IT Strategy Brief

ISSUE 5 | VOL 7 | May 2021

INTEGRATE SEAMLESSLY

SWK MANAGED CLOUD SERVICES

"Useful Technology News and Ideas for Your Business"

What's Inside:

AVERAGE OF OVER 31 BILLION RECORDS HACKED IN 2020

A report by research firm Canalys revealed that over 31 billion records were compromised from a variety of data breaches throughout 2020, with an average of 101 million of those lost to victims. This represents an increase in compromised data of 171% from 2019 alone, and makes up more than half of the average of total records lost over the past 15 years combined. A variety of factors have merged to contribute to this final sum, including the work from home shift in response to the COVID-19 pandemic and the surge in ransomware attacks seen over the past year.

MORE RECORDS COMPROMISED IN 2020 THAN MOST PREVIOUS YEARS COMBINED

2020 saw a huge surge in both the number of breaches seen and in the amount of data that was compromised in these, which Canalysis noted occurred in spite of a modest increase in cybersecurity spending. However, the firm also pointed out that this growth in security investment was dwarfed in most corporate budgets by more immediate spends. These include items like webcams, new software applications and other upfront purchases that were desperately needed when the pandemic began, but may have obfuscated equally pressing needs in cyber resilience.

85% OF DATA BREACHES INVOLVED HUMAN ELEMENT

A similar report by Verizon adds onto some of Canalysis's findings, and may reinforce their hypothesis on the lack of cybersecurity focus as this study found that most (85%) data breaches included a human element, and 80% were only uncovered by an outside party. This speaks to a level of complacency, ignorance, distraction or any combination of the three that prevented many of the victims from discovering the intrusions that compromised their data. The factors introduced by the COVID-19 pandemic certainly contributed to producing these in many cases as unprepared businesses became overwhelmed by changes in practice, environment and revenue stream.

HEALTHCARE, FINANCE, BIG TECH AND MORE TARGETED BY RANSOMWARE

The Verizon report also dug into how certain trends impacted global regions more specifically, such as how North America typically sees many more financially motivated attacks against targets in a variety of industries. Many of the latter see a mix of both internal human error and external intrusion attempts that vary in frequency according to their specific sector. Financial services and insurance firms suffer from examples of each, while retail is continuously beset by cybercriminals seeking payment information, which the Canalys study also highlights as having been especially affected by a greater ecommerce shift.

No matter the industry or the cause, it is most often sensitive data that is the biggest target for businesses and organizations in the US, likely following Verizon's findings as the common trend between the diversity of data sets is the ability to monetize it. The method most widely deployed today to achieve this is to encrypt these files with ransomware, as has been seen in the string of attacks from late 2020 into 2021 affecting a range of companies and institutions.

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What our clients are saying: Parts Life, Inc.

"Help is always available at SWK Technologies when you need it. Their staff is friendly and courteous. They get back to you promptly and stay on top of your issue. It's a pleasure working with a company that cares."

Meredee Parsons
Parts Life, Inc.

PARTS LIFE, INC.

Two ways to WIN a gift card!

It only takes a minute and YOU could be our next winner! We've had lower than normal submissions lately, so your chances are very high for winning.

Last Month's Contest Winner:

Cindy Daley
Friendly Planet Travel

Please complete our brief survey in order to be placed in the running to win this month's gift card prize!

1. What do you like most about our services?

2. Tell us about a specific experience with us that you were happy with.

3. What are the biggest benefits you've received or experienced since hiring us?

4. What can we improve?

Email Jon Stiles (jonathan.stiles@swktech.com) with your responses
OR
Fill out our online form: http://bit.ly/nwsnews-survey before **June 7th** to get your name in the hat.

You could win a $25 Gift Card!

SAGE 100CLOUD VS HOSTING SAGE 100 IN THE CLOUD

Which is better for your business – upgrading to Sage 100cloud or hosting Sage 100 in the cloud with a service provider? If you first thought is to ask, "what is the difference?" then you should read through this article here to help you better understand the migration path for the legacy perpetual license version of your software, before continuing on to discover why a truly cloud-hosted environment could be your best option. If you have already done your research into 100cloud but are still not ready to make the jump from your existing deployment, then the below will allow you to determine your choices and discover the benefits of moving your Sage ERP to Secure Cloud Hosting.
Here are the key factors consider for Sage 100cloud vs hosting Sage 100 in the cloud:

