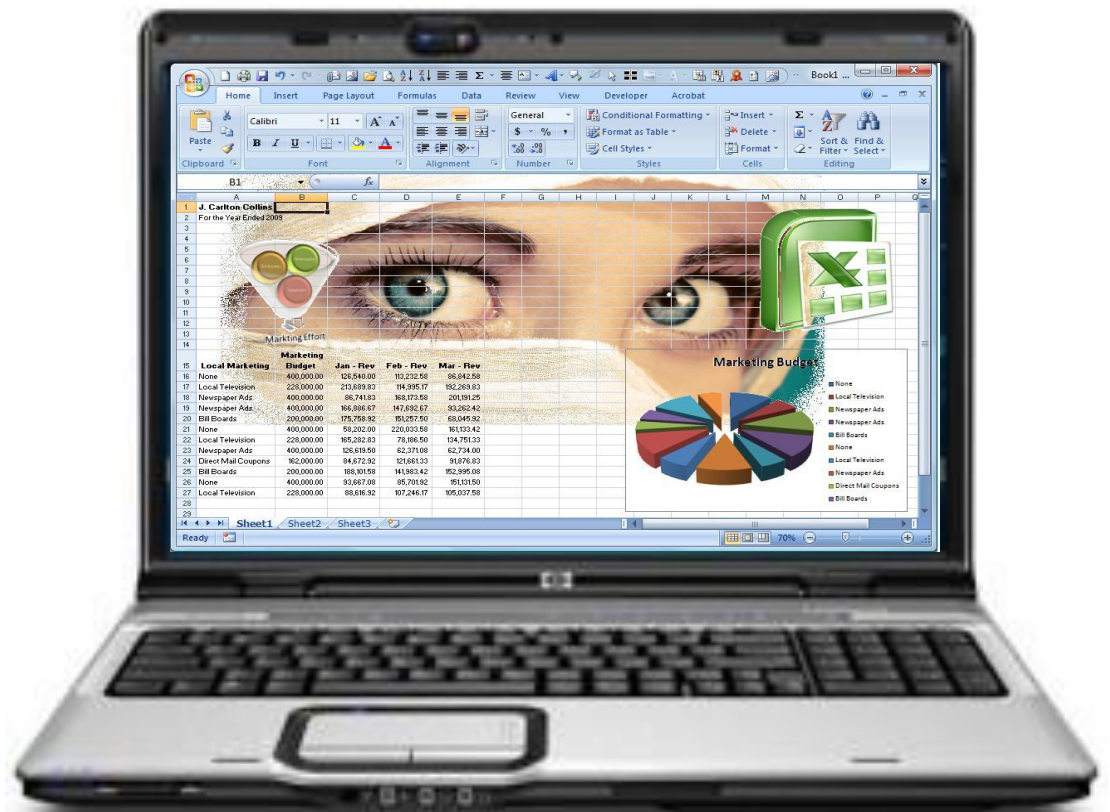


# ASA Research

# The Tech-Savvy CPA



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ASA RESEARCH

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## Course Information

<b>Learning Objectives</b>	To educate CPAs about the latest developments in hardware, software, technology devices and applications to help them better run their companies and perform their tasks.
<b>Course Level</b>	Intermediate
<b>Pre-Requisites</b>	None
<b>Advanced Preparation</b>	None
<b>Presentation Method</b>	Live lecture using full color projection systems and live Internet access with follow up course materials
<b>Recommended CPE Credit</b>	8 hours
<b>Handouts</b>	Templates, checklists, web examples, manual
<b>Instructors</b>	J. Carlton Collins, CPA



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# The Tech Savvy CPA



## CHAPTER 1

## It's a Technology World - Are You in It?

*The following article by J. Carlton Collins appeared in the Journal of Accountancy and has been updated*

Are you a technology champion or a technology laggard? Do you embrace technology or shun it? Presented below is a series of questions and explanations to help you determine how technology savvy you really are, and perhaps help you to identify where you could improve your technology performance.

1. Do you use a full sized computer, monitor and keyboard to get most of your work done (i.e. do you avoid using a laptop or tablet PC for the majority of your work)?

*Why this matters* - Laptop computers and tablet PCs are not ergonomic devices which makes it harder for you to be productive over extended periods of time. Your keyboard should be below located below desk height so your arms are parallel to the floor. Your monitor should be even with your eyes so your neck sits comfortably atop your spinal column. This allows your head to sit up straight atop your spinal column so that your neck muscles are not fatigued throughout the day – hence you can work longer and be more productive. Likewise a full sized keyboard, especially an ergonomic one, is more comfortable and allows you to work longer hours and avoid injury such as carpel tunnel syndrome.

2. Does your computer have more than one processor chip?

*Why this matters* – A fast computer waits on you rather than the other way around. In the same way that a small water leak wastes thousands of gallons over the course of a year, a slow computer can steal away a significant portion of your time and productivity. Newer computers with multiple processors are much faster. As a test, Excel should launch in one second or faster, documents should start printing in 3 seconds or faster, and web pages should pop up almost immediately. Anything short of this means that your technology is costing you time. Just 10 minutes of lost productivity each day adds up to more than a week of lost time each year.

3. Does your computer have more than 4 gigs of RAM?

*Why this matters* – Today's operating systems (such as Microsoft Windows 7) and applications need at least 2 gigs or more of RAM to operate fast and without glitches, and more if you intend to run multiple programs and open browsers at the same time. Any less RAM, and you are probably encountering frustrating glitches and losing time throughout the year. My HP Envy desktop computer cost \$849 (at Sam's Club) and has 12 GBs of RAM. My Rain Livebook laptop cost \$2,400 (from the Rain website) and has 16 GBs of RAM and my Sony Vaio Touchscreen Ultrabook cost \$1,149 (from the Sony website) has 8 GBs of RAM. All three computers run Windows 8.

4. Are you using a 64-bit operating system (such as Windows 7 or Windows 8 64-bit)?

*Why this matters* – For more than 20 years personal computers have employed 64-bit architecture, yet only recently have 64-bit operating systems emerged to take advantage

*of that power. If you are still using a 32-bit operating system, you are “old school” and your computer’s lack of performance is hindering your productivity.*

5. Do you have a flat panel monitor(s) on your computer?

*Why this matters – Older CRT style monitors used an oscillating beam of light which shined from the back of the unit onto the monitor screen and directly into your eyeballs. This makes working on an older CRT hard on the eyes and hinders productivity. A flat panel monitor of 19 inches or more (I use two 40 inch flat panel monitors which I admit is a little too much) will be a welcome addition to your computer that will enable you to work longer without eye fatigue and possibly avoid the health risks associated with using CRT monitors.*

6. Does your computer have 2 or more monitors?

*Why this matters – You need to try it to fully understand it. Having two monitors allows you to view multiple applications at the same time such as Word and Excel, e-mail and Excel, or Word and your web browser. This makes it much easier to refer to data on one screen while creating content in the other screen, cut and paste data, or monitor multiple sources of information simultaneously. For many years I used four 19 inch square monitors, but in 2012 upgraded to two 40 inch monitors for \$298 each from Pricegrabber.com. The two new monitors take up the same amount of width as my four older monitors, but they are twice as tall – effectively doubling my screen real estate. I do spend more time resizing and repositioning windows, but I find the extra effort is well worth it.*

7. Do you have a printer that duplexes (prints on both sides of the paper)?

*Why this matters – You can cut your paper costs in half by printing on both sides of the paper. Storage costs are also reduced and if you ship manuals or booklets, your shipping costs will decrease as well.*

8. Is your printer hooked up via a network connection (ie: not connected via printer cable)?

*Why this matters – The traditional printer port on your computer is slow by today’s standards. Setting your printer up as a node on the network (either wired or wireless) will increase printing performance by as much as eight fold. Producing a document in 30 seconds instead of 8 minutes will make you more productive.*

9. Does your e-mail address include your own domain name (ie: Not AOL, Gmail, Yahoo, or Hotmail)?

*Why this matters – A professional image matters. It takes only a few minutes and costs less than \$30 per year to purchase a domain name and a few hundred e-mail accounts based on your company’s name (rather than using free e-mail accounts that end in AOL, Gmail, or Hotmail as your primary e-mail address). To many, the use of a free e-mail account addresses is a sure sign that you work for a “rag-tag” organization. When many*

*see an AOL.com e-mail address, they typically assume the person to be a less sophisticated computer user. That's not the image you want to convey is it?*

10. Do you have a default signature block on all of your e-mails with complete contact information?

*Why this matters – If you are like most professionals, you send out thousands of e-mails each year. That said, it is a waste of your time to create thousands of signatures for each and every e-mail you send. Instead your e-mail system should insert a complete signature block for you. Further, your signature block should contain your complete contact data including company, city, state, phone, e-mail address and possibly the complete mailing address. To leave this data out is less than professional and will cause your recipient unnecessary effort should they wish to contact you or forward your contact information to a prospect or colleague.*

11. Have you ever created an e-mail group (in Outlook or elsewhere)?

*Why this matters – You probably have at least one, if not several groups of people that you communicate with frequently. A list of employees, friends, members, colleagues, etc. can be set up as a single e-mail group fairly easily, and thereafter you can communicate with that group just by sending an e-mail to the group name, rather than individual e-mail addresses. It takes only a minute to set up an e-mail group which could save you a significant amount of time down the road.*

12. Do you leave your e-mail up and running all the time?

*Why this matters – Your computer should wait on you, not the other way around. If you leave your computer on all the time, your e-mail reader (such as Outlook) will retrieve your e-mail every 3 minutes, and therefore your e-mail will be instantly ready to read when you are ready to read it. If you must boot up your computer, log into the Internet, launch your e-mail reader, and retrieve your e-mail messages; then checking e-mail will seem more of a chore than a useful tool.*

13. Do you have more than one e-mail address (ie: one for business and one for personal)?

*Why this matters – Almost everybody has the need to maintain a professional e-mail address, but it is also a good idea to have a free e-mail address (from Google or Microsoft for example) to use for personal correspondence or signing up for web site passwords (like that recipe web site). This helps keep your professional e-mail from becoming a spam target; whereas if your personal e-mail is targeted, you can just drop that email address and get a new one.*

14. Do you typically leave your computer on overnight?

*Why this matters - It takes about 4 to 5 minutes to boot up an older computer, launch the applications you were using the previous day, and retrieve the data files you were using. Likewise it takes 2 to 3 minutes to close applications and power down at the end of a day.*

