

## Do you need a Firewall at Home?

What has this world come to? Not only do you need to lock your doors and windows to avoid a break-in at home, you now have to lock your computer? There are many products on the market to protect an individual pc that connects to the internet via modem, DSL, or cable. But do you really need one?

If you use a dial up service and connect for an hour or so and disconnect, the chances of a hacker finding your pc and causing damage is fairly slim. On the other hand, if you have a broadband connection with a static IP address and leave

your pc on most of the time, the chances grow significantly.

Personal firewalls are made by many companies. The most popular products are BlackICE™ PC Protection, [www.networkice.com](http://www.networkice.com); a free product called Zone Alarm, [www.zonealarm.com](http://www.zonealarm.com); Norton Personal Firewall 2002 or Norton Internet Security 2002, [www.symantec.com](http://www.symantec.com); and the recent PC Magazine Editor's Choice winner: Sygate Personal Firewall, [www.sygate.com](http://www.sygate.com).

These products defend against a variety of threats

including intrusion, port scans, Trojan horses, and worms. Some guard against spyware and feature Ad blocking and cookie control. Some will back-trace the suspicious events being recorded. Others permit you to control what applications may access the internet. Most maintain one or more logs about security events. When an attempted breach occurs, there is either a pop up window or the icon in the system tray will start flashing, and one of the products mentioned will send out an email.

These products are cheap. Why take the chance? ✦



**Beachwood  
Systems  
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# The Next Wave

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## Everything you wanted to know about Firewalls (but were afraid to ask)

Organizations are increasingly relying on the Internet to perform their day-to-day business. As an organization's Internet use has increased most companies have moved away from dial-up connections to cable, DSL, and T1 (broadband) connections that are always connected to the Internet. While these connections offer substantial performance improvements they also expose the computer network to a greater risk of outside intrusion.

This greater risk has given rise to the increased importance of protecting data, electronic services, and property from being stolen, damaged, or misused. One way to increase network security is to use a firewall. A firewall provides a boundary between a private network such as your LAN (Local Area Network) and the outside world. Firewalls help promote security by acting as a gateway through which all traffic moving in and out of the network must pass.

A firewall is configured to filter packets, i.e. to let certain ones through and block all others. The most basic filtering is done by allowing or denying packets based on the source or destination IP address. The next level of filtering is done on the "ports" required for a particular application (e.g.: www, FTP, telnet) to operate.

No firewall is hack proof but if your firm only permits outbound requests (i.e. does not host a web

site, FTP site, permit remote access to email, etc.), you can really make your environment secure by only permitting packets in which are in response to your own outbound requests.

There are two styles of firewalls, software and hardware. Software firewalls consist of software that is loaded on a server on your network and then configured. A very popular software firewall program is Microsoft's ISA Server. Software solutions allow for greater expandability and control however can also have more vulnerabilities. A hardware firewall is an additional piece of hardware that is connected between the external router and LAN. Hardware firewalls, also known as Firewall

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### Management Letter

In today's information society the most important assets of a company are no longer its building and inventory but its information. This information may be in the form of customer lists, secret product formulas, or employee information. Most companies go to great lengths to protect their tangible assets such as keeping their money in a bank and installing security systems. The main article in this issue of *The Next Wave* describes how your company's information should be safeguarded from threats via your internet connection and otherwise. If you have any questions about your options, a trained consultant will be happy to address them.

In order to leverage your company's information to the fullest, employees must know how to take full advantage of the tools you provide them with. These tools may include an ERP system like Macola, or a CRM system like GoldMine. Beachwood Systems can assist in training new employees, or train existing users on new functionality through our certified training centers.

Sincerely,  
Adam Ryan

Beachwood Systems Consulting is a full service computer firm providing consulting, PC & network support, ERP & CRM business applications, and Web and Windows based software development using Visual C++, Visual Basic, Microsoft Access & SQL, and Seagate Crystal Reports.



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## Tips and Tricks for



Have you ever wished you had a shortcut to a contact's network folder on the file server directly from their GoldMine record? If so, this issue's Tips and Tricks will show you how to achieve this goal. To create a shortcut to a Windows' folder from within a GoldMine record, follow either of the procedures below:

1.) Create a linked document record with a document name similar to "Contact's Network Folder". In the File Name field enter the path to the explorer.exe file followed by a space and the path to the client's network folder. An example on a Windows 2000 computer might be "c:\winnt\explorer.exe f:\customers\Widget Co" where Widget Co is the contact's folder. To access the network folder double click on the linked document record.

-or-

2.) In the Web Site field on the main contact screen enter the drive and path to the contact's network folder. For example "f:\customers\Widget Co". Check the Primary box if you want the network folder path to display on the main contact screen. To access the network folder double click on the web site field literal.

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Training is worth its weight in Gold! Why struggle when you can spend one day to become more productive all year? There are Intro, Intermediate, Advanced, Administrator, and many more classes available. For information on upcoming **GoldMine training classes**, please visit our web site: [www.beachsys.com](http://www.beachsys.com).