THE SIMILARITIES FOR SAGE 100CLOUD AND SAGE 100 CLOUD-HOSTED
There are a few critical similarities that you will see no matter whether you have completed the migration to 100cloud (formerly Sage 100c) or hosted your system in an online or hybrid environment. The modern version of Sage 100 (formerly MAS 90/MAS 200) added cloud connectivity along with several feature and framework updates, and quite a few of these are meant to emulate and normalize for users the architecture of a SaaS deployment. Here are the shared characteristics you should keep in mind before choosing:

SUBSCRIPTION-BASED PRICING VS SERVICE FEES
No matter which option you ultimately land on, your way of paying for your ERP will inevitably change as Sage and the rest of the software industry moves away from legacy perpetual licenses. Instead of a one-time maintenance charge delivered annually, the cost for your application will be broken up into a monthly subscription. Similarly, hosting Sage 100 with a cloud service partner (CSP) will also bring some regular fees for usage; however, these will ultimately replace the costs of maintaining your servers and other capital expenses with a consistent operating expense.

PRODUCT UPGRADES AND NEW RELEASES
As Sage 100cloud replaces its legacy predecessor it has become the sole focus of all future product updates and new version releases, meaning that users still on the perpetual licenses are missing out on everything but critical compliance updates. If your ERP is hosted, however, no matter which solution your CSP will be able to perform background patch management and upgrades as part of your service.

SAGE 100CLOUD VS SAGE 100 HOSTED IN THE CLOUD
While the Sage 100cloud pricing structure may simulate practice for a hosted environment, it is only cloud-connected and does not automatically migrate your data to a web-based infrastructure. While some users may prefer to avoid moving their Sage 100 to the cloud, there are many native benefits in hosting your ERP that on-premise can not deliver. Additionally, depending on your CSP you will be able to receive more consistent and much faster support, more seamless system-wide upgrades, proactive cybersecurity with incident response services, and much more.

SAGE 100CLOUD REMAINS ON-PREMISE WITHOUT A HOSTING PARTNER
Despite the name change, Sage 100cloud is in fact not cloud-native and will not actually be hosted unless you engage a Sage Hosting Partner to manage your data and applications. For those who plan to or have already upgraded to be able to migrate to a cloud or hybrid environment, this is another step in the process that can be consolidated if you work with a CSP that is also a Sage reseller.

MANAGED IT AND CLOUD SERVICES
By hosting your applications through a data center, your provider will also be able to directly manage, support and secure your Sage 100 environment in the cloud. Bundling managed IT services with your ERP hosting agreement will consolidate your service touchpoints and ensure that your software is protected against bugs, downtime and cyber threats. It also removes the onus and the stress on your internal network management resources from having to monitor a potentially overwhelming number of new endpoints (especially while your employees work from home).

DATA BACKUP AND BUSINESS CONTINUITY
A managed service provider (MSP) is able to help you reliably back up your data and provide other solutions to contribute to your business continuity plan (BCP). Consolidating this with your hosting partner will allow them to more closely manage your Sage 100 data and provide real-time backups that will protect your system from business-breaking downtime. Additionally, CSP oversight will ensure better file integrity and will help you avoid data loss from an unexpected spike or shutdown.

PUBLIC CLOUD, PRIVATE CLOUD, HYBRID, IAAS AND MORE
There are many models to choose from for hosting your software in the cloud, from shared multi-tenant public cloud to multi- or single-tenant private cloud to hybrid environments that leverage existing hardware alongside digital bandwidth. You may also decide to split up direct management of any of the resources in your technology between yourself and your provider with IaaS (infrastructure as a service) where you maintain onsite ownership of your data and applications.

UPDATES AND PATCH MANAGEMENT
Hosting Sage 100 in the cloud lets your CSP deliver your upgrades and patches in the background without requiring a huge implementation project that would lead to downtime and lost productivity. Cloud-enabled update and patch management allows critical maintenance to be carried out in real-time, which is vital for fighting today's modern cyber threats that can spread silently between thousands of networked machines faster than humans can keep up with.

SECURE CLOUD HOSTING SERVICES BUILT WITH CYBERSECURITY
The effectiveness of native cloud security has been an enduring question for many SMBs that are skeptical about migrating to what seem as a more exposed environment; however, this line of thinking obscures an even worse danger. Many businesses are unaware or ignorant of the fact that they already have cloud-hosted connections proliferated in their systems and that avoiding a wholesale migration means that they simply will lack protection against the hidden threats already in their network. That is why engaging a provider that will deliver access to state of the art cybersecurity built for the cloud will offer a better guarantee of safety against wandering hackers.