*This task could cost you 20 to 40 hours of wasted time each year. Instead, set up a password protected screen saver and make sure your monitor and printer shuts down automatically after 15 minutes of inactivity, but keep your computer up and running. This also allows virus checks, spam checks and backups to run in the wee hours of the night. As a bonus, your computer will always be available to you via remote access from any internet connection in the world.*

*The arrival of newer computers with solid state drives (SSDs) has changed this recommendation a little – as today’s newer computers can boot up in 8 to 12 seconds. But still, there is merit to leaving your computer on so it can continue to collect emails real time, be available while you travel, and keep your work up and available so you can get started working much quicker when you return to your desk.*

*Note: A few people claim that leaving your computer on wastes electricity, but these same people would save far more energy per minute by walking or riding a bicycle to work, by washing their clothes by hand instead of using a washing machine, by raking leaves instead of using a blower, by drying your clothes by hanging them outside, by unplugging your instant on television while not in use. Until they adopt these other behavior changes, leaving your computer on saves you far more time per kilowatt hour.*

15. Have you ever logged into your computer remotely?

*Why this matters – Remote access allows you to securely access your computer from any internet connection in the world – be it from home, a client’s office or on a cruise ship half way around the world. With this technology you can check your e-mails, use your applications, and have access to all of your files via a secure connection. This also works well for remote training, troubleshooting, or for providing access to satellite locations.*

*Recent advancements in cloud computing make the need for remote access less important, but revelations that cloud based data is being watched by those cloud providers means that remote access may still be your best approach to accessing/sharing your data with yourself and other users.*

16. Have you ever connected to a wireless Internet signal?

*Why this matters – The world is fast becoming one giant hot spot where you can hook into the internet from practically anywhere. Once connected you can access your computer, read the latest news, check stock prices, communicate via Voice over IP, etc. Connecting to a hot spot is usually an easy process.*

17. Have you ever copy and paste-linked between two applications?

*Why this matters – It is easy to copy data and paste it into another application, and it is just as easy to paste-link that data so that when the original data changes, the destination data is updated automatically. Using the paste-link command can save you time and help you avoid errors.*

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18. Have you ever performed a Mail Merge to e-Mail in Word?

*Why this matters – There are numerous reasons for using mail merge. Perhaps you would like to send a personalized letter to all of your clients, produce a stack of custom contracts, or prepare an address booklet from a list or database of names. Word can extract data from a database, Outlook, Excel or other sources on a field-by-field basis to produce personalized letters or even personalized e-mails.*

19. Have you ever created a Pivot Table in Excel?

*Why this matters - One of Excel's more powerful features is the PivotTable – but you need a heavy amount of data to fully appreciate its power. The PivotTable command can instantly convert detailed transactional type data into sleek, drillable reports. Why spend hours churning and manipulating data into a report format by sorting, moving data around, and inserting formulas when the PivotTable command can accomplish this same feat in two seconds?*

20. Have you ever created a PowerView in Excel 2013?

*Why this matters – Excel 2013's PowerView feature works a lot like PivotTables, but allows you to create more powerful reports such as Map-based bubble charts or Date-based bubble charts which you can play over time to better judge changes or trends in your data.*

21. Have you ever had your computer read to you?

*Why this matters - Your computer can read to you. In some cases it may be more productive to have your computer read you that document or e-mail so that you can multi-task while listening. Simply add the Speak Cells or Speak Text tools to your Quick Access toolbar in Excel 2003 thru 2013 or Word 2013, highlight some data or text, and then click Speak Cells or Speak Text.*

22. Have you ever created or sent an electronic survey (ie: Using InfoPath or through Zoomerang)?

*Why this matters – Not only is feedback important, it has been shown that the act of asking for feedback is also important – whether you actually receive any feedback or not. There are many survey tools that will help you create a survey, send the survey, and automatically tabulate the survey results. When was the last time you asked your clients (or employees) how well you are doing or how you could improve?*

23. Have you ever searched your computer using Windows 8, 7 or Vista Fast Find?

*Why this matters - Windows XP and older computers take forever to search your computer – but Windows 8, 7, and Vista can find all of the files on your computer containing the word “Budget” in less than two seconds, even if there are hundreds of them. With this feature, finding that file you want is always easy. Once you have experienced this powerful search tool, you'll never again use the old search tools.*

24. Do you filter your Internet searches?

*Why this matters – Most search engines (such as Bing or Google) allow you to turn on filters to block inappropriate web sites. Using these filters will help you find the information you are seeking faster and will help you avoid distractions and inappropriate sites.*

25. Do you have high speed internet?

*Why this matters – The Internet represents the greatest opportunity to small business since the Renaissance. If you are surfing the Internet at slower speeds, then the Internet will seem more of a pain than a tool. Your computer should display web pages in about 2 seconds or less. Using dial up or slow DSL internet access is like preparing a lengthy tax return by hand – both processes are inefficient by today's standards.*

26. Do you produce your business and personal checks on a computer (ie: don't write them by hand)?

*Why this matters – Are you still writing manual checks? Why? There are many tools, (including free tools like VersaCheck, PrimeCheck and the Check Writing Partner) that will print the checks for you and each time you print a check your general ledger and income statement is updated. I pay my personal bills each month in about 6 minutes, how long does it take you? Whether for business or personal, manual checks will eat your time.*

27. Have you deposited a check using your smartphone app?

*Why this matters – It can take a great deal of time to drive to the bank and wait in line to deposit checks manually, but only 30 seconds or so to deposit them from the comfort of your own desk. Why waste your time or gasoline or wear and tear on your automobile – step up to the latest remote banking solutions.*

28. Do you have at least one social network set up (Linked In, FaceBook, Plaxo, MySpace, Twitter)?

*Why this matters – Who you know does matter – right? Social networks help you maintain your relationships be them business, personal, or casual. Linked-In is geared more for business relationships whereas FaceBook is geared more as a social tool that helps you maintain more personal relationships – but they both work well helping you keep track of all the people you know that might enrich your life professionally or personally.*

29. Have you ever printed out driving directions from Google Maps, Map Blast, or similar web site?

*Why this matters – Getting lost wastes time, wastes gasoline, pollutes the atmosphere, and makes you late to the event. Internet based map tools can provide excellent driving*

*directions that will prevent you from getting lost and hearing your spouse say “I told you so!”*

30. Do you read frequently on the internet?

*Why this matters – The bulk of the information that is printed in newspapers and delivered on television shows up on the Internet days earlier. There are thousands of web sites you might read to stay current, but free sites like the AP Wire online and DrudgeReport.com help keep you informed.*

31. Have you ever used smartphone navigation to locate food, pharmacies or the closets Target or Home Depot?

*Why this matters – Most smartphones provide a navigation tool which can list the closets restaurants, pharmacy’s or retail stores in about 10 seconds, and then provide turn-by-turn driving directions for getting there. Why waste time driving around inefficiently or getting lost – pull out your smartphone to save time and gasoline.*

32. Have you ever used traffic based navigation on your smartphone?

*Why this matters – Why this matters – Most smartphone’s navigation tool include real-time traffic conditions so you can often see traffic in time to avoid it. Why waste time sitting in a pile up – pull out your smartphone and use navigation even when you do know where you are going so you can possibly avoid timely traffic delays, wasting gasoline and polluting the atmosphere more than necessary.*

33. Have you ever made a Skype phone call?

*Why this matters – Voice over IP is now 20+ years old and is better than ever. You can call any computer in the world free of charge, or call any cell phone or land line in the world for a couple of pennies per minute. One cell phone call from Europe to the United States might cost you \$50 – but that same Skype call will costs less than twenty-five cents. Other video calling solutions include Facetime (Apple), Google Play, Tango, ooVoo, Fring, and Video Calls for Facebook.*

34. Have you ever published a web page to the Internet?

*Why this matters - There are billions of web pages out there – many of them obviously published by complete idiots - therefore you know that it must be easy – right? It is time for you to publish your own pages to the web. Pick your interest or expertise, write about it and publish it. If your content is useful or interesting to others you may attract interested parties to collaborate with, or customers to hire your services. Hint: In Word select “File, Save As A Web Page...”*

35. Do you have a decent web site (ie: fairly substantial, not lame)?

*Why this matters – The internet reaches out to more than a billion people in the world and costs practically nothing to create. The secret is to have lots of useful content – not just a lame bullet listing your services. Share your valued checklists, post your detailed articles, and publish case studies where you’ve helped clients before. Why wouldn’t you utilize this medium? Are you afraid others will copy your content? – if so, I guess you could simply hide in a cave and let the world pass you by.*

36. Have you ever visited your State’s camera based traffic web site?

*Why this matters – Most states and major cities display online road maps with live speed feeds, camera shots, and accident reports which can help you plot your trip and avoid heavy traffic. This makes it possible to do a quick traffic check before heading out the door so you can plan the best route, or so you can work 30 minutes longer and let the traffic die down a little.*

37. Have you ever shopped for and purchased an item over the Internet?

*Why this matters – Virtually everything in the world is 20% to 25% cheaper when purchased over the Internet. Further, the Internet typically provides detail explanations, pictures, video clips, schematics, etc. to help you become more knowledgeable before you purchase. Unless I plan to eat it right away, virtually all of my purchases (since 1996) have been made through the Internet. In 1999, I kept track and saved \$18,000 purchasing online compared to the best retail pricing I found.*

38. Do you keep your contacts, calendar, and to do list electronically (ie: in Outlook, not on paper)?

*Why this matters - The three most important things to CPAs are their contacts, their calendar, and their To-Do lists. Maintaining these items electronically allows you many advantages. For example, calendars are updated automatically when you accept meeting requests via e-mail. Calendars can be shared with one another. Calendars can be overlaid with other calendars to identify mutually available time slots. Contacts can be automatically updated via Plaxo. To-Dos items can be linked to time sheets. Most computer-based day planners will print paper versions that fit into the paper based day planner binders.*

*Hopefully your contacts are maintained in a cloud-based contact list so it is always accessible and can be updated from all of your devices.*

39. Do you carry a smartphone/cellphone so that you are reachable?

*Why this matters – Business never stops. Emergencies happen. Sometimes you are needed right away and a cell phone can make you the “hero” instead of a “zero”.*

40. Do you text on your cell phone?

*Why this matters – Texting is like e-mail in your pocket. People can reach you and you can reach them anytime, anywhere without interrupting. Texting also creates a permanent record that voice calls do not.*

