

▶ WHICH VERSIONS OF MICROSOFT OFFICE WORK WITH WINDOWS 10?

▶ TOP TECH GIFTS FOR 2015

▶ MICROSOFT DEBUTS NEW SURFACE BOOK

XperText

“Insider Tips To Make Your Business Run Faster, Easier, And More Profitably”

XPERIENCE THE DIFFERENCE. WE'LL MAKE ALL OF YOUR COMPUTER PROBLEMS GO AWAY WITHOUT THE COST OF A FULL TIME IT STAFF

Last Chance To Save Up To \$25,000 In Taxes On IT Software, Equipment And Services

While many tax incentives for small businesses have been shot down in recent years, Section 179 of the IRS tax code remains one legal “loophole” worth looking into.

This year (unless Congress changes it at the last minute, which they have done in the past several years) Section 179 allows you to purchase up to \$200,000 of qualified equipment and software. With that purchase, you can write off up to \$25,000 as a Section 179 deduction.

That’s less than in previous years, but the good news is, you can still triple your savings. Here’s how:

1. Save on taxes. If your business could use new software, equipment or services, but the expense is just a little beyond your reach, the tax savings you’ll gain from a Section 179 deduction might just tip the balance in your favor.

2. Take advantage of year-end price reductions. Manufacturers and service providers need to look good to their investors at year’s end. It’s a great time of year to bargain for the best deal.

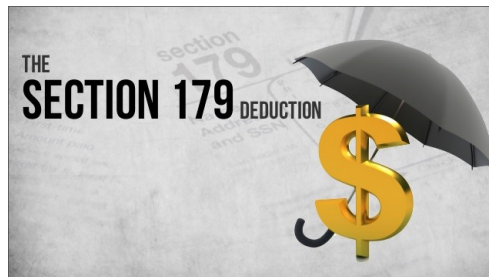
3. Leverage your savings with smart financing. Taking advantage of an equipment lease or equipment finance agreement could turn out to be the most profitable business decision you’ll make this year. How? By combining a properly structured equipment lease or equipment financing agreement with a full Section 179 deduction, your cash outlay for the year will very likely be less than your deduction.

Plus, your business can start profiting immediately from the new equipment, software or services you invest in.

AND, in the spirit of saving you money, we’ll GIVE YOU ONE FREE MONTH of our XperCARE Managed Service plan when you upgrade your network with us.

Just remember – these savings for 2015 evaporate at midnight on December 31. Call us today at (410) 884-0225 to get started.

Disclaimer: Everyone’s tax situation is different. Consult with your own tax professionals for specific advice.



Microsoft Offers Rebates For Switching To Windows 10



Microsoft is really pushing Windows 10 and would like its latest Windows OS to take the majority of the market share for desktops and laptops.

Microsoft is currently offering as much as a \$300 rebate to anyone who is willing to bring in a MacBook with a 13-inch display or larger and swap it for a new Windows 10 PC that is valued at \$599 or more from the Microsoft store. Bringing in laptops, which are either running on genuine Windows 8.1 and Windows 7, will score you a \$200 rebate.

Both trade-in rewards are part of Microsoft's "Easy Trade Up" promotion.



Congratulations to our September Starbucks Gift Card Winner, Alison Enokian from St. John's Episcopal Church

If you are a current XperCARE customer, and would like an opportunity to be entered into our monthly drawing for a **\$25 Starbucks gift card**, start filling out the survey you receive each time your support ticket is closed. We perform the drawing at the close-of-business on the last day of each month.

Which Versions Of Microsoft Office Work With Windows 10?

Following the release of Windows 10 in July 2015, many people have been asking about which versions of Microsoft Office work on this operating system. Here are the versions that work on Windows 10 and the differences between them.