CHOOSING A SAGE CLOUD HOSTING PROVIDER
Choosing the right hosting partner for Sage 100 will make all the difference for your experience in the cloud, and your CSP should be accredited with Sage solutions and have significant experience with implementing and managing them. The Sage Partner Cloud Program, launched in late 2020, gave Sage 100 and Sage 300 resellers access to a Sage-hosted platform, while many existing partners have already been qualified by Sage Group to provide cloud services with their own solutions (such as SWK).

SAGE BUSINESS CLOUD VS SAGE PARTNER CLOUD
To clarify, the Sage Business Cloud which launched in 2017 signaled the slow migration of the historically on-premise products Sage 50, Sage 100, Sage 300 and Sage X3 to a cloud-connected framework – but it did not actually mean they would be hosted in the cloud. The Sage Partner Cloud on the other hand provides resellers with access to the Sage Provisioning Portal and an endorsement to host Sage ERP with Microsoft Azure.

CONSOLIDATE YOUR SOFTWARE AND IT WITH SECURE CLOUD HOSTING
Whether you host your software with the Sage Partner Cloud or directly through Azure, Amazon Web Services (AWS) or another provider, remember that you are still engaging multiple parties to manage your application and data. If you want to avoid slow response times for support and cyber incidents, then consider consolidating your Sage 100 and IT maintenance with Secure Cloud Hosting by SWK Technologies. With cybersecurity monitoring and network management provided by our Managed Cloud Services division, your hosted ERP will receive integrated support for all parts of your technology stack.

LEARN MORE ABOUT HOSTING SAGE 100 WITH SECURE CLOUD BY SWK
Hosting your Sage 100 solution in the Secure Cloud with SWK allows us to take over the heavy lifting for your software and IT management while ensuring you retain control over your critical data. Reach out to us today and discover all the benefits of Sage 100cloud in a true cloud-hosted environment.

Contact SWK Technologies today to learn more about Secure Cloud Hosting for Sage 100.

SHINY GADGET OF THE MONTH: YARDROID

I think that most of us would agree that yard work is not something that we love to do. It takes time, it is hot out, no one likes crouching over a garden pulling weeds, but what if you didn't have to? What if there was a single solution to many of those tasks you don't like to do? Well…Yardroid just might be the answer to those questions.

Aimed and being environmentally friendly Yardroid is a multi-tasking all-in-one robot that handles a bunch of landscaping chores. First and foremost it can mow your lawn, which is not an entirely new concept, but what Yardroid bring to the table other robot mowers can't is all the extra features. It can rake, seed, and fertilize your yard using built in dispensers. It can even irrigate your lawn and plants. Through the use of a water gun and storing water inside it can pin point plants, water grass with precise accuracy, and amount of water so you are not wasting resources. Just as it can determine plants that need water, it can also spot weeds and dispense weed killer on target. There is even pest control mode, which will use rapid movements or if necessary, the water gun to scare off things like bird or rabbits that are trying to eat your garden. If there are bugs it has pesticide for that too. Don't like raking leaves? Yardroid can consistently blow debris away so that large heaps of leaves never form. Same goes for snow, with a plow attachment it can keep snow from accumulating too much in an area. While the inventors don't boast that it will move feet of snow or heaps of leaves, having something working on it consistently should make your life easier so nothing ever just piles up. The Yardroid even can act as a home security solution by using its water gun and speakers to distract, record, and possibly deter intruders.

You're probably wondering how does a little robot water your lawn and how many times am I going to have to fill this thing up and charge it. Well the answer is it does it on its own. It has a wireless charging station and will automatically charge itself if the battery starts to get low. For water, it comes with a companion water valve which attaches to your spigot and is solar powered so that Yardroid can just access water as it needs it. Lastly, if you just wanted to play around with the robot yourself you can take over with a manual pilot app on your smartphone and control the gadget yourself.

While the project is still in kickstarter at the time of writing they have it listed at $2600 as a backer deal with an estimated ship date of November 2021 and a suggested MSRP for a live launch at $3799, but that is subject to change. They also have a website https://www.yardroid.com/ with more details. This gadget is certainly not meant to be a cheap gimmick, but this little robot could certainly be handy. It will be interesting to see how it handles in real life, because if they can deliver on these features it could be the start automated yard work.