41. Have you ever synced a handheld device or cell phone to your computer before?

*Why this matters – Entering large amounts of names and phone numbers into a cell phone is difficult and time consuming. Enter this information into Outlook instead, and the information will flow right into your cell phone via simple cable connection. Thereafter an occasional quick connection will transfer newly entered data from your phone to your computer, and vice versa so both devices have up to date data. Cell phones do become lost or stolen therefore backing up your information is a good idea.*

*Cloud-based solutions make syncing less necessary, but in certain situations syncing can still offer quick and easy benefits.*

42. Do you have a smartphone/cellphone ear piece or head set?

*Why this matters – Multi-tasking increases your productivity and an ear piece enables you to talk on the phone with your hands free. A hands free ear piece makes driving safer as well.*

43. Do you have wireless internet running in your office, home, or both?

*Why this matters – There is no longer a need to be tethered to the wall by a cable. Wireless technology allows you to network with other computers, print, and surf the Internet from anywhere in your office or home. This also saves money by eliminating the need to purchase cables, hubs and routers.*

44. Have you set up encryption on your wireless router?

*Why this matters – Installing a wireless router is like running a network cable out to the street so strangers can plug into your network. Setting up wireless encryption will solve this problem and it takes only a couple of minutes. Simply launch a browser and log into your router by following the logon instructions that that appears on the bottom or back of your router. This will enable you to turn on WPA encryption and assign a password. You will need to use this password the first time you through your computer, but afterwards your computer remembers the password and the connection will be automatic – and safe from strangers.*

45. Have you ever used a video projector before in a business situation?

*Why this matters – CPAs work with data, and ultimately that data needs to be delivered. In many cases the use of a full color projection system will help the CPA deliver that data and make the key points in a more informative and professional manner.*

46. Have you ever burned a CD?

*Why this matters – Sharing data, or saving data is a fact of computers. Burning data to a CD represents an inexpensive way to share, back up, or manage data.*

47. Have you ever used a USB thumb drive or SD Card?

*Why this matters – Floppy disks are extinct; they have been replaced by USB thumb drives which can hold up to 1,000 gigabytes or more of data.*

48. Is your computer protected by a UPS device?

*Why this matters – Power surges and power outages happen. A UPS device can keep the power up long enough to protect your computer against spikes and power surges, and will give you adequate time to power down your computer if the electricity is out for an extended period of time. Without a UPS, your computer and hard drive could be zapped at any time.*

49. Have you ever password protected a Word, Excel, or Adobe Acrobat PDF file?

*Why this matters – Some data is mission critical and needs to be protected. Almost every application provides the ability to password protect a file.*

50. Have you encrypted your data folder or computer hard drive?

*Why this matters – The data on a lost or stolen computer can easily be retrieved, even if a computer bios or Windows password is used. To absolutely protect data on a lost or stolen computer, you must encrypt that data. Windows 8, 7 Vista and XP Professional allow you to encrypt a file, folder, or entire hard drive in less than 5 seconds. With this level of protection, your data is safe, even if the computer is lost stolen, (assuming the computer is turned off when stolen and not already logged into Windows; and assuming the password you used to encrypt that file, folder or hard drive is strong).*

51. Do you maintain regular offsite back up of your data files?

*Why this matters – Like insurance, you hope that all back up efforts are a complete waste of time and money – but just in case the worst happens (such as a theft, fire or hard drive crash), you need to maintain a current backup of your data off site.*

52. Have you backed up your entire computer in the past year?

*Why this matters – It is not enough to back up your data, you should also back up your entire computer periodically to preserve applications, e-mails, e-mail settings, etc. as well as data files.*

53. Do you remove the hard drives before disposing of computers?

*Why this matters – Old computers, cell phones, and hand-held devices often have data left behind that hackers can exploit. Don't take a chance, remove the hard drives before disposal and either lock them away or smash them with a hammer. Or you could use a Rocket Fish device to convert that old drive into a useful USB drive.*

54. Do you remove the hard drives before disposing of copies and printers?

*Why this matters – For the past ten years, most copiers and printers contain a hard drive which captures thumbnail images of all your copies and print jobs. A hacker could access the hard drive and retrieve this data.*

55. Do you avoid donating or reselling your old smartphones and cellphones?

*Why this matters – Almost all smartphones and cellphones are formatted with FAT 32, which means when data is erased, it's not fully erased by overwriting the bits. Therefore a hacker could access any data on that old device and perhaps exploit the data to capture you identity, access important accounts, or some other malicious activity.*

56. Have you tried using a smartphone with 4G technology?

*Why this matters – 3G technology is roughly equivalent to 1.5 MBs transfer rates which is barely fast enough to tolerate. 4G technology is roughly 6 to 32 MBs which is much faster and makes the experience of using a smartphone very productive.*

Give yourself 2 points for each Yes answer. Use the following grading system to determine how tech savvy you are.

- |             |            |
|-------------|------------|
| A 90 to 112 | B 80 to 90 |
| C 70 to 79  | D 60 to 69 |
| E 50 to 59  | F Below 50 |

How well did you do? I admit that technology will always frustrate you to some degree, but in the end the benefits derived from technology far outweigh any minor frustrations and pains that accompany those new technologies. All it takes is a little effort and a good attitude to transform oneself from a “computer loser” into a “computer user”.

Most CPAs fail this test miserably, often with 60% or more scoring well under 50 points. I find these results surprising, but perhaps this says a lot about the use of technology among CPAs.

# Justifying Technology



## Chapter 2

## Justifying the Cost of Technology

The adoption of new technologies takes time, effort and money; however, I have found that the implementation of the right technologies always pays for itself in terms of time savings and improved accuracy. Technology can improve employee performance and save labor costs far in excess of the cost of that technology; therefore technology really costs you nothing. You can test this theory by comparing the revenue per employee generated by the Fortune 500 companies before the computer craze (say 1980) to revenue per employee generated today. The comparison is staggering. Today's employee generates from five to twenty times the revenue today compared to 1980 (even after adjusting these amounts for inflation). People aren't that much smarter today, they just work far more efficiently. Consider these examples:

**Letter Writing** – *I started my career in 1980 when the process of producing a letter involved handwritten drafts deposited in secretarial pools where eventually the letter would be typed and routed back to the author. A series of handwritten edits and revisions followed, including a typed envelope. This process could take several days to complete, copies were then made and filed away, sometimes in duplicate or triplicate. Later these files were archived or shredded - a process requiring yet more labor. Recording archived papers and retrieving them could take up to a half hour. At the time Xerox estimated that each page of paper produced by a corporation in 1980 cost about fifty dollars to produce, handle and store once all costs are considered. Today, letters are prepared faster on computers. Built in tools check spelling and grammar. E-mail systems send these letters immediately and archive them as well. The cost of producing that same letter today is estimated to be less than three dollars, and some estimates are far lower.*

**Time Sheets & Expense Reports** - *In the 1980's the manual time sheets and expense reports I prepared required handwritten reports including detailed calculations. Other employees would manually gather these reports and re-enter the data. Both procedures were prone to human error. Today many employees operate far more efficiently by entering their time and expenses into web browsers using convenient drop down boxes. Input time is dramatically reduced, the need for hand calculations are eliminated, errors are far less frequent, the need to re-enter data is eliminated, and built-in logic rules automatically check data for errors as entered.*

**Ordering** - *In the 1980's, companies employed a labor intensive reordering process which included manual inventory counts, comparisons to desired stock levels, preparation of purchase orders, mailing orders or manually phoning them in to the suppliers, re-entering orders by the suppliers, etc. This process was slow and subject to redundancy and errors. By contrast, today's automated supply chains track goods sold and automatically reorders those goods when optimum re-order points are reached. Electronic orders are sent to the suppliers accounting system automatically for immediate processing.*

*There is virtually no labor involved. Built-in logical rules ensure that goods are reordered at the optimum times, and at optimum quantities. Just-in-time inventory systems have dramatically reduced the order to shelf time from about 90 days (for J C Penny's in 1980) to less than 3 days (for much of Wal-Mart's goods today). Quicker orders allow companies to carry lower levels, which in turn reduces the carrying costs and interest on the floor plan note.*

Hundreds of similar examples regarding direct deposits, bar code scanners, cellular phones, financial reporting, the Internet, CRM tools, printers, faxes, e-mail, spreadsheets, etc. offer proof that technology has dramatically reduced the expenses for all business large and small. Given the dramatic impact technology can have on a company, it is folly to believe that one-time investments in computers alone are enough. Companies should embrace and update their technologies each year including computer hardware, software, training, peripherals, and infrastructure. If a microwave oven took 8 hours to bake a potato, you would never use that microwave oven. Likewise, if your slow Internet connection takes 10 minutes to dial up, get connected, search, surf and find what you are looking for, it is doubtful that you will use that Internet technology to its fullest.

It has been said that “the latest thing these days is computer dating – if you don’t know how to use one it really dates you”. Don’t get left behind, roll up your sleeves and embrace the latest technologies that will make you more efficient and competitive in the market place. These days “thinking cheap” may be the most expensive mistake you can make.


# 2013 Technology Topics



## Chapter 3

# 2013 Technology Update

## J. Carlton Collins



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# Objectives




1. Microsoft Tag
2. Smartphone Apps
3. Solid State Drives
4. ~~UltraBooks~~
5. ~~Windows 8~~
6. Google Glasses
7. Privacy
8. Latitude
9. Office 2013
10. NFC & Tap and Go
11. ~~BitCoin~~
12. SD Printing
13. Sew Stop
14. ~~Cloud~~
15. Speech Recognition
16. YouTube
17. Ted Talks & Distance Learning
18. 500 Pages of Tips

# Microsoft Tags



# Microsoft Tags/QR Codes

1. Everyone has a barcode scanner in their pocket
2. Works like a bar code using free Smartphone tag scanning app
3. Demo - Make your own Tag(s) for free ([tag.microsoft.com](http://tag.microsoft.com))
4. Links to your web site, text, phone number, vCard, or app download
5. Option allows you to set tags to expire
6. Make custom tags from any design
7. You can later edit a Tag, but not a QR code
8. Reports show you tag traffic
9. See a tag in action
10. [Tag success stories](#)
11. TagTags - send text message - a smartphone is not required...

