a month's billing vanished overnight?

Hackers and fraudsters are getting smarter all the time. They still send emails with viruses attached but they're increasingly attaching viruses to legitimate websites, making browsing the net an even greater risk in computer security. Malicious content can be embedded into a website to harvest information about your bank accounts and credit cards.

Without interrupting your daily workflow we can remotely keep check on your information technology systems on a daily basis to make sure your information is secure and healthy - instigating any fixes to avoid costly down time.

Focus Technology Group has a range of Monitoring Packages all designed to protect and defend your knowledge, they can be tailored to suit your individual business requirements, and your budget. Prices start from just \$150.00 per month.

For further information contact Andrea Smith, Business Development Manager. Phone: 03-211-3532 or Email: andrea.smith@focus.net.nz.

Focus on: Christmas

What do you get the person who HAS everything?

The answer this year is an external portable hard-drive. Prices on these have plummeted, putting these in reach of a domestic market. They can be used to store important personal files such as photos, movies, music and games. These can be plugged into your computer - and even most modern TVs. Because they're easily stored off-site they make great backup storage. Shop around to find the best deal and remember while 500GB is great 1 TB is even better and their prices aren't that far apart!

What do you get the person who WANTS everything?

Anything with intuitive touch-screen programming. Portable, space saving mobile devices are the latest must have - whether they're phones or tablets. Now there are even some more generic products such as the Android phone which will work with any network provider!

A Helpful Hint: If you are shopping for new gadgets remember to ensure that they are going to be compatible with your current system. If you're not sure, make a quick call to your IT support person.

Focus on: Law

Due to demand we have confirmed client seminars for the new year to demonstrate the two leading law practise management systems.

LexisNexis Affinity Wednesday 23rd February 2011
 Fujitsu Infinity Wednesday 9th March 2011

These seminars are open to all law firms and registrations will be taken in the New Year.

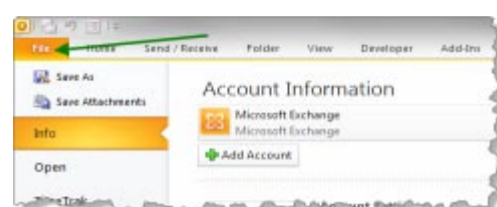


Focus on: Time

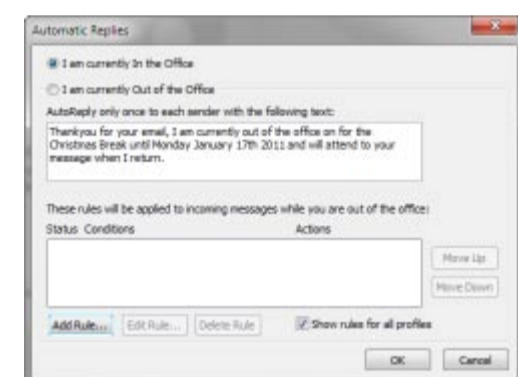
When closing up shop for the holidays, your technology can let people know when you'll be back and how to contact you in an emergency.

Out of Office can forward emails to a colleague and/or let them know when your business will be back on deck. If you've upgraded to Microsoft Office 2010 this year then setting up Automatic Replies just got easier.

1) In Outlook go to the file tab on the ribbon.

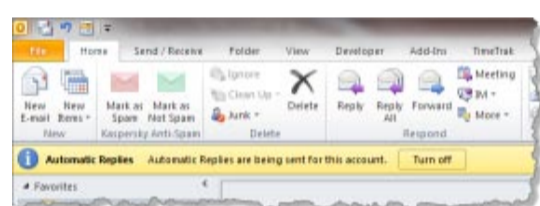


2) Click on 'Automatic Replies'



Enter your 'AutoReply' message and assign any rules to incoming messages and click 'OK'.

3) To turn off the automatic reply, click on the 'Turn Off' button which shows in Outlook above the viewing window.



In Outlook 2003 and 2007 this feature is called the Out of Office Assistant. It was re-named to Automatic Replies in Outlook 2010.

If you are still using Outlook 2003 click here:

If you are an Outlook 2007 user, click here:



Since its establishment in 1985 Focus Technology Group has grown to become one of Southland's largest IT firms, employing 31 staff at offices in Invercargill, Queenstown and Christchurch. By supporting their systems, anticipating future needs and matching them with emerging technologies, we give our clients the lead-in time to budget for, and implement, technologies without down-time. Our promise is technology solutions that focus on you.

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