



IT Times

Insider Tips To Make Your Business Run Faster, Easier & More Profitably



Charles Babbage is known for creating the first _____.

- A. Vacuum tube transistor
- B. General-purpose digital computer
- C. Mechanical computer
- D. Software language

Answer on Page 2

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This monthly publication provided courtesy of Brian Bratchie, president of **B&L PC Solutions, Inc.**

OUR MISSION:

We Take Care Of Technology, So You Can Take Care Of Business.

THAT 'OLD' TECH?

You're Still Paying For It Every Month



Most people treat outdated technology like a favorite sock with a hole in it: clearly past its prime, but not bad enough to throw out yet.

You notice it here and there. It suddenly takes forever to send a simple e-mail. You hit save, and the screen freezes like it forgot what it was doing. It's frustrating, but it's not enough to stop what you're doing. You deal with it, move on and the tech keeps hanging around.

What doesn't feel like a big deal in the moment is costing you more than you think every single month.

At some point, 'still working' stops being enough.

Holding onto older systems can feel like a practical, frugal choice. If it's still working, why replace it?

The problem is that these systems don't just sit there. Over time, they start costing you in ways that aren't always obvious.

Your energy bills begin to creep up because older equipment works harder just to keep up. It uses more power, generates more heat and puts extra strain on everything around it, especially during summer. Newer systems are built to be far more efficient. They use less power and run cooler while doing more, which means lower operating costs over time.

Then there's the time side of it. Tasks that used to be quick take longer. Systems lag, files take longer to open and small delays become part of the day. Work doesn't stop, but it stretches out. That lost time adds up faster than most people realize.

On top of that, interruptions become routine. Systems freeze, connections drop and restarting things becomes part of how people get through the day. Each interruption might only take a few minutes, but it breaks focus and slows everything down.

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When you step back and look at the full picture — higher bills, lost time and constant interruptions — it becomes a lot harder to justify what you thought you were saving.

What it looks like when you stop paying for problems.

Once outdated systems are replaced where it makes sense, the difference shows up quickly.



Systems start when they're supposed to, without delays or second attempts. Restarting things stops being part of the daily routine. Your team spends their time working instead of waiting on technology. Energy use drops as newer, more efficient equipment takes over. And the ongoing costs tied to inefficiency and downtime start to come down.

The day runs more smoothly, your team stays focused, and you're no longer spending money to keep systems barely functioning.

What does this actually cost you?

Here's a way to think about it. If outdated technology costs each person on your team just 20 minutes a day in delays, freezes and workarounds, that's nearly two hours a week per person. Across a team of 10, that's close to 1,000 hours a year. Hours spent waiting, not working.

That's before you factor in the energy bills, the repair costs, and the wear it puts on everyone who has to work around it every day.

Is it time for a change?

If your systems are slow, if issues keep coming back or if your team has quietly gotten used to

working around the technology, you're already covering the cost. The only question is how much longer you want to keep doing that.

This doesn't fix itself. It just keeps costing you through lost time, higher bills and interruptions that never quite go away.

That's where we come in. As your IT partner, we don't just fix issues. We help you stop overpaying for technology that isn't pulling its weight. That means identifying which systems are costing you more than they're worth, helping you decide what should be replaced now versus later and recommending upgrades that are the right size for your business, not unnecessary ones.

We handle the transition so your team isn't disrupted, and we maintain everything going forward so you don't end up in the same position again.

Instead of guessing or putting it off, you'll have a clear plan and systems that truly support your business.

If you're ready to stop paying for problems, let's talk.

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Answer: C. Mechanical computer
Charles Babbage created the first mechanical computer designs, including the Difference Engine and the Analytical Engine. His work introduced automatic calculation, programmable computing, memory and mechanical printing, laying the foundation for modern computers.

CARTOON OF THE MONTH



"When fireworks show signs of quietly quitting."

LEADERSHIP IN THE AGE OF AI: JAY SHETTY ON THE POWER OF CONNECTED THINKING



CELEBRITY SPOTLIGHT

Even as AI reshapes how we work, Jay Shetty has a different kind of edge in mind, one that has nothing to do with software.

Shetty, bestselling author and host of the “On Purpose” podcast, took the stage at Ingram Micro ONE recently to make the case for what he calls “connected thinking” and why it may be the most important leadership skill you can develop right now.

“In an age where it feels like technology is in charge, I want to talk about the power of human connection,” he said. “Becoming a connected thinker is not only important, it’s necessary.”