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# Smartphones Tablets & Apps



# Smartphones

Detailed Comparison of Smartphones by features:

[http://en.wikipedia.org/wiki/Comparison\\_of\\_smartphones](http://en.wikipedia.org/wiki/Comparison_of_smartphones)

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## Smartphone Apps Demonstration

1. Tag Reader	16. Drudge Report
2. Text Message (Using Voice)	17. Exit
3. Navigation (Using Voice), via TurnByTurn - iStock.com	18. EverNote
4. Traffic	19. Mobile Hotspot
5. Wells Fargo App	20. Flashlight
6. CVS App	21. SkyMap
9. Gas Buddy	22. Compass
15. PriceCheck	23. Decision Making Tools
4. Camera, Pictures to FB or EverNote	24. Piano
8. Dropbox	25. E-Mail
10. Open Table	26. Docs, Calendar, More
11. Nmap	27. AppStore
12. Trigt	28. Radar Now
13. YouTube	29. Connect-Wi-Fi
14. Google Search	30. GolfShot

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## Smartphone - Recommended Accessories

1. Recharger – Office
2. Recharger – Home
3. Recharger – Car
4. Recharger – Luggage
5. Car Piece (Bluetooth)
6. Headphones for Office use
7. Boom Microphone
8. Speakers
9. Protective Case – Otter Box
10. Cigarette Converter
11. Docking Station
12. Dash mount
13. Motorcycle Headphones



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## Choosing A Smartphone

1. Start with best provider in Your Locality.
  - Verizon Wireless (111.3 million)<sup>[1]</sup>
  - AT&T Mobility (106.2 million)<sup>[2]</sup>
  - Sprint Nextel (56 million)<sup>[3]</sup>
  - T-Mobile USA (33.168 million)<sup>[4]</sup>
  - TracFone Wireless (21.3 million)<sup>[5]</sup>
  - MetroPCS (8.3 million)<sup>[6]</sup>
  - Cricket Wireless (5.9 million)<sup>[7]</sup>
  - U.S. Cellular (5.8 million)<sup>[8]</sup>
2. Chose a 4G option

Usually \$0 to \$200 with contract.

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# Solid State Drives



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## Solid State Drives (SSD)

1. No Moving Parts, Much Faster, Less Susceptible to Damage
2. No spin up time – so almost immediate results
3. Uses far less energy
4. Fragmenting not an issue
5. 10 times more expensive (\$1-\$2 /GB vs \$10-\$20/GB)
6. HDD 5600, 7200, 10,000, 15,000 RPM
7. Performance degrades over time.
8. Limited life span???
9. [SSD Video](#)
9. Hybrid drives

Intel SSD 600 Series 60GB

Intel SSD 600 Series 60GB

**\$142**

Samsung SSD 840 Series 128GB

Samsung SSD 840 Series 128GB

**\$369**

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### Touchscreen Ultrabooks

- Touchscreen Ultrabooks (TUs) offer both touchscreen and keyboard/mouse interfaces.
- Touchscreen Ultrabooks are thin, lightweight, fast booting, and usually larger than tablet PCs.
- Some TUs can be split, so the monitor portion can be used as a tablet.
- Windows 8 supports both application interfaces.

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### Examples of Touchscreen Ultrabooks

As of November 10, 2012

 <small>Lenovo Yoga Hybrid Ultrabook 13.3"</small> <small>See All Time Ratings</small> <b>As low as \$999.99</b>	 <small>HP ENVY Touch-Screen Ultrabook 13.3"</small> <small>See All Time Ratings</small> <b>As low as \$749.99</b>	 <small>Acer Ultrabook 14" Touch-Screen Ultrabook</small> <small>See All Time Ratings</small> <b>As low as \$729.99 12%</b>	 <small>Acer Aspire S7 13.3" Ultrabook</small> <small>See All Time Ratings</small> <b>As low as \$1,649.99 11%</b>	 <small>Samsung Ultrabook 13.3" Touch-Screen</small> <small>See All Time Ratings</small> <b>As low as \$849.99</b>	 <small>Samsung Touch-Screen Ultrabook 13.3"</small> <small>See All Time Ratings</small> <b>As low as \$849.99</b>
 <small>Sony VAIO Z1000K Ultrabook 13.3"</small> <small>See All Time Ratings</small> <b>As low as \$1,299.99 11%</b>	 <small>Toshiba Portege Z900 Ultrabook 13.3"</small> <small>See All Time Ratings</small> <b>As low as \$829.99 11%</b>	 <small>Acer Aspire S7 13.3" Ultrabook</small> <small>See All Time Ratings</small> <b>As low as \$1,649.99 11%</b>	 <small>Toshiba Satellite Z900 Ultrabook 13.3"</small> <small>See All Time Ratings</small> <b>As low as \$649.99 12%</b>	 <small>Acer Aspire S7 13.3" Ultrabook</small> <small>See All Time Ratings</small> <b>As low as \$1,299.99 11%</b>	 <small>Acer Aspire S7 13.3" Ultrabook</small> <small>See All Time Ratings</small> <b>As low as \$1,299.99 11%</b>



### Examples of Windows 8 Screens



Windows 8 Start Screen



Touchscreen (Start - 4%)

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### Examples of Windows 8 Screens



Start Apps Screen


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### Key Windows 8 Enhancements




1. New touchscreen user interface
2. Faster boot-up
3. Tap and Do
4. Windows To Go
5. USB 3.0
6. Installed apps include
  - a. Microsoft Mail
  - b. Calendar
  - c. SkyDrive
  - d. Photos
  - e. People
  - f. Messaging
  - g. Video
  - h. Music.
7. SkyDrive
8. Wireless sensing
9. Longer battery life
10. Improved Wi-Fi
11. Windows Store, similar to Apple's App Store
12. File History
13. Picture password

### Faster boot-up



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### Tap and do



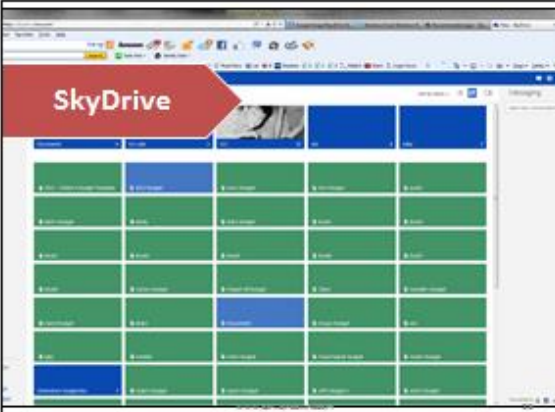
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### Windows To Go



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### SkyDrive

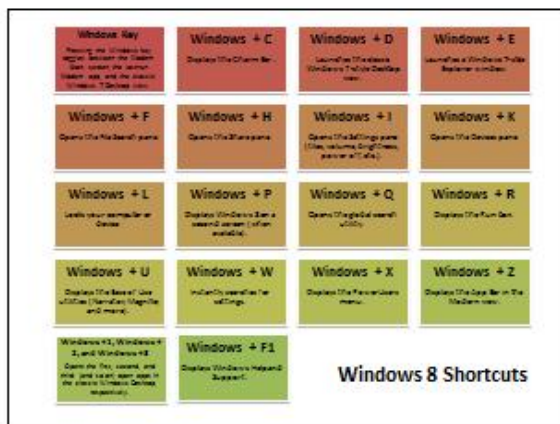


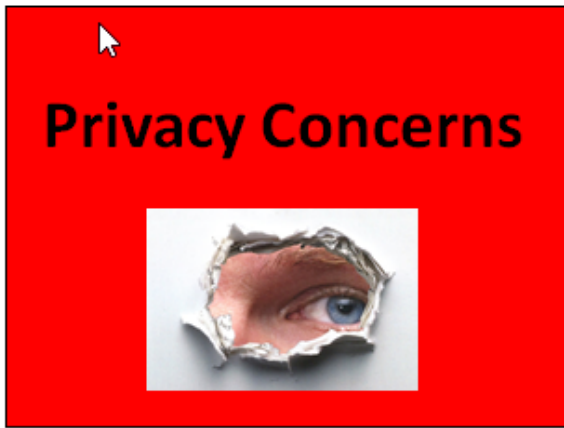
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### Improved WiFi



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- Privacy Concerns**
1. [Cloud monitoring](#)
  2. [Echelon](#)
  3. Copy machine and printer [hard drives](#)
  4. Google search [history](#)
  5. Comcast web page [history \(case\)](#)
  6. Traffic [cameras](#), store cameras, [beach](#), [Old Faithful](#), Gorillas, [SB](#), [beach](#), [Aruba](#), [Bees](#)
  7. [Drones in the sky](#), [small drones](#)
  8. [GPS Tracking](#), [Google Latitude](#)
  9. Social media data mining & profiling
  10. RFIDs
  11. [Arrest Records](#)
  12. [Carlton's Top 25 Security Measures](#)



**Google Latitude**

Track a person via their smartphone

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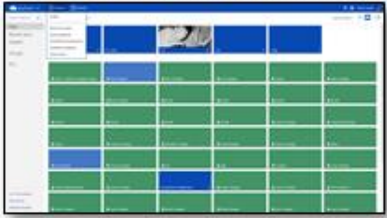
- Selected New Features in Office – At a Glance**
- |   |  |
|---|--|
| <p><b>New Global Features in Office 2013</b></p> <ol style="list-style-type: none"> <li>1. Touch Screen Enabled</li> <li>2. Windows 8 Style Tiles</li> <li>3. Cloud Enabled</li> <li>4. Office 2013 Web Apps</li> <li>5. Subscription Pricing</li> </ol> <p><b>New Features in Excel 2013</b></p> <ol style="list-style-type: none"> <li>6. Quick Analysis</li> <li>7. Track FIB</li> <li>8. Power View</li> <li>9. New PivotTable Tools</li> <li>10. Fully New Functions</li> <li>11. Recommended Pivot Tables &amp; Charts</li> <li>12. New Chart Controls</li> <li>13. Get A Link</li> <li>14. Publish Excel Data to Social Media</li> </ol> <p><b>New Features in Word 2013</b></p> <ol style="list-style-type: none"> <li>15. Open and Edit PDF Files in Word</li> <li>16. Threaded Review Comments</li> <li>17. Read Mode with Page Turning</li> <li>18. Alignment Guides</li> <li>19. Placeholder</li> </ol> | <p><b>New Features in Outlook 2013</b></p> <ol style="list-style-type: none"> <li>20. Improved Icons Design</li> <li>21. Navigation Bar</li> <li>22. Internal and Cloud Support</li> <li>23. Reading Pane Utility</li> <li>24. Shared Mailboxes</li> <li>25. Improved Calendar Sharing</li> <li>26. Calendar Based Weather Reports</li> <li>27. Social Media Integration</li> </ol> <p><b>New Features in PowerPoint 2013</b></p> <ol style="list-style-type: none"> <li>28. Improved Presenter View</li> <li>29. New Presenter Tools</li> <li>30. New Touch Screen Gestures</li> <li>31. New Review Tools</li> <li>32. Present SlideShow Online for Free</li> <li>33. New Themes</li> <li>34. More Templates</li> <li>35. New Transition Effects</li> <li>36. Smart Guides</li> <li>37. Merge Shapes</li> <li>38. Auto Detect Properties</li> <li>39. Motion Path Cloner</li> <li>40. Eyedropper</li> </ol> |
|---|--|