AVERAGE OF OVER 31 BILLION RECORDS HACKED IN 2020

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SUPPLIERS BREACHED, MULTIPLE EXTORTIONS AND OTHER HACKER TACTICS
Schools, hospitals, manufacturers and even quite a few Big Tech brands have been hit by data breaches, although a curious case in the latter reveals one of many distributing evolutions of tactics being seen in this cybercrime subsector. In early Q2 2021, the infamous REvil ransomware gang posted a message on the dark web threatening Apple with the release of upcoming product schematics to competitors unless they were paid $50 million by May 1, 2021. This incident has sparked increased interest as the files were supposedly stolen from Apple's largest manufacturer, Quanta Computer of Taiwan.

This is one of a few new cases of cybercriminals going directly after a third party vendor to hold hostage data they have access to from a much bigger customer. It also reflects a noticeable trend of escalation among cybercriminal groups focusing on ransomware, which includes other emerging techniques like reinfecting and re-extorting the same target, just to reinforce the compulsion for victims to pay. These trends likely arise from a variety of factors that have affected hacker's ability to successfully gain a ransom, from more stringent regulations and outright sanctions against paying certain criminal groups to increased competition in a rapidly expanding dark web marketplace for malware.

THE PANDEMIC CHANGED CYBERSECURITY IN 2020
The clear focal point of the Canalys study is that the events of the COVID-19 pandemic completely (and possibly irrevocably) changed the face of cybersecurity for businesses of all sizes. One of the many disruptions 2020 brought was breaking the myth that the right organization could skate by with a limited network presence and basic security controls, as long as they were a small enough blip on the radar. The research consistently proves two points – the first that hackers do not discriminate between targets, and the second that there are many, many channels outside of your control for cybercriminals to gain access to your data, and it is only a matter of time and opportunity.

The cybercrime ecosystem continues to grow exponentially and with each new cyber breach personal information is proliferated across the dark web, changing hands between malicious actors across the entire world. There is no escaping the interconnectivity of modern networks, either, with your employees' personal devices contributing to a shadow IT infrastructure integrated with your business systems. All it takes for hackers is to find the right combination of credentials for sale (or to steal from other thieves) and begin trying to socially engineer or brute force their way past your minimum layer of protections to capture admin control over your data and applications.

SECURE YOUR DATA IN 2021, AND PREPARE BETTER FOR 2022
The lessons from 2020 MUST inform your cybersecurity stance for 2021, and help you to prepare for trends that are escalating even now. Discover how SWK can help you better fight the cybersecurity crisis and show you how to best strengthen your data security for 2022 by reading our free ebook included below.

Download our ebook here to learn more about the new cybersecurity crisis and how to protect your business with the help of SWK Technologies.

THE DANGERS OF RUNNING OUT OF DATE SOFTWARE – UPDATE NOW

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PATCH & UPDATE MANAGEMENT WITH CLOUD SYSTEMS
You may have noticed a trend with some of the Microsoft official migration paths, or maybe you already ran into the marketing pitch when seeking guidance on upgrading your servers, email system or OS. While Microsoft's documentation can seem one-dimensional in promoting Azure, the truth is that cloud-hosted update and patch management significantly streamlines delivery and mitigates a lot of traditional pain points. Microsoft can take most of the legacy systems listed above and load them in a new digital instance, and your Microsoft 365 plan grants access to Exchange Online with web-hosted email servers.

However, if security for your data or compatibility with your customizations is a concern, then SWK's Managed Cloud Services division will help you build a better path to migrate your technology stack fully to the cloud or to a hybrid environment. With real-time IT support tailored to your solutions and proactive cybersecurity monitoring, you will be better able to take advantage of existing resources while capturing more of the benefits of the cloud.

UPGRADING YOUR LEGACY HARDWARE & SOFTWARE
If you elect to remain on-premise or want to adopt a slower migration journey to hybrid cloud, then SWK will still be able to leverage our deep managed service and software expertise to help replace out of date resources. We will help you replace your aging hardware and software with more modern systems and revitalize legacy infrastructure so that your systems will be as up to date as needed. Additionally, we will also monitor the health and security of your servers deployed onsite and provide proactive support to empower you to better maintain network integrity and limit downtime.

