

Earn Some Extra Vacation Money This Summer!

Summer is a time to spend with family and loved ones, but we know how expensive it can be. That's why we're offering an ENHANCED client referral program this summer! We run our client referral program year-round whereby you can earn \$50 if you refer a company to us and that company becomes a DataSafe client. However, from now through August 31st, you can double that earning from \$50 to \$100! Here's how it works:

- You send us the contact information for a company that you think can use one (or more) of our services.
- If we can get an appointment with that contact, we will send you a \$50 gift card.
- If that company becomes a Client of DataSafe, we will send you an additional \$50 gift card.

If you are unable to accept gift cards as a part of your company policy, we will gladly make a donation to the charity of your choice. We enjoy working with all of our Clients and we hope that you enjoy working with DataSafe enough to spread the word (and earn some rewards in the process). Remember that this promotion will work for referrals for our medical waste disposal services through [WasteSafe](#) as well! Please contact your account manager or send us an email with any questions to: info@datasafe.com.

Survey of the Month Winner:

Beth Cabotaje

Function Engineering, Inc.

We want to hear from you! We value your feedback and want to know what we're doing right, where we can improve, and other services you'd like us to provide.

Please fill out a survey today!

Do You Have A Question For Us?

If you have a question related to off-site document storage, scanning, shredding, or media vaulting, please feel free to give us a call or send us an e-mail.

**Contact Information: 800.275.SAFE (800.275.7233)
or info@datasafe.com**

Connect with us!



Thoughts from Tom Reis

CEO of DataSafe

Celebrate your Independence by Working with Independents!

July has become synonymous with warmer weather, fireworks shows, and Fourth of July get togethers. As we celebrate our nation's Independence Day this month, we should all take a moment to remember why our independence is so important. I don't want to delve into a history lesson here. Rather, I'd like to remind everyone that the battle for independence in 1776 was about our desire to make our own decisions; people wanted to be able to pave their own way and create their own future. Here at DataSafe, we still embrace that belief, which is why we have been locally owned and operated since our beginning in 1946. We've had many opportunities to join forces with national providers, but we believe that people should have a choice when it comes to records management services. Being independent can mean extra work sometimes (I remember when I first went out in the world on my own), but it has its perks, too.



As an independent company, we have the flexibility to go the extra mile for our Clients. We can accommodate schedule changes on a whim and create customized solutions that meet the needs of our Clients. We have the opportunity to spend time visiting you, our Clients, and getting to know who you are and what challenges you are facing in your respective industries. We do these things not because there is a "corporate mandate" to do them, but because we feel this is the right thing to do. Our Clients are trusting us with their vital information, so we should partner with them to ensure that their needs are being met.

Working with an independent company creates benefits on the local area as well. A local, independent company will create jobs for local residents. We participate in local charities and do our part to give back to our local communities through volunteer work, food drives, shred days. By working with an independent company, you are boosting the local economy as well. Studies prove that money spent with a local company versus a national company results in three times more money staying in the local economy.

Independence as small business also means that we can innovate and try new things without having to "run it up the flagpole" (pun intended with 4th of July in mind). An example of this is our foray into medical waste disposal with our new service branded WasteSafe. We saw a need for better service and better pricing in this industry, so we jumped right in! Of course, we did our homework first, but we didn't have the hoops to jump through that many of our larger, national competitors would have.

With all that said, we want to take this opportunity to thank you, our Clients, for choosing to partner with DataSafe for your records management needs. Though we are an independent company, our success is very much dependent on all of you.

Have a safe and happy summer, and thanks again for supporting DataSafe, an independent Northern California business..

Tom Reis



Patt's Corner

Backup Mishaps and How to Prevent Them

Everybody makes mistakes, but when a slip-up involves data backups, the consequences can be catastrophic to both the enterprise and the mistake-maker's job security.

Store backup data at a separate physical site

Stockpiling backups at your primary business site means you might be unable to recover them when the need arises, since they will likely be exposed to the same danger as your primary files. "Offsite physical backups are a good way of ensuring the ability to recover," said Troy Wilkinson, CEO of Axiom Cyber Solutions, a cybersecurity management firm.

Remember to physically secure backups, or your priceless data could suddenly vanish due to theft, negligence or the actions of a disgruntled employee. You might not discover that the backups are missing until it's too late.

Use a multi-backup approach

If you use only one storage medium and then store that data in a single location, that opens the door to disaster. "Data is the lifeblood of most organizations, and by not dispersing the data across a multitude of geographies and storage mediums with at least one air gap, organizations risk data loss from hackers, viruses, human error and natural disasters," said David Feller, vice president of product management and solutions engineering at data storage vendor Spectra Logic.