### Subscription Pricing

Office Edition	Users/PCs	Price	Included
<b>Package Options:</b>			
Office Home & Business	1 user/3 PCs	\$279.99	Word, Excel, PowerPoint, OneNote, Outlook
Office Professional	1 user/2 PCs	\$499.99	Word, Excel, PowerPoint, OneNote, Outlook, Access, Publisher
<b>Subscription Options:</b>			
Office 365 Professional Plus	<ol style="list-style-type: none"> <li>1. Installs on more PCs</li> <li>2. Never upgrade again</li> <li>3. Superior iMap email</li> <li>4. Better security</li> <li>5. File Sharing</li> <li>6. Eliminate upfront capital costs</li> <li>7. Eliminate balance sheet liabilities</li> </ol>		
Office 365 E3 Plan			

A free limited version of Office 2013 is available at [home.live.com](http://home.live.com), Outlook.com or Skydrive.com

(See cloud slide for more details)



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### Office 2013

- Touchscreen ready
- Smartphone enabled
- Windows 8 Look & Feel with Modern Tiles
- Cloud-friendly
- Runs on Win7 & Win8, not on XP or Vista
- Buy or Rent (Rent on premise)



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# NFC

### NFC – Near Field Communication

6 Inch Range

<http://www.tubechop.com/watch/732835>



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# Bitcoin



**Digital Money**  
 & i. Common Coins

In 800 AD, the Chinese Yuan Dynasty first regulated coins with paper money. In 2011, Richard Nixon took us off the gold standard. The value of paper money is easily manipulated by countries and people such as 20 Rockefeller and George Soros. 88 times in the past 100 years hyperinflation has devalued the monies of 88 countries. Today we have money as something tangible and real, but it is not. What is the real difference between these 2 pieces of paper?



1. Richard Rahn's *The End of Money* (1996); David Wolman's *The End of Money* (2012); Thomas Dwyer's *The End of Money* (2009); Lator & Dwyer's *Reinventing Money* (2012).



2. Examples of Digital Money:

- Credit Cards
- Debit Cards
- Prepaid Gift Cards
- Metro Contact Tickets (Paris France)
- The Square (50 seconds)
- NFC
  1. Google Wallet in Action - <http://www.youtube.com/watch?v=rlUj6e8mng> (5:06)
  2. Kim Koyonjo on Mobile Payments - <http://www.youtube.com/watch?v=sdLwL8U1Q-20>

3. 2013 Cyprus Banks were billions. [@Cyprus](http://bit.ly/1333333)



4. Imagine:

- Making a person-to-person cash transfer with your phone...
- ...with no transaction fees.
- Your phone replaces your wallet (3 second [second video](http://bit.ly/1333333) Google wallet)
- The end of counterfeit money.
- The end of inflation.
- Your money kept where governments could not touch it (ie: a Cyprus Bank).
- Your money kept where governments could not watch it.
- Transactions that are truly private – no more "New Year Neighbor" programs.

**bitcoin**

1. [www.BitcoinWorks](http://www.BitcoinWorks)

2. Bitcoin was introduced in 2009 by an unknown person using the alias Satoshi Nakamoto as the world's first "global neutral" currency.

3. Bitcoin is an electronic form of currency which does not rely on a central government authority.

4. You can use Bitcoins to avoid currency exchange fees.

5. You can use Bitcoins to avoid transaction fees.

10. Key Points:

- Bitcoins are transferred electronically via [public payments](http://bit.ly/1333333)
- Transactions are irreversible.
- Transactions are not anonymous, all are available for the public to see.
- Recommended that you create a new address for each transaction.
- Double spending is prevented by using a block chain.
- Transactions are finalized within seconds and verified within 10 to 60 minutes.
- Transactions can be received at any time even when your computer is turned off.
- Currently \$300million in circulation, 40,000 transactions a day.

**3-D Printing**



<http://www.tubetech.com/watch/1134223>

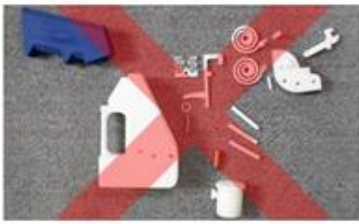


**Starting at \$1,488**

Slide 48

**3D-printed firearm plans downloaded 100,000 times, State Department steps in**

by [www.technology.com](http://www.technology.com) posted May 10th 2012 1:10PM



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**How Long Would It Take to 3D Print Your Dream House?** Slide 49

3D Printed House on 10/23/2012 © Carlton Collins.com

**27,735 Bricks**  
**\$332,820**

And it would take 220 years, 4 months, and 11 days to print

**Reprint**



3D printing is all the rage these days. The technology has been used to print a wide range of objects, from shoes and handgrips to custom implants for medical applications. What they haven't managed to 3D print yet are houses. Don't expect that to happen anytime soon, though, because it'll probably take a whole new kind of plastic to actually print a house that'll last. Aside from the material, it's also going to take an infinitesimally long amount of time given the size and repetition of current 3D printers.

If you're curious, real estate blog Monoto has come up with a calculator that'll let you compute how long it'll take to 3D print the house of your dreams. It will also provide you with a rough estimate of the cost of your 3D printed house, along with the number of bricks your house will need. You can check out the 3D Print your House calculator online.

# Saw Stop



## Saw Stop

60,000 table saw accidents a year; 10 fingers a day  
<http://www.wimp.com/amesintechology/>



Chain saw - <http://www.youtube.com/watch?v=An-Fm1n4Vw&feature=ywv>

[www.carltoncollins.com](http://www.carltoncollins.com)

# Cloud Computing




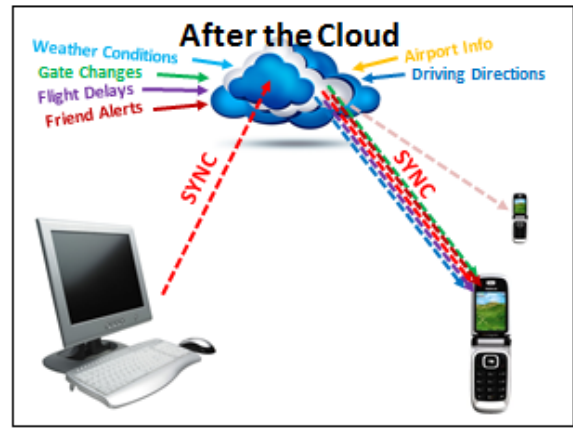
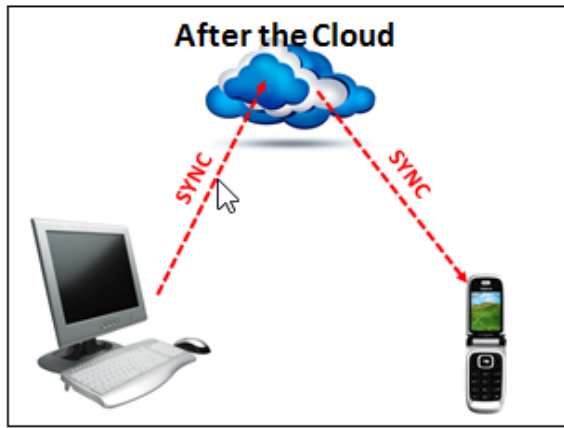
## Shhhhh!

Cloud computing is really just another word for the internet

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## Before the Cloud





Slide 57

**Eight Ways in which Cloud Computing is Transforming the Way We Work**

- Merging Real Time Data with Your Information** – Your TripIt itinerary doesn't just show you your hotel and car rental information, it also uses real time weather reports, airplane arrival and delay, airport gates. GasBuddy shows you the gasoline prices all around you. Your maps show you the speed of the traffic ahead of you.
- Easier Access** – Cloud computing means that you will be able to access information from a number of devices that are connected to the internet. All you will need to have are the login credentials in order to get to your particular area on the cloud.
- Easier Storage** – There is going to be much more room for information storage in a cloud. This means that there is going to be more information that can be stored on the cloud.
- Back Up For Business** – Businesses are going to need backup for the information that they are holding. This is going to mean taking a good look at your systems and find out how you can restore all of that information quickly. With cloud systems, this becomes much easier.
- Security** – All cloud systems are becoming more and more secure. Even if you are just looking for your own personal online form of storage, then you will be happy to know that your information is going to be protected.
- Convenience** – Easier access is going to make for more convenience. You do not have to carry around a hard drive with you all the time if you are on the go. This is good for individuals as well as businesses.
- Pricing** – The price of cloud storage actually doesn't cost that much. For businesses in particular, it ends up becoming a very cost-effective form of backup. All you will need to do is rent a certain amount of space.
- Flexible** – Flexibility is one of the main reasons that a lot of businesses enjoy using cloud services. If they have a certain amount of space, then they can use that to store information. If more space is needed, then all you need to do is increase it and pay the increased fees. This means that you do not have to buy more space than you need. You can always get more data storage and pay for it as you need it. Again, this ties in with the overall cost-effectiveness of using a cloud system.

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**Microsoft's Mail & SkyDrive (Formerly) Windows Live**  
Windows Live is a set of services and software products from Microsoft, consisting of related Office applications, a Web 2.0 blog, media, and a services platform.

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**Google Docs**  
Like Microsoft's Office, Google Docs is a free, Web-based office suite of data management offered by Google in its Google Chrome browser. It allows users to create and edit documents online and to collaborate in real-time with other users. Google Docs replaces the features of Word and spreadsheets with a presentation program incorporating features Google Docs has introduced. Data changes are saved to a cloud server in real-time. In 2012, Google Docs was replaced by Google Drive. Documents using Google Docs will continue to be saved towards the end of the year. Storage and cloud storage features by Google will be disappearing as of April 15, 2012. This version is an replacement of Google Docs which Google Drive was replaced by in the year April 15, 2012.