AVOID THE DANGERS OF OUT OF DATE SOFTWARE AND UPDATE NOW
Relying on out of date software and OS puts your business at extreme risk, and you must update any systems past EOL (or EOS) ASAP to avoid the dangers posed by hackers seeking to exploit unpatched vulnerabilities. Whether you want to move your critical functions to Microsoft's cloud, SWK's Secure Cloud with cybersecurity, or keep everything on-premise, SWK will support whichever upgrade path you choose with our award-winning managed services.

Contact SWK Technologies today to take advantage of our support services for your Microsoft, Sage or other out of date and discover how we can make upgrading your EOL systems less painful.

Gift Card Trivia!

This month's question is:

What percentage of data breaches involved the human element? (Hint: The answer is in this newsletter.)

a. 55
b. 68
c. 79
d. 85

Please email Jon Stiles (jonathan.stiles@swktech.com) with your answer by **June 7th,** in order to be placed in the running for this month's gift card prize!

We can help you with:

- Cybersecurity
- IaaS
- Complete network management and support
- Troubleshooting and problem solving on all PCs and Macs
- Cloud services and virtualization
- Hardware installation and support
- Virus / spyware removal and protection
- Security solutions
- Employee awareness training
- VPN (Virtual Private Networks)
- Remote access / Mobile computing
- Server installations and upgrades
- Spam filtering
- Hosted email
- Web content filtering
- System backups, on-site and off-site
- Help desk

Contact us

Give us a call for more information about our services and products.

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THE DANGERS OF RUNNING OUT OF DATE SOFTWARE – UPDATE NOW

WHY USING PAST END OF LIFE SYSTEMS PUTS YOU AT RISK
If you have followed communications from SWK Technologies for any time, then you should already know at least some of the dangers of running out of date software – if you are a newcomer, then we will teach you exactly why systems past end of life put you at risk. Any application or operating system (OS) that is no longer being updated is not supported by the developer, and will consequently lack critical patches released regularly for changes in functionality, compliance and cybersecurity.

There are many reasons that a solution could reach EOL, but most often publishers set multiple hard deadlines for when they will slowly begin scaling back support over a period of time so that they can begin diverting resources to other projects. While we at SWK are here to ensure you get the most out of your technology, our options also become limited when your systems are no longer supported by the vendor and we recommend updating or finding an alternative sooner rather than later. SWK can help you chart either path, contributing our expertise in both software and IT solutions to give you a clearer course on upgrading your applications and infrastructure to a version that provides the best value return.

Here are some examples of software and OS that are out of date or may be approaching end of life and why you should update ASAP to avoid future dangers:

MICROSOFT WINDOWS PRODUCTS PAST EOL/EOS
Several popular solutions and services offered by Microsoft have gone well past end of life – or "end of support" (EOS) as they term it – and must be migrated from immediately. Windows applications and OS are often given fairly long Mainstream Support lifecycles (usually 10 years), with Extended Support periods that deliver mostly security updates past the initial date, but once the final deadline passes your solution will remain as is. Users that wait too long to upgrade or migrate are putting themselves at the mercy of any hacker with knowledge of an exploit that will rarely, if ever, be patched again.

SQL SERVER 2008 AND 2008 R2
SQL Server 2008 and SQL Server 2008 R2 both ceased receiving Mainstream Support in 2012, and Extended Support followed between 2019 and 2020 for each. Extended Security Updates (ESU) are available for a separate subscription charge for another three years (past the original EOL date). Microsoft SQL servers present an avenue for data breach that many hackers attempt to exploit, with dedicated brute force campaigns centered around this objective uncovered repeatedly over the years.

WINDOWS SERVER 2008 AND 2008 R2
Windows Server 2008 and Windows Server 2008 R2 reached EOS on January 14, 2020, with an ESU subscription also available for a maximum of three years after the end of support date that include security updates deemed "critical" and "important." Those users on-premise will have to manually request and configure these updates while those in Azure should receive them automatically once registered through their Portal.

There is an entire ecosystem around leveraging EOS exploits for Windows Servers, and the hesitancy of many customers to go through the complex process of jumping between Windows Server 2012 and Windows Server 2019 has left many targets on 2008. Many partners and Microsoft themselves have admitted that many users preferred to wait out the end of life due to the possibilities of losing application access in an upgrade or being essentially forced to migrate to Azure without any other options.