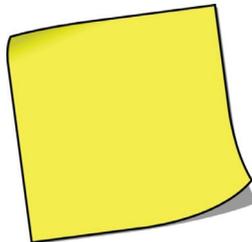
An organization can avoid this type of the common data backup mistakes by following the 3-2-1-1 rule. "Critical data should be safeguarded with both physical and genetic diversity," Feller noted. The 3-2-1-1 rule requires maintaining three copies of business data, stored on two different types of media, with one copy stored on-site and one copy stored off-site, with one of those copies physically removed from the network, creating an air gap that cannot be hacked or ransomed.

DataSafe offers storage of all forms of magnetic and microform media, such as tapes, USB drives, hard drives in our climate-controlled environment. Please contact your DataSafe Account Manager to learn more.

Trivia Tidbit

Post-It Notes

A 3M researcher was trying to develop an improved form of adhesive tape. Instead he got a substance that stayed semi-sticky. This concoction was shelved for another four years until another 3M researcher was looking for a way to keep bookmarks from falling out of a book. The two ideas came together to form the Post-It Note, first marketed in 1980.



WasteSafe Corner

Regulations For Disposing Of Medical Waste: How Does This Affect The Disposal Process?

If your business produces infectious [medical waste](#) here in California, you are legally responsible to dispose of it properly, regardless of your industry. There are specific medical waste regulations in place to keep the public safe, enhance worker safety, and to properly protect our environment.

How do These Medical Waste Regulations Affect Disposal?

Pickup Services

If or when medical waste is no longer under your supervision, the laws mandate that you will still be fully liable if any violations in the transportation process are discovered. It is highly suggested that you partner with a qualified, reputable and compliant, waste disposal company before binding to any signed contracts; this is of course for your legal protection.

Appropriate Employee Training

DOT regulations surrounding how material is packaged are imperative to abide by before being transferred. With each regulation, there are specific procedures for the separation of your medical waste; for example, each item should be separated into their own category, be it sharps, pharmaceutical, anatomical waste, etc. With each category comes a distinct method of pre-disposal treatment that must be followed, so it is critical your staff remains up to date on these regulations and is fully aware of how to properly sort and package all medical waste. Additionally, OSHA requires that staff be trained to properly handle and store medical waste annually.

Turn to WasteSafe to look after your Waste Disposal Needs!

With so many medical waste regulations requiring compliance, it is easy to forget a step in the disposal process. This risk alone is why several companies and medical facilities will turn to professionals for their waste management needs. At [WasteSafe](#), we understand that the medical waste disposal process is tedious and complex. We're fully dedicated to providing you with the highest quality [medical waste disposal services](#) so you are never in bad standing with anyone who regulates medical waste—on the federal and local level.

No matter what your specific waste disposal needs are, we can put together a plan that best fits your schedule and budget. We provide several medical waste disposal options for every industry requiring a unique disposal approach. Simply [get in touch](#) with us to hear more about our medical waste transport and disposal services and how we'll help you safely remove this hazardous waste.

"There are no happier folks than plant lovers and none more generous than those who garden." —Ernest Wilson

Squeezy took a trip to the Outer Banks for some R&R during the Memorial Day Weekend



Photo submitted by Mylene L. Reuvekamp of The Brandi Law Firm

Next month Squeezy's adventures continue!
Turn in *your* Squeezy pictures today!

Remember:

\$50 to the person who turns in the best picture every month!
Email your pictures to: info@datasafe.com.

Don't have a Squeezy? Ask your Account Manager for your free Squeezy or email your request to: info@datasafe.com.

Win a \$50 Amazon Gift Card!

Each month we'll give you a new type of challenge!
All those who reply with a correct answer are eligible to win a \$50 Amazon Gift Card.

At the end of this month we'll draw one lucky name.

Here is this month's challenge:

What vegetable should never be served on a boat?

Last Month's Answer to:

What do you call a basketball player's pet chicken?

"A personal fowl!"

Last Month's Winner:

CHAD LESLIE

PARTNERSHIP HEALTHPLAN OF CALIFORNIA

E-mail your answer(s) to news@datasafe.com

JULY SERVICE AWARDS

CELEBRATING DATASAFE
EMPLOYEE ANNIVERSARIES

19 YEARS

Jose Moreno, Director of IT
Joined DataSafe on 7/7/2000

15 YEARS

Chad Proehl, Accounts Receivable Specialist
Joined DataSafe on 7/21/2004

3 YEARS

Keren Pingol, Imaging Attendant
Joined DataSafe on 7/18/2016

2 YEARS

Donald Love, Client Services Account Manager
Joined DataSafe on 7/11/2017

Trish Tatum, Client Services Representative
Joined DataSafe on 7/11/2017

1 YEAR

Lili Victoria, Administrative Assistant
Joined DataSafe on 7/26/2018

Client Compliment

"I really appreciate how on top of everything you are. It is already a nice change of pace from our last shredding company. I really look forward to working with DataSafe!"



"I'm applying for the Information Security position. Here's a copy of my résumé."

JULY SPECIAL:

1ST FILE FREE FOR SCAN-ON-DEMAND SERVICE

To get your first file free, be sure to mention this coupon to our Client Services team.