**DropBox**  
DropBox is a file hosting service operated by DropBox, Inc. that allows users to change file content online, and share it with other DropBox users. It works as a cloud storage service. In 2012, DropBox was replaced by Google Drive. Documents using DropBox will continue to be saved towards the end of the year. Storage and cloud storage features by DropBox will be disappearing as of April 15, 2012. This version is an replacement of DropBox which Google Drive was replaced by in the year April 15, 2012.



### Example YouTube Clips

RFIDS - <https://www.youtube.com/watch?v=xNhl59u07>  
 RFID Flip - <http://www.tubehop.com/watch/734446>  
 ATM Scam - [https://www.youtube.com/watch?v=m3qK46L2b\\_c](https://www.youtube.com/watch?v=m3qK46L2b_c)  
 Installing Electrical Wiring - <http://www.tubehop.com/watch/734456>  
 Installing Bee Hive - <http://www.tubehop.com/watch/734467>  
 Learn the Guitar - [http://www.youtube.com/watch?v=8Qof278F\\_00](http://www.youtube.com/watch?v=8Qof278F_00)

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### YouTube:

More content published to YouTube in a 60 day period than the three major U.S. television networks created in the past 60 years. 490 million unique users worldwide per month, who rack up an estimated 92 billion page views each month.

YouTube is a phenomenal learning center. *Carlton's Prediction* – YouTube University will be the world's largest learning center within 5 to 10 years.

[www.tubehop.com](http://www.tubehop.com) – Crop a portion from any YouTube video  
[www.mixpod.com](http://www.mixpod.com) – Combine cropped portions of YouTube clips  
[www.vkey.com](http://www.vkey.com) – Convert YouTube clips to self-running MP4s on your computer

Uploading to YouTube is Easy (quick demonstration)  
 Embedding Code (Bandwidth and Codecs come from YouTube web site)

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### Ted Talks **TED** Ideas worth spreading

Who is Ted and why does he talk so much?

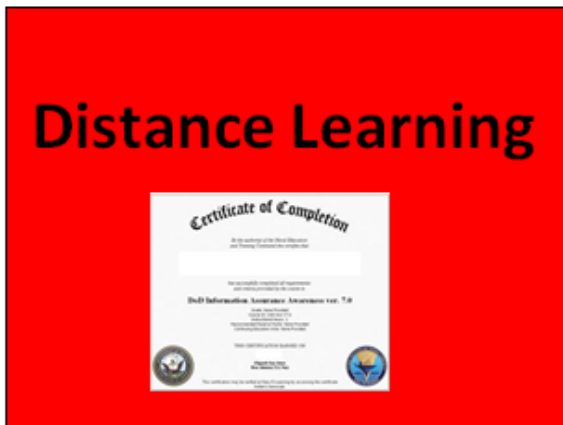
TED = Technology, Entertainment & Design

Average 6 to 12 minutes, not professional speakers

Creativity - <http://www.tubehop.com/watch/733384>  
 Best Thing - <http://www.tubehop.com/watch/733396>


Sugata Mitra shows how kids teach themselves - [http://www.ted.com/talks/sugata\\_mitra\\_shows\\_how\\_kids\\_teach\\_themselves.html](http://www.ted.com/talks/sugata_mitra_shows_how_kids_teach_themselves.html)  
 Start at 7:43, or 9:37

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### Distance Learning

- No admission, No Credits (Certificate)
- [Harvard & MIT \(EdX\)](http://www.edx.org) 100,000+ students worldwide
- [EdX](http://www.edx.org) (MIT, Harvard & others) 100+ courses, Free and 200+ courses for credit
- Remote Access Tools for Remote Training – Skype



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# 500 Pages of Tips




## Carlton's JofA Articles

- [www.CarltonCollins.com](http://www.CarltonCollins.com)



# Google Fiber-Optics



## Google Fiber

Google Fiber is a project to build an experimental broadband internet network using fiber-optics, 100 times faster than today's broadband.

Austin, Texas; Kansas City, Kansas; Kansas City, Missouri; North Kansas City, Missouri and Provo, Utah.

Three pricing options:

1. Free – 5 Mbps speed
2. \$70 per month 1 Gbps (1,000 Mbps) speed, includes 1 terabyte of Google Drive
3. \$120 per month also includes television with 2 terabyte DVR recording up to eight live television shows simultaneously. Nexus 7 tablet acts as a remote control for the system.

# Transparent Glass



## Samsung's Transparent Smart Window




Example Uses - <http://www.tubeshop.com/watch/732846>

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## Smart Mirror

<http://www.wimp.com/screentechnology/>



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# The Square




## Square, Sage Credit Card Reader

\$20 device that plugs into any computer, tablet, or smartphone (audio jack) in order to accept credit card payments on the go.

3,500 Girl Scout troops in Ohio used Sage credit card readers (connected to the scout's smartphones) to accept electronic payments, boosting sales of Girl Scout cookies by 30% because the scouts were able to take orders and accept payments from cashless customers who were only able to pay using their credit card.

[Video](#)

(Cost versus transaction fee and percentage fee should be considered)




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# Snipping Tool



## Snipping Tool



- Start Button, Program Files, Accessories
- Higher resolution than Print Screen
- Save to Different Formats
- Highlighter, Eraser
- Add to your Quick Launch Tool Bar



- PrintScreen (resolution not as high)
- Shift + PrintScreen (to capture active window/box only)

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## Tablets

1. *Soon to be obsolete due to ultrabooks?*
2. 2001- Microsoft introduced first tablet
  - Laptop with touchscreen
  - Still had to boot up
3. Jan 2010– Apple iPad
  - Basically a big iPhone, without the phone
  - Easier to read
  - No monthly subscriptions cost\*

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## Tablets

<http://www.tabletcomparison.net/>

**Brands**

- Acer (10)
- Amazon (4)
- Apple (5)
- Asus (11)
- Barnes&Noble (4)
- Coby Kyros (11)
- Lenovo (10)
- Samsung (13)
- Toshiba (8)

Tablet PC	US\$	OS	Display
Lenovo IdeaTab S2119	514.91	Android 4.0	10.1
Asus Vivo Tab RT	519.99	Win8 RT	10.1
Motorola Droid X2 Board	530.00	Android 3.2	10.1
Acer Iconia Tab W500	549.00	Win7 Home	10.1
HP TouchPad 5100	557.97	Win7 Home	10.5
Samsung Galaxy Tab 8.9	569.99	Android 3.1	8.9
Asus Eee Pad Slider	589.99	Android 3.1	10.1
Acer Iconia W	589.99	Win8	10.1
Samsung All-in-One PC	589.99	Win8	11.6
Toshiba Excite 13	650.00	Android 4.0	13.3
Fujitsu Stylistic Q206	729.00	Win7 Pro	10.1
Acer Iconia W700	775.14	Win8	11.6
HP Slate 501	899.00	Win7 Pro	8.9
Netbook Navigator NAV 9	1174.00	Win7 Home	8.9
Samsung All Smart PC Pro	1199.99	Win8	11.6
Asus Eee Slate EP121	1299.99	Win7 Home	12.0
Samsung Series 7	1599.99	Win7	11.6

## Tablet Demonstration

1. Safari Browser
2. Keyboard
3. Camera
4. Pictures (pinch, tap)
5. Photobooth
6. Video
7. Notebook
8. Maps (Peek behind)
9. YouTube
10. GoToMyPC
11. iBooks
12. Skype
13. Angry Birds
14. Fruit Ninja
15. Apps

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# High-End Computers

Rain Computers of Ringwood, NJ ([raincomputers.com](http://raincomputers.com)) produces a liquid-cooled desktop computer equipped with up to sixteen i7 core processors (two i7 cores with 8 processors each), 20 MB of core cache, 8x8 companion processor, up to 96 GBs of RAM, up to six 480 GB solid state hard drives (SSD), hyper-threading, Turbo Boost, running Windows 8 64-bit, with prices starting at \$2,499.

Rain also produces a laptop computer equipped with an i7 quad core processor, up to 32 GBs of RAM, dual 480 GB solid state hard drives (SSD), hyper-threading, turbo boost, running Windows 8 64-bit, priced starting at \$1,299.

Rain computers are primarily targeted towards the high-end audiovisual industry, but are well suited as high-end business computers. Other high performance desktop computer manufacturers include Alienware ([www.alienware.com](http://www.alienware.com)), targeted primarily towards the gaming industry; and Maingear ([www.maingear.com](http://www.maingear.com)), targeted primarily for business professionals.

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# Gestures

## Gestures

In this video, ask questions about using gestures "Why can't we do the following?"

Control TV - <https://www.youtube.com/watch?v=I60rSAwUv8>

Wii Bowling - <https://www.youtube.com/watch?v=zwXZ7U6VWj0>

Example of Gestures with a Smart Window:  
 Minority Report - <http://www.tubechop.com/watch/734400>

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# Robotics




<http://www.tubechop.com/watch/1184208>

# Tiny URL



## Tiny URL

- Make a shorter URL
- Avoid extra long URLs that might break in email
- Hide URLs (just the user does not know where the content is coming from)
- Make a TinyURL Tool Bar Button
- Bit.ly does the same thing



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# Google Map Tips



## Google Maps

- Driving Directions
- Add Destinations
- Add destinations by right clicking the map
- Rerouting by dragging the route
- Printing Directions
- Satellite or Map View
- Traffic View

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# Field Monitor Pro



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## Field Monitor Pro

- \$275
- Uses USB Port
- Gives you 2 USB Ports
- Daisy Chain up to 7
- Number Pad



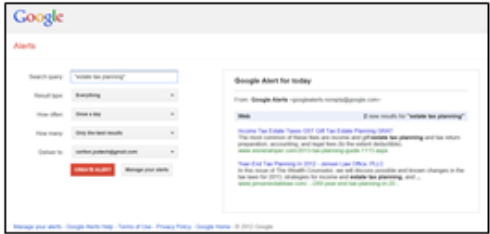
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# Google Alerts



## Google Alerts

Slide 100



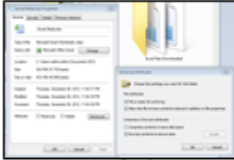
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# Encryption File System (EFS)



