



README.TXT

A Newsletter from
KPEnterprises Business Consulting, Inc.

Web: www.KPEnterprises.com
Phone 916-928-0888

Email: sales@KPEnterprises.com
Copyright © 2009 KPEnterprises
Business Consulting, Inc.

Happy New Year!

If all the pundits are right, we're set for a recession for the next 12 months. We might be out of it by Christmas 2009.

Of course these are the same pundits who didn't see this train wreck coming in the first place.

Folks,

Let's focus on helping each other push through the tough economy and come out the other side.

Maybe leaner. Hopefully not meaner. But we'll survive!

If you need help with **Business Consulting** in addition to computer consulting, please let us know.

KPEnterprises sincerely wants to help you through this tough time.

And a good deal of our business consulting is already covered by your contract!

Notes From The Field

By Karl W. Palachuk, CEO



It's a New Quarter! That means you should schedule your Technology Roadmap meeting so we can figure out where we're going in the next three months.

We have a stack of promotions from our hardware and software vendors. If you're looking to make any purchases, let us help you find a good deal.

Please Remember that Christmas presents should stay at home. If you REALLY need something installed at the office, please let us do it. We promise it will cost you less in the long run.

New Online Client Portal Coming in January

KPEnterprises has been proud to be a leader in the international move to modern managed services for technology consulting.

In the last three years, we have spent more than \$75,000 buying and building the best service delivery system available in any technology consulting business anywhere.



We are pleased to continue building a system that can be used as a model for technical consultants across the United States and around the world.

To that end, we are moving to a new — and better — remote monitoring and maintenance system called **Autotask**. You will immediately notice that this new tool has a much more modern look and feel.

We will be scheduling trainings soon. When you see the new Client Service Portal, you'll also notice that it has many new features and reports.

Please continue to use the old Client Service Portal until we've contacted you for training on the new system. We'll make the transition as smooth as possible.

As always, call us if you need support!

Inside This Issue

Notes From the Field	1
Happy New Year from KPE	1
New Online Client Portal Coming This Month	1
Skipping Windows Vista Could Backfire	2
Meeting Software You Already Own	3
Need Some Free 2009 Calendars?	4



Networking Infrastructure Solutions

Considering Skipping Windows Vista® Could Backfire

One of the worst mistakes Microsoft has ever made has been their mis-handling of Windows Vista® and the marketing of Vista.

As a general rule, Microsoft doesn't market directly to end-users. They spend money on people like us (computer consultants) so we will encourage you (end users) to buy the new products. With Vista, they assumed that every nerd in the world would be excited about the latest operating system.

At the same time, Microsoft worked very hard to create the most secure operating system ever invented. This was in response to the constant negative media attention they received 3-4 years ago.

But, overall, they did basically nothing to **create demand** with users. The strategy that worked with Windows 3, 95, 98, 2000, and XP just didn't work this time.

Why? Because Windows XP is a great, stable operating system. As a result, no one is aware of the fact that Windows Vista is a great, stable operating system!

Why is Vista having so much trouble catching on? The answer to that is very simple:

- 1) Hardware manufacturers delayed writing drivers for Vista
- 2) Software manufacturers delayed writing new versions for Vista
- 3) End users are more comfortable with the older operating system



All of these go back to Microsoft failing to convince vendors and users that they need to upgrade.

With every version of Windows (up until now), the installed base of the previous version was larger than ever before. When the next version of Windows — Windows 7 — is released, this will be true for Vista as well.

Windows 7 is expected to be released in early 2010. Given all the negative media, and a desperate need to get back on track, Microsoft will work very hard to release it in very late 2009 (November or December).

Where does that leave your company?

You cannot stay on Windows XP. Period. You can't. Support no longer exists. Soon, you won't be able to buy XP licenses in any way except open license. When Windows 7 is released, you won't be able to buy XP by any means whatsoever. That means your options are:

- 1) Buy XP for as long as you can and pay extra for support
- 2) Buy Vista
- 3) Wait for Windows 7

PLEASE talk to us about the right plan for your office. The lazy software manufacturers and hardware manufacturers who didn't write updates for Vista will not write timely updates for Windows 7.

You could be stuck with programs that don't support old versions of Windows **long enough**, or new versions of Windows **soon enough**.

We can't do miracles, but we can help you make informed decisions in a tough time. Call us!

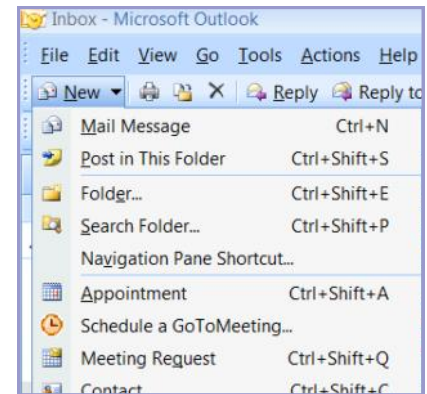
Meeting Software — It's At Your Fingertips!

