

In Future Issues:

- Adding Images to your database.
- Document scanning and retrieval.
- Our new server configuration recommendations.
- Batch emailing.
- Credit Card processing from your filePro application.
- Special projects we have done that might interest you.

Tape Tip

If you haven't changed your backup tapes that are a year or so old you are living on the Edge. Backup tapes are expensive, no doubt. At \$50-\$80 a pop you understandably want to stretch their life as far as you can. But imagine your shock and horror when the day comes that you want to restore your precious data and the tapes are shot! These thin layers of iron oxide get good workout when spun out 50 to 100 times a year. A good compromise is to rotate your tape supply: buy one or two new tapes per year and retire an older tape. The retired tapes will have needed system files that may be required should all the current tapes become corrupt.



Are Your PCs Backed Up? Of Course Not! What to do.

Who backs their PCs up? I don't. I'm sure you don't either. My Unix systems get backed up every day, though. Most PCs don't have backup systems built in to them. Once a year, perhaps, the most diligent of us will burn a DVD of some important data, but even that is rare. So we wait patiently for the inevitable disaster and will deal with it then.

A solution: If you have a Unix system on your network that is being backed up regularly, then you can solve your PC data backup situation by saving anything important directly onto the Unix server. You achieve this by mapping a drive on your PC to the Unix server so that it thinks that the Unix hard drive is one of it's own. Then get in the habit of saving all of your important data to drive U: for example, instead of to drive C:.

Each user on a network can have their own 'share' on the Unix server, reserved space for their private data. This area can be password protected. There can also be a common share for all users to exchange shared files.

All Unix servers have this file sharing capability. Unix systems are generally more reliable and stable than PC operating systems and make ideal file servers. Linux has a protocol called Samba built in for this purpose. For SCO and Sun Solaris Unix systems you would need to purchase a third party program called Fusion95 in order to achieve shared drives.

So don't wait for your PC to crash before you prepare for it's safe data storage. Hook up a Unix/Linux server or utilize your current one for this purpose.

DID YOU KNOW? Import/Export Capabilities

We have the capability to export data from any of our systems into Excel spreadsheet format, and from there into almost any other Windows program. Anything we have written, from our First State Accounting system to any of our custom applications written in filePro, can export data into various formats from .csv to .txt. even SQL tables. This allows you to pull data into an environment where you can do your own data analysis. We can also import data back into our systems. Some of this is built-in and some would require minor programming.

Hoover Computer's own First State Accounting, The system that's designed for change ...

Affordable Customizable Modules Include:

- General Ledger
- Accounts Payable
- Accounts Receivable
- Order Entry
- Point of Sale
- Inventory Control
- Job Cost
- Estimating
- Service Management
- Marina Management
- Payroll

All link to your custom application.

Hoover Happenings

Sales Down? Local Markets Tapped Out? Need A Broader Market?

The solution is at your fingertips.

You have merchandise to sell, and allow local consumers to see that you but the local market is slow. How can have the products they need and even set you increase sales? How about selling on up their own orders on-line for pickup or the Internet? Use an on-line shopping delivery.

cart! But alas, it costs too much to create a website and to get all your data up there. Can you do it yourself? Too much technical knowledge required. It would take years to plug in all that inventory data anyway, and it would be out of date before you get it finished.

We have the solution for you. We've pioneered all of the grunt work of transposing your in-house inventory to the Web using a shopping cart site. It took us years of dealing with all the details and sorting it all out, and we've managed to package it all into one easy solution: our very own *file2Xcart*™ product.

Do you sell consumer products that you can ship nationwide or to the world? Your market can be increased by millions more consumers. Even if you sell items that don't ship but primarily stay local, such as lumber, carpets, plumbing supplies, electrical supplies, truck trailers or roofing supplies, then your web presence will serve as an on-line catalog

and allow local consumers to see that you have the products they need and even set up their own orders on-line for pickup or delivery.

For less than you may imagine, we can set up your company with a web presence. If you are using our First State Accounting module, then no problem, our file2Xcart will plug right in and get you up and running in short order. If you have an in-house legacy computer system which has current inventory and prices, we can take the data right out of that system and populate our web database. We will even set up a function to refresh the data on demand.