EXCHANGE 2010
Exchange Server 2010 reached EOS on October 13, 2020, although this itself was an extension from its original Extended Support deadline of January 14, 2020. Customers who wish to keep their servers on-premise can upgrade to a newer version (from Exchange 2013 to Exchange 2016), or migrate to Exchange Online with Microsoft 365 for a fully or hybrid cloud-hosted option.

Exchange servers are another frequent target of cyber attack, with Microsoft even pointing out that this avenue is growing in percentage of all of their products and services that are singled out by hackers. This can be seen in one such breach uncovered in 2021 by Chinese cybercriminal group Hafnium, which followed right on the heels of the SolarWinds revelations and seemingly pursued the same targets in the federal government as their Russian counterparts.

WINDOWS 7
Windows 7 reached end of support on January 14, 2020 (along with Internet Explorer), and this particular EOS deadline caused quite a lot of stir in the cybersecurity world, even to the point of federal agencies like the FBI and NSA making announcements about it. A vulnerability discovered across this and older OS could allow hackers to install a worm type malware on one or more computers initially and then spread it to every other machine in the network. By leveraging exploits in the remote desktop protocol (RDP) of these legacy systems, an experienced attacker could create a cascade of shutdowns worse even than WannaCry.

Despite this, some individuals and organizations have held onto Windows 7 machines, and the danger posed was demonstrated during the Oldsmar, Florida water treatment facility hack that occurred around February, 2021. The facility was still using desktop with the OS that lacked even password protection, and either a disgruntled former employee or external hacker using data gained from COMB was able to raise chemicals added to the water to near fatal levels.

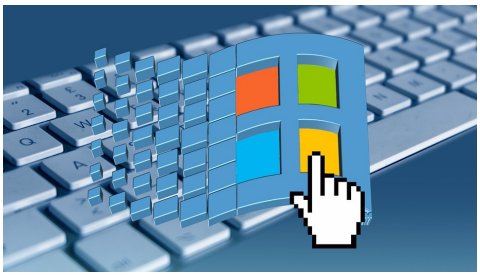
WHEN TO UPGRADE SAGE SOFTWARE
As a top Sage partner and reseller, SWK Technologies is able to support your ERP and other Sage products with our Managed Cloud Services, and guide you through the complexities of upgrades and end of life migrations. Since several Sage solutions are built on software developed externally, including some Microsoft platforms, it is important to keep up with the lifecycles of these systems closely to determine when EOL may approach. Many applications are also continuously updated on regular cycles that can range in timeline, depending on the product, but will generally fall into two- to three-year intervals between supported versions.

SAGE ABRA & MICROSOFT VFP
Sage Abra was retired on December 28, 2020, to be able to divert resources from supporting the legacy platform it was built on, Microsoft Visual FoxPro (VFP). VFP was discontinued in 2013 and Sage had to work on it internally in order to be able to continue providing critical updates to users for regulatory and tax changes. SWK can help former Abra customers take advantage of a seamless migration path to Sage HRMS, or discover an alternative HR and payroll solution.

SAGE 500 & MICROSOFT VISUAL BASIC
Rumors of an impending end of life announcement for Sage 500 (fka MAS 500) have circulated for years, but as of 2021 there have been no stated plans to retire the solution on Sage's side, although this may be another product at the mercy of Microsoft EOS. It was written in the Visual Basic 6.0 programming language, which officially reached end of support in 2008, but which will be continued to be updated up until at least the end of Windows 10's lifecycle.

SAGE 100 & SAGE 100CLOUD
Sage 100 (fka MAS 90) is nowhere near EOL, but the nature of the ERP has changed with the advent of Sage 100cloud, which introduced subscription pricing and cloud connectivity to replace purely on-premise perpetual licensing. Users of the legacy system will miss out on the extensive roadmap being offered with the modern edition and will be limited to basic updates. Additionally, annual version releases come with a support lifespan of around two and a half years, so those businesses still on 2019 or older should consider speaking to their **SWK CAM** about an upgrade ASAP.

SWK IS HERE TO HELP UPDATE YOUR OUT OF DATE SOFTWARE AND HARDWARE
SWK will help address your pain points regarding upgrading or migrating your out of date software and legacy hardware, from desktops and laptops to servers. Whether you want to keep your solutions and data on-premise, migrate to the cloud or leverage a hybrid environment, SWK is here to provide you with the best, and most cost-effective options available.



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