



The Red Wolf

AICCNC Attends RES 2005

Alliance of Professionals & Consultants, Inc. (APC) made it possible for the AICCNC to attend the 19th Annual National Reservation Economic Summit & American Indian Business Trade Fair— RES 2005 in Las Vegas, Nevada. The RES 2005 is the Indian Country's largest and longest running business trade fair. This year's trade fair included a record 245 booths.

RES is the premier gathering of American Indian entrepreneurs, tribal representatives, corporations & government agencies. It is an opportunity for networking and business transactions.

The AICCNC appreciates everything that APC has done to support the organization and many American Indian-owned companies in North Carolina.

This event touched on many aspects that per-

tain to American Indian Business owners.

Some of the things that were available at the conference:

- Networking with corporate, federal, and tribal government contacts
- Government and corporate contract opportunities
- Cutting edge information on Indian business opportunities and updates

Topics discussed at RES:

- Effective Procurement Strategies in Federal Government Contracting
- Proposal Writing for Government Contracts
- Joint Venture & Mentor Protégé programs that can help your business strategy
- Moving from Start-up to

Sustainable Business

- Exit Strategies for the 8(a) Program
- Keys to Business success within the 8(a) Program
- Opportunities in DOE Contracting



As a result of the RES conference, APC is now working with a prime Federal Government contractor to supply technical support.

Visit Alliance of Professionals & Consultants, on the web at:

www.apc-services.com



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Special points of interest:

- APC sponsors the AICCNC
- Protect one of your most valuable assets— data.
- Working with Cherry Point and other governmental organizations.

Best Practices: Protect What's Inside

The valuable data, not the hardware, is what really matters: data backup for small businesses. By Greg Anderson

A few months ago, I heard through the grape vine there had been a fire at my friend Mike's financial planning business, which did not worry me too much since I knew he would have taken the proper precautions to mitigate a potential crisis. After I found out everyone was safe, I reached Mike who said the recovery was a lot tougher than he expected.

I instantly thought the insurance company was giving him a hard time; however, that was not the issue at all. In fact, the company had responded very quickly and he had new equipment within a few days. To my surprise, his biggest problem was recreating client records. I asked him why his data was not backed up and was met with complete silence.

Prior to the fire, he kept receiving an error message from his back up utility and did not know if the problem originated from the software or the tape device. He had intended to spend time sorting out the issue, but days turned into weeks, which soon became months.

After our discussion, I discovered that analysts estimate almost half of the businesses that lose their data never recover. Of those that do reopen their doors, 90 percent fail completely within two years. It is easy to see how important it is for small businesses to have a continuity plan, but most do not.

Today, many small businesses continue to insure the cheapest part of their system. The computer itself. They do not do anything to protect the most valuable piece and the most difficult to replace. The data itself. Imagine the potential loss to a business with all of its customer information or accounting data on a computer that is destroyed and not backed up properly. The loss of a single computer could be devastat-

ing to a company, turning it into another statistic.

Even so, many small businesses still do not backup their data for many reasons. Time constraints, other priorities, or costs. Additionally, businesses that do backup their data usually do not do it correctly. They either backup the wrong information or not at the correct frequency and/or leave it on-site. While backing up the data and leaving it on-site reduces the chances of hardware failure, it does not do anything to protect against a natural disaster.

Small business owners readily agree their data is critical to survival and they should back up their data, but knowing that does not do anything to help with immediate needs of generating revenue. Most owners are focused on day-to-day activities and do not spend time on longer-term issues. Hence, small businesses need a service that protects against loss with an automated, worry-free solution.

Online backup services work like regular data backup software, with one important distinction: instead of sending backups to a tape drive or other media attached to the computer it is backing up, the data is sent over the Internet, regular telephone lines, or other network connections to an offsite server. Typically, it does this at night while computers are not being used, but most services also allow backups to be done on demand.

These services also accomplish several essential steps often overlooked or done improperly by other software: daily backups and redundancy. Most businesses do not keep a regular backup regimen because the person responsible for doing backups is too busy doing something else or they simply forget. Since remote support with automated software is usually done at night when nobody is using the computer, backups are always on schedule.

Ordinary backup software is often installed with a list of files to be supported. This set of files usually repre-

sents the state of an installed system and often misses critical files. Furthermore, it often fails to back up files that are added later resulting in few businesses taking the trouble to reset their backup software regularly. Constantly re-evaluating the computer system and adding files to the backup as needed may solve this problem.