You take full control of your inventory prices, descriptions, images, category groupings, and so forth, all without ever touching the web shopping cart server. The shopping cart software handles secure credit card transactions, customer notifications and every other aspect of order processing.

Yes, it's true. You can perk up your sluggish sales in quick time. This system will pay for itself in no time at all.

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We will take the data right out of your legacy inventory program and put it up on the Internet in a shopping cart



Post Office, Please deliver to:

We Have Moved!

We have moved our office to a new location. Please adjust your records accordingly. We are no longer at the Silverside Road location. **Our new address:**

Hoover Computer Services, Inc.

4611 Bedford Blvd.

Wilmington, DE 19803

Same Phone: (302) 529-7050

Also: (302) 764-7367

SSH or telnet? What's The Difference? How Does it Affect You?

More than you might think! The difference may affect the security of your computer system and the data it contains. What does this mean?

Until recently, the standard way to log into a remote Unix/Linux system was with a protocol called *telnet* which is part of your terminal emulator program (Anita, Term, Anzio, FacetWin). A connection is made from a remote computer to a server across a network. When that network is the public Internet, nasty vermin

The replacement for telnet is SSH, which stands for Secure SHell. SSH does everything that telnet does, but the transmission is encrypted before it is sent out over the Internet and decrypted when received, thus keeping your logins and passwords safe from prying eyes.

With that said, how can you protect yourself with SSH? There are two things to be done: you must enable both your Unix server and your PC emulator. The latest versions of most terminal emulators come with SSH as a setup option. If your Anita (or TERM or Anzio) is old, you may need to upgrade to a newer version for a nominal fee. Note that this is not necessary for in-house PCs that connect through the local LAN. It only affects remote sessions, such as logging in from home or from a remote site.

You must also upgrade your Unix server to a version that supports SSH. Most versions of Linux have SSH built-in. SCO Unix versions below 5.0.7 do not have SSH included, and in order to secure your server you would need to upgrade, which is not a bad idea since version 5.0.7 has many other new desirable features and built-ins to recognize newer hardware.

Our recommendation is to start using SSH instead of telnet on any Unix system where remote connections are made over the Internet. It may require an upgrade of your terminal emulator and/or your Unix operating system, but it will be worth it.

About Hoover Computer Services, Inc.

We hope these *Hoover Happenings* issues prove to be useful to you. We bring the published subject matter to your attention because we feel that it will be either interesting or of vital importance to you, our customers. There are many things we do here at HCS that most of our customers are unaware of, varied projects that span the spectrum of application development. We intend to inform you of these projects with this newsletter.

We are well known for specializing in custom software development, but we also have many finished products, foremost of which is our First State Accounting modules, a full featured integrated accounting package. What we do that most software companies do not is to cater to the whims and fancies of our customers... we customize!

We resell filePro, SCO Unix, Sound Ideas products like Reface and Internet Mail Manager, Axel Thin clients, Anita terminal emulator, Backup Edge, and Anzio Products such as Print Wizard. We also sell Unix servers which we will support after installation.

We have been in business for 25 years, still serving many of our original customers, and intend to double that record with good service and excellent products.

Check Out Our New Website:

<http://hoovercs.com>

We have completely redone our company website. It's packed with information without a lot of glitter. Here you can find descriptions on all of our products and services, including our First State Accounting modules.

- There is a 'News' section where you can keep abreast of latest developments and download a copy of this newsletter and past editions.
- Check out our 'Projects' page which describes many of our past accomplishments with our customer partners. Maybe your project is described there generically.
- Click on the 'What We Support' tab on the top bar to see hardware and software that we claim expertise on. Of course this does not limit our support to these products only.

- We describe 'Legacy Hardware & Applications' that we support; obsolete and semi-obsolete items that most computer companies would turn their noses up at, but we realize that many (if not most) companies still use "obsolete" hardware and software and are reluctant to change just because Bill Gates tells them to.

We will be constantly updating and changing this web site, so check back periodically. If there is any other content you would like to see included, please let us know. All comments are appreciated.