Office 2013 and Earlier Versions of Office

Will older versions of Office work on Windows 10? This question has likely been on the minds of some Windows 7 and Windows 8 users who are thinking about taking advantage of Microsoft's offer of a free upgrade to Windows 10. According to the Windows Compatibility Center, Office 2013, Office 2010, and Office 2007 are compatible with Windows 10. Older versions of Office are not compatible but might work if you use the compatibility mode.

With that said, some Office 2013 and Office 2010 users who have upgraded to Windows 10 are reporting glitches. Some glitches are minor, such as slow startups. Other glitches are more troubling, such as not being able to open existing Word and Excel files.

Office 2016

Microsoft released Office 2016 in September 2015. It optimized this version of the productivity suite for personal computers with keyboards and mice. Windows 10 users can use the Office 2016 programs as part of an Office 365 subscription. There are Office 365 subscriptions for both home and business users. Different subscriptions offer different Office programs. For example, the subscriptions for home users let you:

- Install all seven desktop Office 2016 programs on one or more personal computers, depending on the plan you choose. These full-featured programs are Word, Excel, PowerPoint, OneNote, Outlook, Publisher, and Access.
- Install the Office Mobile apps on one or more phones.
- Install the Office Mobile apps on one or more tablets. If you have a larger tablet, you can install the desktop Office 2016 programs instead.



The Office 365 subscriptions for business users vary widely. The simplest plan lets employees use Word, Excel, PowerPoint, and OneNote through their web browsers. Plans for enterprises also let each employee install the full versions of all seven Office programs on personal computers. Employees can also install the Office Mobile apps on phones and tablets. If they have larger tablets, they can install the desktop Office 2016 programs instead.

When you have an Office subscription, you can get the latest Office program updates. Microsoft notifies you when it releases an update. You have the option to install it.

If you do not want an Office 365 subscription, you can buy a one-time-purchase version of Office 2016. Different editions offer different programs. Some editions include the full versions of all seven Office programs. Other editions include the full versions of only some of the Office programs.

Many Versions to Choose From

As you can see, many different versions of Office work on Windows 10. If you are uncertain of which version would work best for you, let the XPERTECHS team help you make this important decision.

Shiny New Gadget of the Month



Tossing Your Video Cam To The Wind

Shooting the perfect video for your business just got easier, thanks to a new flying camera that's smart enough to follow you on its own.

It's called the Lily flying camera, and it breaks new ground in ease of use. Just toss the camera in the air, and it starts shooting video. It can follow or circle or zoom in on a subject with ease. You just wear a special wrist beacon to control it.

Lily may be a cool toy, but it's also a great tool for your business. Shooting video from the air, hands-free, quite literally means the sky's the limit on what you can do. It also means you can shoot great marketing videos without having to buy a whole lot of new gear. Just toss Lily in the air, demo your product and let Lily capture stunning aerial footage for you.

Pre-order today at:
www.lily.camera

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Real Leadership Is Power With People (Not Over Them)

Everything we accomplish happens not just because of our efforts but also through the efforts of others. The biggest difference between people who manage others versus people who lead others is how they develop those under them.

As all leaders know, leadership is power *with* people, not power *over* people. Do you build people up or tear them down? Encourage or discourage others? Try to be the hero, or make heroes out of those around you?



According to researcher Tom Rath at Gallup, the No. 1 reason why people quit their jobs is lack of appreciation. Everyone wants to feel significant, to be recognized for what they do. It's important to make people feel appreciated. It's even more important to let people know there is someone who believes in them, so much so that he or she will not let them be less than they can be.

The 3 C's of Power with People:

- **Character** – Those who wish to influence others understand how important character is. When establishing character, it is critical to remember that the opposite of humility isn't pride; it is self-absorption. Few people can lead or inspire others, at work or at home, when they are self-absorbed.
- **Competence** – People who act as leaders exude competence – by their actions, by their appearances and in everything they undertake.
- **Connection** – When we act effectively as leaders, those around us bond with us – not because of our position or title in the organization, but because of their relationship with us.