A connected thinker, in Shetty’s words, is someone who can think as broadly and deeply as they choose. The leaders who do it best share one trait: They spot connections across departments, industries and markets that everyone else misses.

So, how do you get there? Shetty laid out four mindsets.

Mindset 1: Community

Most leaders think about building a strong network. Shetty pushes that further. It’s not about how many people you know; it’s about how different they are from each other.

“When you know lots of people who know each other, you create an echo chamber,” he said. “Your ability to be innovative, impactful and creative is reduced.”

If you’re e-mailing the same five people and bouncing ideas off the same group chat, you’re not stretching your thinking. You’re reinforcing it. A connected thinker actively seeks out perspectives that don’t already match their own.

Mindset 2: Coach

Great leaders don’t lead everyone the same way.

Shetty broke the room into four personality types: Doers, who live by deadlines and results; Inspirers, who run on energy and ideas; Perfectionists, who want precision above all else; and Supporters, who lead with empathy and care. Each needs to be spoken to differently.

“If I don’t learn to speak that language, I’m making it harder to lead,” Shetty said. The leaders who get this right don’t just manage people. They bring out what each person does best.

Mindset 3: Childlike

Ask a group of kids to draw 30 unique circles in 30 seconds and you’ll get soccer balls, bubble wrap, clocks and faces.

Ask adults, and you’ll get circles numbered 1–30. Somewhere along the way, the creative brain gets overruled by the logical one. Shetty’s challenge to leaders is to find ways to bring that curiosity back into meetings, into problem-solving and into the way you view your business.

“It’s fascinating what happens when you tap into that childlike mind,” he said. Innovation lives there.

Mindset 4: Coder

The founder of Pokémon Go didn’t set out to build a tech phenomenon. He wanted to get his kids outside, the way his own father once got him outside.

The technology served a deeply human purpose. That’s Shetty’s point about AI more broadly. “All we can do is humanize the way we use it and what we use it for,” he said. “The machine becomes us. We can’t be scared of anything we created.”

At a time when it’s easy to feel that humans are becoming less relevant, Shetty’s argument runs in the opposite direction. The four mindsets he outlines map directly onto the skills predicted to matter most by 2030: problem solving, critical thinking, creativity and people management.

The leaders who will thrive alongside AI aren’t the ones who out-tech it. They’re the ones who stay relentlessly, unapologetically human.

SHINY NEW GADGET OF THE MONTH

Plaud Note Pro

Capture Every Conversation,
Skip The Notes

If your day runs on conversations, this changes how you keep up. The Plaud Note Pro is credit-card thin, but what sets it apart is the “press to highlight” button — tap it during a meeting and the AI prioritizes that exact moment later. It records from up to 16 feet away, auto-detects calls versus in-person conversations and turns everything into structured summaries, tasks and insights.



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SCHOOL'S OUT, CYBERCRIMINALS ARE IN



School's out, which means the workday doesn't look quite the same as it did a few weeks ago.

Maybe you're starting earlier to wrap up sooner. Maybe you're working from home with a little extra background noise and fewer stretches of uninterrupted time.

Either way, you're adjusting to the new rhythm — and cybercriminals are adjusting right along with you.

This isn't your normal workday.

Hackers know that summer fragments your day, and they plan around it. They're not waiting for a major lapse; they're just looking for a quick decision made while your attention is elsewhere.

Cybercriminals don't rely on big, obvious scams. They send messages that look routine — an invoice, a shared file, a quick request — timed to catch you in the middle of something else.

That's when the click happens.

The click isn't the problem. It's what that click has access to.

When someone clicks a phishing link or opens a malicious attachment, it doesn't stop there. It opens the door to e-mail accounts, files and the systems your business runs on every day. From there, it moves quietly, spreading across accounts and accessing sensitive data before anyone realizes what's happening.

By the time it's noticed, the impact is already much bigger than one mistake.

Why 'just be more careful' doesn't work.

That assumes people have time to stop and evaluate every click. They don't. Work moves fast, attention is split and people are juggling more than usual.

The goal shouldn't be perfect attention. It should be building systems that don't rely on it.

If your team is moving fast and getting interrupted, your security needs to account for that. In practice, that looks like:

- Unique passwords for every login so one compromised account doesn't unlock everything else
- Multifactor authentication so a password alone isn't enough
- E-mail filtering that flags suspicious messages before they reach your team
- A culture where anyone can pause and ask, "Does this look right?" without feeling like they're slowing things down

None of this depends on perfect behavior. It's built for real workdays.

Summer doesn't create these risks. It just makes them easier to miss. If your business still depends on everyone catching everything, it's worth taking a closer look now.