# Firewalls Alone are Not Enough

Your company has its firewall in place. It's beautiful ... a dedicated P4 server running Microsoft's Internet Security and Acceleration Server (ISA) software. All updates and patches have been applied. You've placed your web and FTP site onto a server by itself. All servers have internal IP addresses. There ain't no way a hacker is going to break through your barrier, right? Maybe not.

Consider this. The janitorial crew comes into your office every night about 8:30pm. How hard would it be for someone wanting your data to catch the door as the unsuspecting maintenance person entered and say hello as if he worked there? That person then looks for the post-it notes that people use to write down their passwords and stick to their computers so they don't forget. Or, he or she simply takes one of your backup tapes! Unscrupulous hackers take advantage of the kindness and

trust basic to most humans to gain access to an otherwise secure computer system – a strategy called "social engineering". In larger organizations they may obtain passwords by calling the help desk and pretending they are an unsophisticated user. Sometimes they call and say they are with a computer service provider and need to install software.

The moral of the story is simple. You must have physical security. And, you must have policies and procedures in place that each member of the organization understands when it comes to passwords and logging out to secure your network. A firewall is only one part of a complete network security system. There are many other means from which harm can occur that need to be safeguarded. ✦

### Everything you Wanted to Know About Firewalls – continued from page 1

Appliances, have become more popular recently because of their affordability, ease of installation, and ease of monitoring.

Within these styles, firewalls can differ widely in the level of protection, features that they offer, and price. Some of these features are closely related to a protection function whereas others have been bundled for convenience.

Almost all firewalls feature user definable logging of normal or suspicious events to serve as an audit trail. Many firewalls have intrusion and attack detection to protect your network against denial-of-service attacks where your router is flooded with so much data that valid users cannot get through.

Some of the services are those

more traditionally associated with routers such as internet connection sharing or VPN's. If a hard drive is available, caching and reverse caching can be enabled to store commonly accessed data for faster access.

Some services offered on firewalls replace traditional standalone products such as web content filtering (prevent access to undesirable web sites), email content filtering (scan email for certain words, content, or attachments), SPAM filtering (to help eliminate the dozens of unsolicited emails a person might receive each day), and Antivirus filtering (to prevent files with viruses from even entering the network). ✦

## EXACT SOFTWARE PROMOTIONS

Exact Software has extended the deadline until June 30, 2002, for upgrading to the SQL version of Macola for only \$350 per user. As an additional incentive, your company can choose between a free core accounting, distribution, or manufacturing module to add to your system, or five free additional users!

Looking to purchase an additional Macola module? Another Exact promotion allows you to purchase a second module with the same or lesser value at 50% off, or purchase 5 additional users at 50% off. This promotion is valid until June 30, 2002 as well. Call us today for more details. ✦

## NEW FUNCTIONALITY: OE to PO

With the release of version 7.6.100, Exact Software North America (Macola) has placed their OE to PO functionality into general release. This feature allows a user to automatically create a purchase order when an item is entered on a customer order. It is ideal for companies that do not stock a product and simply order it from a supplier when a customer places an order with them. This functionality is included with Macola's purchase order and order entry modules and does not require that a separate module be purchased.

In order to use the functionality, each item for which you want to automatically create purchase orders must be setup in the item master to use the OE to PO process. In the item master you can

## Macola Tech Tip

After posting manual entries in the general ledger, what can cause the financial statements to not be updated? The first step to troubleshoot the problem is to run a trial balance by detail report to confirm that the entries posted successfully. Secondly, check the statement layout to ensure that the accounts are included in the layout. Thirdly, check the statement specifications and general ledger system period to ensure the correct period is being used. The final troubleshooting step is to run the Recalculate Account Balances process to update the general ledger period balance file that is used to print the financial statements. ✦



## Macola Authorized Training

### SPECIAL DISCOUNTS

10% off 2<sup>nd</sup> attendee, 20% off 3<sup>rd</sup> attendee, 30% off 4<sup>th</sup>+ attendee\*

### Accounting

**6/18 – 6/20**

Day 1: General Ledger & Month End/Year End

Day 2: Accounts Payable

Day 3: AR/Bank Book

### Distribution

**6/11 – 6/14**

Day 1: Inventory Management

Day 2: Order Entry

Day 3: Purchase Order & Receiving

Day 4: Order to Cash Cycle & Purchase to Pay Cycle

### Manufacturing Planning and Control (MPC)

**5/27 – 5/29**

Day 1: Inventory & BOM &

Production Order Processing

Day 2: Master Scheduling / MRP

Day 3: Processing Transactions

### ERP Manufacturing

**7/9 – 7/12**

Day 1: Inventory & BOM

Day 2: Standard Product Routing

Day 3: Shop Floor Control

Day 4: Manufacturing Cost Acctg

### System Administration

**9/24 – 9/25**

Day 1: System Manager

Day 2: Database Tips, Client Setup, File Purging, & Troubleshooting

### Crystal Reports for Macola

**6/25 – 6/26**

Day 1: Creating Reports & Selecting and Sorting Records

Day 2: Creating Formulas & Formatting Sections & Presentation Quality Reports

\*Please see our web site, [www.beachsys.com](http://www.beachsys.com) for details and current schedule information.