

PEDESTAL PULSE

NEWS



**PEDESTAL
TECHNOLOGY**

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Welcome to our first edition of Pedestal Pulse! This quick and easy newsletter provides insight on the latest industry trends, tips & information – all focused on helping you make the best decisions for your company.



Ransomware Still On The Rise In 2019

By: Brian Byrne



Brian Byrne is Pedestal's Chief Operating Officer and Chief Information Security Officer. In recognition of Cybersecurity Awareness Month, Brian wanted to share some key information that may be useful for your business.

Ransomware continues to be a popular and successful attack method in 2019. We have seen several state and city governments as well as higher education organizations infected. And, as you guessed, this throws organizations into the "to pay or not to pay" discussion. Few, if any, have been successful in recovering without significant disruption to business. So, what's your plan? Do you have one?

Now is the time to look beyond having backups and a patching program and understand how your organization would react. Who would the key decision makers be? How else would the organization be affected?

Being proactive on this issue could make a huge difference in the size of the disruption. Check out the FBI's recommendations [here](#)

Common Leadership Concerns:

In our discussions with technology leaders, we are often asked:

- Where to start?
- Why would anyone hack me?
- I already invest in security tools (Anti-malware, IDS, Firewall,) why isn't that enough?

Helpful Resources:

No matter the size of your cybersecurity organization there are great resources available to help – these are a few of our favorites:

- [National Cybersecurity Awareness Month 2019](#)
- [Center for Internet Security \(CIS\)](#)
- [Verizon Data Breach Investigation Report \(DBIR\)](#)

Brian is a 20-year veteran of the Cyber Security and Technology fields. Before joining Pedestal, Brian was Vice President of Cybersecurity at Benefitfocus and held both leadership and technical positions with Eli Lilly & Company, Sprint and SPAWAR systems Center.

Any questions/comments?

Please feel free to reach out to Brian at bbyrne@pedestaltechnology.com

In This Issue

Ransomware Update	P1
Meet Pedestal's Nancy Rice	P2
A "Can't Miss" Podcast	P2

About Pedestal Technology

Pedestal, a woman/minority-owned business, is a leading information technology service provider. We specialize in infrastructure, security, business intelligence and data analytics. Our experienced technology experts design, deploy and manage IT products and services. Visit us at pedestaltechnology.com or [learn more here](#).

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Meet the Pedestal Team

The power of Pedestal rests in our people. Our team is made up of experts that are truly the best at what they do. Let's meet one team member who's favorite saying "Trust, but verify" encompasses her commitment to ensuring every detail of every project is covered.



Nancy is Pedestal's Operations Leader. On a daily basis she works closely with our sales team to support existing and potential clients, while maintaining partner/vendor relationships. Nancy collaborates with our SMEs on projects to translate business objectives into technical requirements.

A member of the South Carolina Army National Guard for over 20 years, Nancy has worked in the technology industry for 10+ years with extensive knowledge in Business Process Improvement, Project Management, and Military Communications.

Nancy is an active member of her Greenville, SC area community, where you can find her volunteering with local non-profits. She also enjoys traveling, photography, and new-found interest in Xtreme Hip Hop aerobics.



Leadership Corner

Pedestal's CEO Jay McDougall can often be found with an audible playing in his ear or reading a book on his phone. Here's his recommendation for a great "read" that he feels every leader could find value in:



Talking with Strangers: What We Should Know About the People We Don't Know" by Malcom Gladwell

It's true, I'm an audible junkie. I can't think of a better way to be more productive as I sit in traffic or on line at the airport. One of the most impactful ones I've heard in a while is Malcom's Gladwell's "Talking to Strangers: What We Should Know about the People We Don't Know." In a thoughtful yet riveting narrative, he takes examples from across history explaining how we all need to be more mindful of the people we are meeting. We need to put our devices down, focus our minds and listen carefully to really understand the person in front of us (or on the phone). It's critical to start from a position of trust – assuming they have good intentions – instead of leaning in with our normal cynicism.

This is not easy to do, clearly. But to be effective, we must stretch ourselves to "default to truth." We must trust that the person we are dealing with is operating with the best intentions. If we start from a position of distrust, nothing great happens. We focus on the potential downside instead of looking at the greatness that "could be."

In the IT industry, we often hear that "the business doesn't understand what we do" and that "users don't understand what they need." In reality, the technologists are simply not understanding the end users – and vice versa. Mr. Gladwell refers to this as "mismatched." The IT language is just not the same as the end user language – regardless of the industry.

This "mismatched" concept resonated with me, as Pedestal was founded for that reason: to help connect the data closet to the boardroom. We wake up every day and try to find ways to create frictionless communication to the business through process and with organizational communications. The goal is to create the trust that is needed to ensure the employees of our customers feel like we are speaking the same language.

If we as leaders can start from a position of "thoughtfulness, humility and mindfulness when trying to understand people's actions," we will start to understand a persons' intentions first...and then the possibilities are endless.

Check it out if you can!

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