## EFS – Encryption File System

- Takes just 5 Seconds
- In Pro versions of XP, Vista, 7 & 8
- Not in Home versions
- Encrypt a file, folder, or drive




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### Paperless

- Few CPAs have regrets
- Large Scanner versus desktop scanners
- Sheet Feeder
- OCR File naming & Keyword creation



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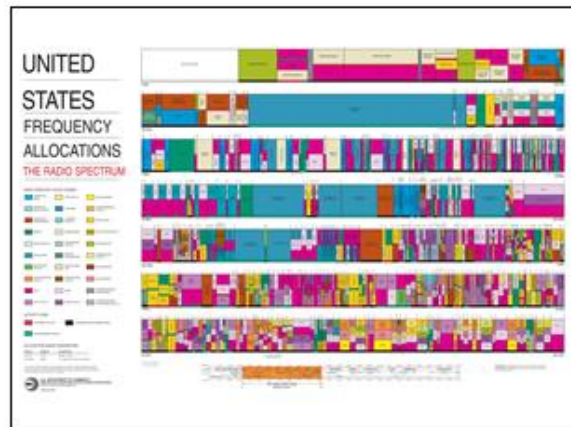
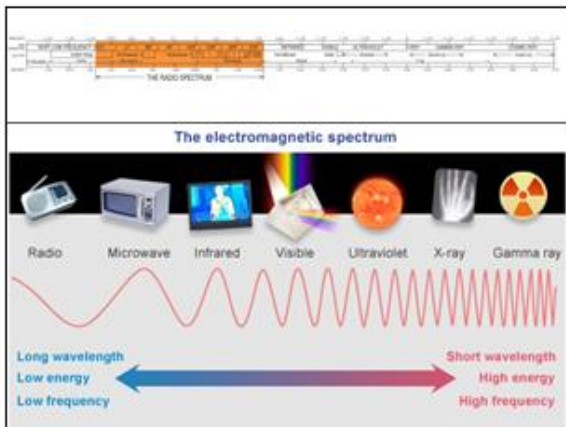
### Wireless Technology

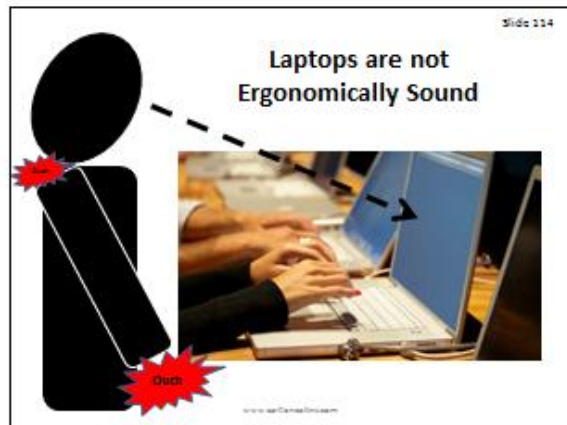
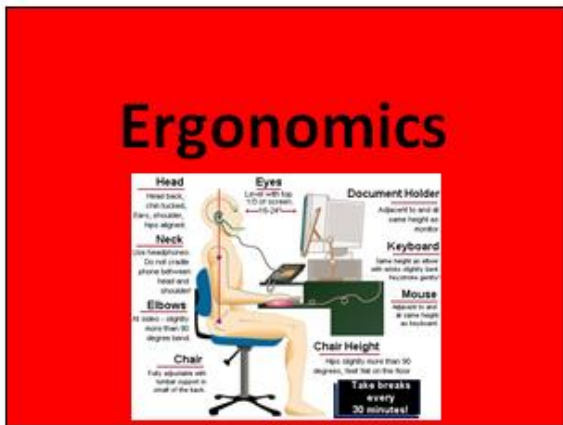
Year Adopted	802.11a	802.11b	802.11g	802.11n	802.11ac	802.11ad	2018/2020 (5G)
Radio Frequency	5GHz	2.4GHz	2.4GHz	2.4GHz & 5GHz	5GHz	60GHz	3.8 & 2.8 GHz (4G), 8.3 (4G/L), 2.8 Kwave
Band	20MHz	20MHz	20MHz	20 or 40MHz	80 or 160MHz	70GHz	700 MHz
IEEE Standard	802.11a	802.11b	802.11g	802.11n	802.11ac	802.11ad	Yes
Maximum Data Rate	54Mbps	11Mbps	54Mbps	600Mbps	1.3Gbps	70Gbps	45 Mbps
Approximate Indoor/Outdoor Range	100/300 feet	350/450 feet	350/450 feet	350/1000 feet	300/600 feet	<10 feet/100 feet	25 Miles (18.6 miles at ground level)

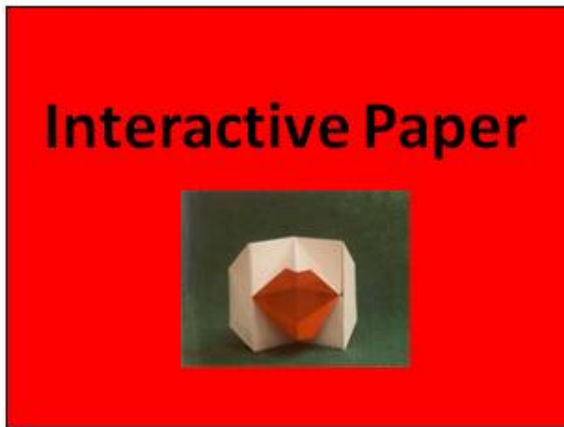
Is WiMax Dead for Router Use?!

[Frequency Allocation Chart](#)  
 FCC renews many frequencies and auctions off others  
 Higher frequencies provide greater bandwidth, lower frequencies provide greater range  
[License-free spectrum \(amateur\)](#)  
 FCC restricts power output among license-free frequencies  
[More WiMax info](#)

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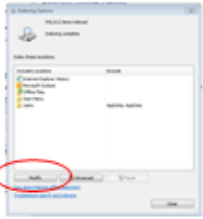


# Instant Search



## Instant Search (Indexed Searching)

- Windows 8, 7 & Vista
- Improved in Windows 8
- Stacking Results
- Must modify through control panel to index your data folders other than My Documents



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# Learning Thermostat



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<http://reviews.cnet.com/appliances/nest-learning-thermostat/430-17889-7-33179222.html#reviewPage2>




The Nest Learning Thermostat might be the thermostat of the future

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## Technology Steam Rolls Along

Revenue per employee is 3 to 50 times higher per employee today than 30 years ago

Woolworths, JC Penny's, Sears, Wal-Mart  
Stage Coaches, Train Industry, Typewriters, Retail Strip Malls, Digital Cameras  
Out-sourcing, In-sourcing  
Keep up or get left behind???



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# A Few Short Tech Hits

Slide 127

### Anti-NSA Typeface Makes Your Messages Hard to Decrypt

By David Rosen on 06/25/13 • Leave a comment



If you thought that some people were just being paranoid when they said that there was always someone listening in on conversations or reading every message being sent, then I guess the whole NSA debacle proved you wrong. Since the same kinds of anti-NSA programs and software have been floating around on the internet, although I think most of them don't really work.

Stig Mose, a graduate of the Rhode Island School of Design, decided to expose what he felt about the whole situation by creating DSA, a "disruptive typeface" that's named after the Library of Congress's "no linguistic content" labeling code.

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### Sense+ iPhone Dock With Built-In Smoke Detector Might Just Save Your Life

By David Rosen on 06/25/13 • Leave a comment



People have really begun giving more thought to how they make smartphone accessories. For example the original iPhone case with a built-in carbon monoxide detector could especially come in handy if you're away about carbon monoxide poisoning. This there's the Sense+ iPhone dock that does a wee bit on the case, because not only does it come with a gas detector, but it also has built-in smoke detector and alarm.

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Slide 129

### iPhone Carbon Monoxide Detector Case: This Case Could Save Your Life

By David Rosen on 06/25/13 • Leave a comment



Carbon monoxide kills. You won't know you're being exposed to it though, because the gas is odorless, tasteless, and colorless, unless you have a detector that will alert you to its presence. It could happen at home, at your office, and even in your car, but most people don't have detectors installed in all of these places.

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### Dressy Shirt Features Microfiber Patch To Clean Your Gadgets With

By David Rosen on 06/25/13 • Leave a comment



Smudges here, smudges there... no matter how sophisticated your gadgets come to be, they'll always manage to mess up your. You can live with it, or obsessively wipe them every chance you get. If you happen to be wearing the Oxford shirt from VayTee, you can just tack out one of your front shirt tabs and wipe your device with the patch of microfiber sewn on the inside. Because everyone knows that microfiber cleans better than regular fiber, right? That's gotta be worth the full asking price for this shirt. Right?

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Slide 131

### The Modern Day Technophile Does Not Play Fetch With His Dog Like Regular People

By David Rosen on 06/25/13 • Leave a comment



The fetch device pictured above will throw a ball with, well, no fetch, so that you don't have to. It's meant to be used entirely by your dog, without your intervention. It features a large funnel-shaped opening that your pup will hopefully learn how to use, and is activated by the introduction of a ball. Take your pup to a park, set this on the floor and watch as your canine comes himself with minimal intervention on your part. If the animal was any smarter, it would reward you for not "spoiling" quality time with it. Or maybe it'll do that anyway. I don't own a dog and never have, will they ever notice?

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Slide 132

### Both You And Your Kid Will Get A Kick Out Of The Longboard Stroller

By David Rosen on 06/25/13 • Leave a comment



Are you going to be the boring parent that shuttles his child around in an old fashioned stroller? Four wheels and two handle bars cutting it for you? Yeah, we didn't think so. That's why we're digging the Longboard Stroller. It's pretty self-explanatory. It's still under development, as the features and construction isn't finalized, but it's pretty clear that once it's completed (or if), it'll be one badass mode of transportation/baby carrier. How legal it'll be, how much it'll cost and whether it'll even ever see light of day are questions we're not able to answer at the moment. Feel free to follow the link below to find out more about the project.