The general definition of 'proper' backups requires redundancy. Multiple copies of the same files at different points in their development, called versions, should be maintained. For example, businesses should have a different copy of each backed up file for each session. In addition, files should be easily restored up to any given point in time. Large corporations do it, and so should small businesses.

Sending backups offsite for safe storage can be easily overlooked and cause almost every business to make its biggest mistake. Even if a company does everything else perfectly, successfully executed backups are useless if a building burns, or if tapes cannot be physically recovered from the premises. Most small companies that faithfully perform backups leave the tapes in the building with the computer, where they can be destroyed along with everything else. Online backup services help resolve this problem by automatically storing valuable data at more than one site allowing a business to remain in operation even if a catastrophe occurs.

Though online backup services can be efficient, there are a few things to consider. First is high-speed Internet access to back up all of the data. Another consideration is security to validate how the service secures data during transmission or while onsite.

Greg Anderson is senior director of product marketing for FrontRange Solutions, the Colorado-based provider of CRM and service management products.

North Carolina Business Cherry Point Expo

Thursday, April 7, 2005
9:00AM to 3:00PM

Marine Corps Air Station in Cherry Point, NC

Open to any North Carolina business that would like the opportunity to sell goods and services to the military. Military buyers and government credit card holders from Cherry Point and other government installations and offices will attend.

Interested businesses can go to www.ersvp.com/r/cherrypoint to get information about the kinds of companies most likely to benefit from this trade show and to register for the event.

Resources for New & Existing Businesses

Department of Defense Indian Incentive Program

It is a Department of Defense (DoD) program under which DoD prime contractors with eligible contracts may, receive a 5% bonus payment when they use Indian subcontractors. The DoD Appropriations Act earmarks \$8 million for this program, the purpose of which is to encourage greater use of Indian subcontractors.

Contact the AICCNC for more information.

Meet Our Members

Janice Wilnoty
Cherokee Data Fusions
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Whittier, NC 28789
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Tell us about your company.
We are a small business that provides computer training, develops web pages, and develops custom software and databases for individuals and business – specifically American Indians.

What is your role within the company?
I am the owner/ sole proprietor. I am an instructor for company strategy and develop custom software and databases.

What do you enjoy most about your work?
Working with today's technologies, interacting with tribal affiliations and keeping them up to date with the communications market.

What is the biggest obstacle for companies in your industry?

Finding skilled labor.

How is your organization dealing with this problem?

We are currently training employees in our field.

We are taking submissions from members to be in the next "Meet Our Members" section of *The Red Wolf*. Please contact the AICCNC (919) 510-9696 to be in an upcoming issue.

On This Date in History

March 1st

1831: According to a Georgia law, today is the deadline for all whites to be out of CHEROKEE lands deadline.

1851: Today, Governor McDougal, of California, will write to the President stating there are over 100,000 hostile Indians in California. He will inform the President

that an uprising is occurring. This information is false, and the Governor never specifies who's revolting or where the uprising is located. He requests permission to call out the militia as U.S. troops.

1856: A big "peace" conference is begun today by General William S. "White Whiskers" Harney.

March 2nd

1867: An act is passed today which will purchase a reserve for SAUK and FOX of 4.5 square miles.

1876: The Secretary of War is impeached for taking bribes to make political appointments.

1989: The NAVAJO Code Talker Monument is erected.



**AMERICAN INDIAN CHAMBER OF
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American Indian Member Companies



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Dale Nichols
General Manager

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Nextel 919.278.8450 150*108823*2
Fax 919.460.9780 drainmasters@earthlink.net
341 Kilmayne Dr. Suite 201, Cary, NC 27512

Commercial Residential Industrial

Drain & Sewer Rooter Specialist

Hydro Jetting
Pipe Lining
Slab Leak Detection
In-Line Video Inspections
Certified Backflow Testing
Water Heater Repair
Water Line Installation & Repair
Sewer Line Installation & Repair
Storm Drains & Basins Cleaned
Commercial Plumbing Contractor



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An Enterprise of the Eastern Band of Cherokee Indians

Becoming an AICCNC Member

If you know of an American Indian that wants to start a new business, contact the AICCNC.

There are three ways to obtain a membership application.

1. Go to the website- www.aiccnc.org, click on 'Membership Information'
2. Email the Chamber at info@aiccnc.org
3. Call Scott Roberts at the AICCNC office, (919) 510-9696

We can accept completed membership applications three ways.

1. Send via US mail to:
9201 Leesville Road, Suite 220
Raleigh, NC 27613-7540 or
2. Fax the application to (919) 510-9668
3. Email the application to:
info@aiccnc.org