Once you've developed these 3 C's in your relationships with others, you will be capable of leading. As a leader, your job is to act as a thermostat, not as a thermometer. Industrialist Harvey Firestone said, "You get the best out of others when you give the best of yourself." So give it your best.

Leadership Action Points:

- **Express your appreciation** – To act like a leader, celebrate the success of those around and under you as if it were your own.
- **Ask others what motivates them** – When was the last time anyone asked you what motivates you? Don't make assumptions about what motivates your team either.
- **Collaborate** – When it comes to decision-making, the oft-used acronym TEAM is true: Together Everyone Accomplishes More.
- **Practice diplomatic confrontation** – Rather than confronting the person, consider what behavior of his or hers needs to change. Confront the problem, not the person.

Mark Sanborn, President of Sanborn & Associates, Inc.

Top Holiday Tech Gifts 2015



Apple Watch



The iWatch will definitely be one of this year's most sought after holiday gifts. The most popular and robust smartwatch on the market is perfect for anyone on your list! Fitness software, hundreds of apps and the ability to send and receive calls is just the beginning. Price starts at \$349

Beats Powerbeats2



Pair these wireless headphones with your Bluetooth device within a 30-foot radius. They allow you to take hands free phone calls and adjust volume easily with RemoteTalk controls on your iOS device. Price: \$199.95

New Apple TV 4



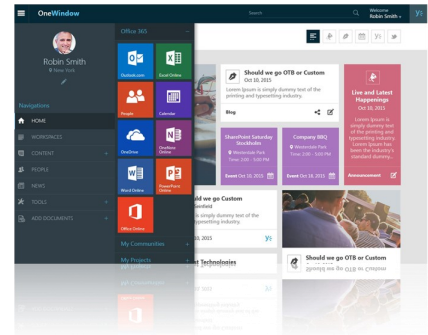
Apple's long-awaited fourth-generation Apple TV features 32 to 64GB of storage, and a touch-based remote control that doubles as a gaming controller. It has a brand new operating system called tvOS which includes deep Siri integration and the full App Store. Price: \$149.95

XPORTECHS Partners With OneWindow Workplace

XPORTECHS has just partnered with OneWindow Workplace to help businesses implement a social intranet that will help their employees work faster and smarter. OneWindow Workplace is an Intranet-as-a-Service solution that integrates the components of the Office 365 platform into a single digital Window and can be deployed in 80% less time than custom solutions.

Integrating with Microsoft Office 365 right out of the box, OneWindow Workplace creates a powerful, easy-to-implement digital workplace that can be tailored to your specific industry. No more designing and building. With OneWindow Workplace running on Office 365 you get the best elements of great intranets and team workspaces — fully integrated with Microsoft Office 365 and available day one.

Easily access all of the components of Office 365 (SharePoint Online, Yammer, Skype for Business, OneDrive for Business, Office Groups, Videos and Office Graph) in an easy-to-navigate, single digital Window. OneWindow Workplace incorporates all of the modern productivity tools for communication and collaboration that make it an effective way for you to quickly find what you need and share what you know.



Say goodbye to months long implementation process and complex solutions — get your team up and running in days collaborating with each other, getting answers, producing and distributing content and communicating with the greatest of ease.

Microsoft Debuts the New Surface Book

Last month, Microsoft hosted an event in New York City in which they announced new hardware including Surface products, high-end smartphones, a wearable device, Windows 10 for the Xbox One and their first laptop.

The brand new laptop, called the Surface Book, may have been the most exciting release of them all. The Surface Book may look like just a sleekly designed laptop, but there's more: it comes apart into two pieces and functions as a stand-alone tablet as well.



The convertible laptop boasts a 13.5-inch display, a trackpad made of glass, a backlit keyboard and a machined magnesium body. The Surface Book has the latest generation of the Intel Core processor and Microsoft claims its the fastest laptop of its size ever made, and has 12-hour battery life and a keyboard that is very quiet.

The Surface Book will start at \$1,499 and is available to pre-order now.