I'm sure you've heard about online meetings. You may even have participated in them. You know, Go To Meeting, WebEx, etc. But you may not know that you have meeting software already installed on your computer and ready to go for free.*

For example, in Outlook 2007, there's a quick link to GoToMeeting, Microsoft's meeting program. It's not on the "Office Button," where you'd expect it. But if you click on the **New** menu, you'll see that one of the options is **Schedule a GoToMeeting . . .**

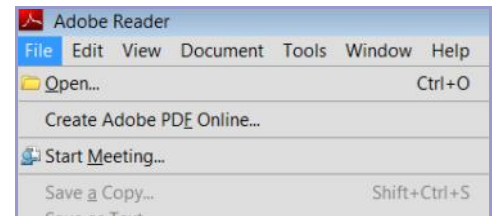
See illustration at right.

Once you select this, you'll go to the login screen for GoToMeeting. If you have an account, or want to find a meeting, you can do that right away. If you don't have an account, you can create one.

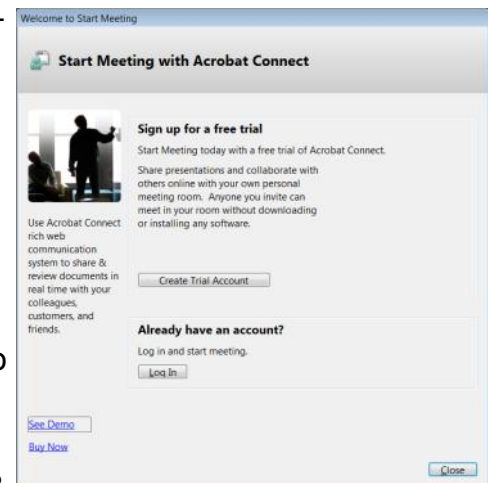


Adobe Acrobat 8+ has a nearly identical feature. But with Adobe, the meeting function IS right where you'd expect, off the **File** menu. The meeting option simply says **Start Meeting . . .**

Again, you get a free* trial and an opportunity to sign up for an account.



* Free is a relative thing. As we all know, "free" on the Internet usually means limited in some way. But, the truth is, there are a lot of great features in these meeting programs. If you need to collaborate with people across the country, you might find either one of these programs very valuable.



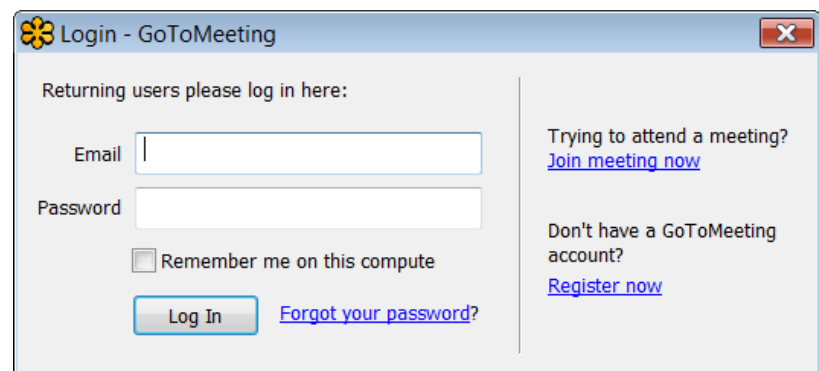
We're going to see more and more of this kind of **marketing**.

You've already paid for (of, if the program is free, you've acquired) the program. Now a "feature" of that program takes you back out to the Internet to get more features and more options.

If you're a QuickBooks user, you are familiar with this already: Do you want to order checks? Do you want to run payroll through QB? Do you want to accept credit cards?

As long as it's in the background, and doesn't interfere with productivity, this is probably a good trend. It exposes us to new products that just might be good for us!

In our opinion, QuickBooks is just at the line between helpful hint and annoying advertising! :-)



Be More Productive Today

Need Some 2009 Calendars?



The Microsoft Office web site has some great clip art and templates you can get for free. And this time of year it's a great place to get a variety of calendars for the New Year!

Start at www.microsoft.com/office



On the right hand side, click on **2009 Calendars**. There you'll find four pages filled with calendars you can customize.

There are art calendars, picture calendars, wall calendars, work calendars, year-at-a-glance calendars, and a LOT more.

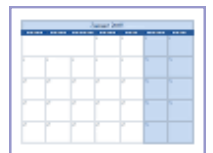
In addition, the calendars are for just about any program you can think of: Word, Excel, PowerPoint, Publisher, and more.

Many of the calendars were designed and submitted as "community content." If you have a calendar template to contribute, click on the **Submit a Template** link on the left side of the page.

All templates are free to download and use.

If we can help with anything, give us a call.

Phone 916-928-0888.



KPEnterprises Business and Technical Consulting Services

PMB 345
2121 Natomas Crossing Dr., #200
Sacramento, CA 95834

Phone: 916-928-0888
Fax: 916-457-2924
Email: sales@KPEnterprises.com

Web: www.kpenterprises.com

Blog: <http://kpenews.blogspot.com>



Networking Infrastructure Solutions

Address Correction Requested