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**Hairy Leg Stockings To Keep Creeps From Hitting On You** Slide 124

By David Proulx on 06/20/13 • Leave a comment



**Loopwheels Move The Bicycle's Suspension Directly Into The Wheel** Slide 125

By David Proulx on 06/21/13 • Leave a comment



People are fond of saying that you can't improve the wheel, but if you take a look at the LoopWheel, you realize that's not entirely true. The device uses a regular old steel tire, rim and hub, but it replaces the common spokes with a flexible carbon composite system that gives suspension directly to the wheel. By making the new legs "spoke" flexible, the LoopWheel's hub is able to go off-center by as much as about 1.75 in., effectively giving it a suspension with a bit of travel. Granted, that's not necessarily like material, but the LoopWheel isn't intended as such. Currently only being produced in a size 10 (a small frame wheel size), they're intended to be used in hiking bikes or any other compact bike that wouldn't normally be able to fit a regular suspension system.

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**ND0R Survival Straw Lets You Drink Filthy Water In Case Of Emergency, Or For Fun** Slide 126

By David Proulx on 06/21/13 • Leave a comment



If you're going to venture out into the wilderness, it's always a good idea to have backup plans to ease your subtlest sense of disaster made up falling naturally. What do you do if you're stuck out there for a few days with nothing but muddy water all around to keep you hydrated? The ND0R Survival Straw is an inexpensive product that can go a long way to keep you alive. Featuring a clearly sophisticated water filtration technology from Nalco, the straw claims to "eliminate up to 99 percent of water impurities, up to 99.99 percent of all chemicals and heavy metals, and up to 99.9999 percent of viruses and bacteria." All you have to do is dip the straw in the stream, and drink away. It's able to treat up to 40 gallons (150 l) of water before needing replacement. Best of all, it's only \$20. That's a pretty decent fee to spend to make sure that a permanent member of your outdoor arsenal stays.

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**Paytouch Lets You Buy Stuff Using Your Fingerprints** Slide 127

By David Proulx on 06/21/13 • Leave a comment



Praying for you'll just get away with Paytouch. Of course, it's depend on the number of establishments that will choose to roll over the system to their stores, but the promise of the technology is simple: you pay with your touch. Basically, Paytouch takes your credit card information with your fingerprint so all you have to do is have the machine scan your fingerprint whenever you want to make a purchase. It completely obviates the need to carry credit papers. Heck, you could even do without carrying a wallet when you go out shopping, since all you'll need are your finger (which happens to be conveniently attached to your body).

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**You Can Allegedly Wear This Shirt Non-Stop For 100 Days** Slide 128

By David Proulx on 06/20/13 • 1 Comment



**RC Car With Raspberry Pi As Brain Can Be Controlled From Anywhere In The World** Slide 129

By David Proulx on 06/20/13 • Leave a comment



RC cars are fun to play with, but they're usually limited by the range of the controller's antenna. The small size of the Raspberry Pi make it an ideal component with which to play around and try to extend that range from a few hundred feet to anywhere on the planet. On IBM's WebSphere Application Server development community site, some engineers have posted a home-made RC car with the Pi in charge of steering, and accelerating, all done through WiFi. The setup is fully self-contained, with the battery powering the miniature computer as well as the car itself. As long as the Pi is receiving a strong Wi-Fi signal from somewhere and you know how to configure port forwarding, you can drive this thing from anywhere on the planet. Heck, you could possibly even drive it from the International Space Station.

**It's About Time: Holder for French Fries That Fits Your Car's Cup Holder** Slide 139

By David Ponce on 06/27/13 • Leave a comment



The only problem about a classic French fry, for it while it's hot, it gets soggy really quickly. Especially if you keep it inside the car. Unfortunately, you can't do much about this, because you'd have to hold the fries in your hand and drive with the other hand (just not a great thing to do).

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**Predator Helmet Could Help You Get Some Respect On The Road** Slide 140

By David Ponce on 06/27/13 • Leave a comment



This is one badass looking helmet. Based on a regular helmet structure (and thus, safe), Russian-based NLO Moto sculpts with fiberglass, carbon fiber and polycarbonate a crazy looking helmet reminiscent of the Predator. It's complete with a forehead-mounted and a tri-laser LED light, which can be upgraded to become a (possibly illegal) actual tri-laser. Other upgrades include carbon speakers that attach at the tip of the forehead, and "top level airbrushing." Keep in mind that this is all on top of the base price, which stands at a hefty \$750. That's a lot of money to spend on a motorcycle helmet, so here's hoping your ride is equally impressive.

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**You're Enabling Them: iPad Attachment Brings 12X Zoom To Its Camera** Slide 141

By David Ponce on 06/27/13 • Leave a comment



Going to a concert and holding your iPhone up in the air for the whole show is bad enough for the people behind you that are trying to see. But it's not just as bad as those that think it's ok to rely on an iPad to do the same. It looks stupid, and it's unnecessary to those behind you. We're going to stop the camera lens, however, because we thought there might be those who're taking a shot with an iPad but it's ridiculously inappropriate, and camera attachments might be interesting to an attachment that can make some serious zooming abilities. The One that's going to give the iPad 12x zoom, and the iPad Mini a 12x zoom. The One also adds some expanding and "in 12x zoom", which are images will be appearing in separate workbooks. Better get the One that's also, budget-related features, in the price list.

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**Feeling Smug With Google's 1Gbps Internet? Japan Laughs With Its 2Gbps Service** Slide 142

By David Ponce on 06/27/13 • Leave a comment



It's easy to see through One's burgeoning global internet service as a harbinger of a new era in the US. Currently, with average speeds of 1 Gbps, it's in a completely different league. But Japan doesn't waste any time in reminding the world just how much faster they have it. Their service backed by One, has announced the availability of ultra-fast service, with 2Gbps. This would allow users download pictures of cats in a fraction of time an email client's likely to need for it.

And how much are the Japanese to pay for this obviously superior? A price as high as the risk you afford? The answer is cheap. Their charges for 2Gbps (2000) is a tenth on a five-year contract, but there's a cheap 100-day (10000) subscription fee that is normally reserved for those who apply online.

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**These Are Fancy Corn On The Cob Holders** Slide 143

By David Ponce on 06/27/13 • Leave a comment



Lana Filippone designed the above T-Rex corn of the cob holders. She actually designed a bunch of them as part of a design competition for Ikea Living, which she won. That means that not only are they really cool to look at, they're going to be made available for you to purchase soon. We're not sure when, or for how much. But you can hit the jump for more pictures and links.

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**This Sweater Instantly Gives You a Chest Full of Hair** Slide 144

By David Ponce on 06/27/13 • Leave a comment



Most people have it in their genes to have a full chest of hair with others don't. If you're trying to grow something in just need to wear something called a hair (or hair) that can help you to get the hair back (or hair). The only way to get that hair back is to have a full chest of hair with others. Most people have it in their genes to have a full chest of hair with others don't. If you're trying to grow something in just need to wear something called a hair (or hair) that can help you to get the hair back (or hair). The only way to get that hair back is to have a full chest of hair with others.

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## Bio for J. Carlton Collins, CPA

ASA Research [Carlton@ASAResearch.com](mailto:Carlton@ASAResearch.com) 770.842.5902

J. Carlton Collins, CPA is a Certified Public Accountant with experience in technology, tax, auditing, accounting systems, financial reporting, and bond financing. He is an author, lecturer, and technology & accounting systems consultant. He has published books, articles, and web pages and is the author of the monthly technology Q&A column for the [Journal of Accountancy](#). As a public speaker, Mr. Collins has delivered more than 2,000 lectures in 44 states and 5 countries addressing more than 500,000 CPAs and business professionals. As a consultant, Mr. Collins has assisted 275+ large and small companies with the selection and implementation of accounting systems. Mr. Collins has a Bachelor's degree in Accounting from the University of Georgia, is a 25+ year member of the American Institute of CPAs and the Georgia Society of CPAs, and is also a licensed realtor.

### Summary of Selected Positions, Awards & Accomplishments:

1. Honored as one of the CPA Industries Top 25 Thought Leaders by [CPA Technology Advisor Magazine](#)
2. Author of the monthly Technology Q&A column for the [Journal of Accountancy](#).
3. Recipient of the AICPA's Lifetime Technical Contribution to the CPA Profession Award.
4. Chairman of the Southeast Accounting Show - the South's largest CPA event.
5. Recipient of the Tom Radcliff Outstanding Discussion Leader Award.
6. Named "Top Ten CPA Technologists" by [Accounting Technologies Magazine](#) (multiple years).
7. Named "Top 100 Most Influential CPAs" by [Accounting Technologies Magazine](#) (multiple years).
8. Has personally delivered over 2,000 technology lectures around the world.
9. Recipient of the Outstanding Discussion Leader Award from the Georgia Society of CPAs.
10. Lead author for PPC's Guide to Installing Microcomputer Accounting Systems.
11. Has installed accounting systems for more than 200 companies.
12. Chairperson of the AICPA Technology Conference.
13. Recipient of the ACCPAC Partner of the Year Award.
14. Determined by SAP to be one of the country's "Top Ten Most Influential ERP Systems Consultants".
15. Has delivered keynote and session lectures at dozens of accounting software conferences.
16. Sworn in as a Certified Public Accountant on September 18, 1985.
17. Member of the American Institute of CPAs since 1985.
18. Member of the Georgia Society of CPAs since 1982.

As an auditor, Mr. Collins has audited businesses in the areas of health care, construction, distribution, automobile dealerships, insurance, manufacturing, and general business. Mr. Collins' tax experience includes corporate, individual, partnership, fiduciary, and estate tax planning work. In the area of finance, Mr. Collins has prepared (or assisted in preparing) feasibility studies and financial forecasts for nearly 300 projects seeking more than \$3 billion in startup capital. Mr. Collins is familiar with bond issues, Medicare and Medicaid reimbursement, and conventional financing matters. In 1992, Mr. Collins contributed and demonstrated more than 500 pages of suggested design improvements to the Microsoft Excel development team of programmers - and many of those improvements are found in Excel today.

At the University of Georgia, Mr. Collins was elected President of the Phi Eta Sigma Honor Society, was initiated into the BIFTAD Honor Society, served three years in the Judicial Defender/Advocate program, and was a member of Alpha Tau Omega fraternity. At Glynn Academy High School, Mr. Collins was Senior Class President, Class Valedictorian (1 of 6), and received a principle nomination to Annapolis Naval Academy. Mr. Collins has been married for 27 years and has two children. He devotes his leisure time to family, travel, tennis, fishing, snow skiing, and riding motorcycles (both dirt and street). Mr. Collins is president of his homeowners association, participates in the Gwinnett Clean and Beautiful program, and volunteers for Cooperative Ministries food drive.