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## THE PERIODIC JOURNAL

### December Edition: 2018

As we reflect back on this year, we have so much to be thankful for at Element! We have continued our historic growth through the combination of ADV and Element to further differentiate us. We have added key employees in our cybersecurity practice as well as our sales team. We have also welcomed many new clients and expanded our service offerings within our cybersecurity and litigation support practices. Finally, we thank our partners! This was a big year for us on the partner front. We won the WatchGuard North American Project of the Year, and added new partnerships with Arctic Wolf, iManage and OpenText.

If you have any questions about these or other topics, suggestions for future newsletters, or if we can assist you in any way, please do not hesitate to contact us.

**Make sure you scroll through to the bottom for our tip of the month!**

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### End of Year Orders

If you are looking to maximize your expenses for tax purposes and would like to place end of year orders with us, we need to have your order in as soon as possible! The order must be delivered to your location before the end of the year to be valid in 2018!

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## Welcome Kurt!

Kurt Anderson has joined Element as a Sr. Account Executive. Kurt will play a vital role in driving new opportunities and clients to continue expanding Element's growth in the marketplace. Kurt has extensive experience in cloud technologies as well as a solid understanding of business IT needs. Kurt is based in our Minneapolis office. We are excited to have Kurt on the team!



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## Tip of the Month

We work with clients nearly every day that have fallen for various banking and wire-fraud scams. These scams are usually highly convincing and often come from legitimate e-mail addresses of people they know. Nearly every one of these scams could have been avoided by picking up the phone and calling the person to verify the request. Plus it is a great chance to talk to another human being! Win-win!

If your company, your bank, or your investor doesn't currently require a phone call to verify direct deposit changes, wire transfer approvals, etc, you may want to ask them to start doing so as soon as possible. It may save you a great deal of hassle and money in the long run.



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