

# TECHNOLOGY TIMES

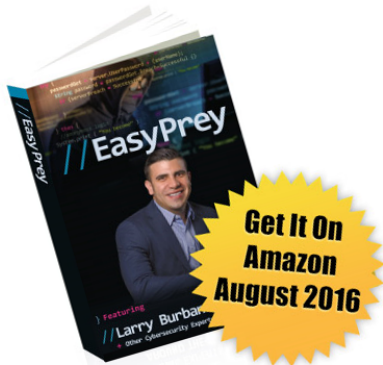
*"Insider Tips To Make Your Business Run Faster, Easier And More Profitably"*



TECHNOLOGY SOLUTIONS

"As a business owner, you don't have time to waste on technical and operational issues. That's where we shine! Call us and put an end to your IT problems finally and forever!"

Larry Burbano | CEO  
GRS Technology Solutions



Larry Releases his SECOND Book To Help Businesses to secure cybersystems and train personnel in cyber-security.

Check it out:

<https://www.amazon.com/author/larryburbano>

The term Easy Prey aptly describes those businesses exposed to the illegal, immoral and illicit industry known as Cybercrime. Unsuspecting and often their personnel are often taken in as "easy prey" by cyber-gangsters. Cybercrime, which replaced cyber-vandalism, is growing quickly and more sophisticated daily.

## Go Mobile - Without Killing Your Data

What if you could tap into the top talent in your industry, no matter where in the world they are? With the power of the mobile web, your all-star team is now "literally" at your fingertips.

Consider this: 83% of workers report that they prefer using cloud apps over those deployed on-premise. Millennials, who will make up almost 50% of the available workforce by 2020, are "digital natives." And don't forget how much money remote workers allow you to save on real estate and office equipment.

Yet there are risks. Spreading your network around the world on a variety of devices you don't control can expose your data in more ways than ever before. The key is to find the right balance between protection and productivity. Here, then, are five ways to effectively "mobilize" your workforce - without endangering your data:

**Collaborate In The Cloud** - A plethora of online collaboration tools have sprung up that make it easy for a geographically dispersed team to access and share the same files in real time. These tools not only make sharing easy and instantaneous, they help your team communicate quickly and effectively. Tools like Slack, HipChat, Asana, Podio and Trello - to mention just a few of the most popular options - are proving to make teams more productive. And that includes keeping critical data safe and secure.



**Expand Elastically** - In-house investments in IT hardware, software and staff can lock you into a rigid structure that can't easily adapt to changes in demand. A cloud-based mobile workforce is able to contract and expand more easily as needs arise, and with very little loss of capital. Bottom line: use a VPN (virtual private network) and cloud-based collaboration tools to remain agile, flexible and competitive.

*continued pg2*

**Cut Costs Dramatically**

- Physical work areas, equipment, software and on-site security expenses can add up. Instead of spending money on office space, equipment and infrastructure, invest in innovation and refinement

Combine the power of the cloud with a well-designed workflow to reduce the number of people

needed to get things done. That will free up your key players to focus on more important tasks - the ones that boost productivity and ROI.

**Deal With BYOD** - Let's face it, BYOD (bring your own device) can be your greatest IT security threat. Yet, like it or not, workers will use their own devices on the job.



*“Doing nothing simply makes you a sitting duck for a cyber-attack.”*

Foisting strict controls without buy-in will just backfire. Yet doing nothing simply makes you a sitting duck for a cyber-attack. Solution? First, audit how your employees use their devices. Note the data they access and the apps they rely on. Group them by the

levels of security and compliance they need to be governed by. A CEO, for example, may need to abide by financial regulations. An

HR manager must deal with employment laws. Armed with information from your audit, you can roll out new policies as well as technical and process controls. Train your team in safe practices. And be sure to contact us for help in getting all this done securely and effectively.

**Go Remote Without Risk** - Whether you want to cut commuting time for your team, tap into the talents of experts outside your locale or simply accommodate a worker caring for family members,

mobilizing your workforce can have big benefits. The trick is defending it at all points. Make sure remote workers share files and communicate with other employees only via a secured network. Make sure they use adequate virus protection. And, if they are using WiFi, either at home or on the road, make sure they do it safely. For instance, ensure that their tablet isn't set to automatically connect to the default wireless network. That's often an easy access point for hackers.

**Free Mobile Risk Assessment - Limited Time Only!**

To help you manage a mobile workforce without endangering your data, we're giving away a Free Mobile Risk Assessment, normally valued at over \$300, to the first 10 companies who request it by October 30. E-mail me at sales@grstechnologysolutions.com or call me directly at 703.991.0101 to set yours up today. It's your best bet for keeping ahead of the competition - while keeping your company's data safe and secure.

**REDUCE YOUR CHANCES OF BEING A VICTIM OF CYBERCRIME!**



With massive data breaches making headlines on a regular basis, it's hard to ignore the fact that data security is becoming increasingly important. Unfortunately, there are still far too many SMBs that don't understand just how serious the threat is —and that can be dangerous.

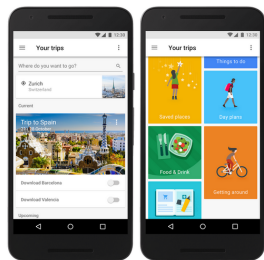
That's why we have put together a series of **Biweekly emails of IT SECURITY TIPS**, to show you and your employees how to drastically reduce your chances of being a victim of cybercrime.

**CHECK THEM OUT AND FOLLOW OUR ADVICES.**

**LET'S CREATE A NETWORK SECURITY CULTURE FOR YOUR COMPANY!**



## Shiny New Gadget Of The Month:



Google wants to make it easier for you to plan your next vacation!.

The search giant already gathers information about you through its sites like Gmail, and in return the company gives you Google Trips - a personalized travel guide and planner App that provides you all the necessary information about a particular destination to help you plan an itinerary.

According to Google, planning a trip is the most stressful aspect of traveling. And Google wants to reduce that stress with the new App. "Each trip contains key categories of information, including day plans, reservations, things to do, food & drink, and more, so you have everything you need at your fingertips," Google says in a blog post.

### Highlights:

- App shows popular itineraries for more than 200 cities around the world.
- You can also download your entire itinerary offline.
- Google Trips is available for free on Android and iOS.

Google Trips is a culmination of the company's efforts to make traveling ridiculously easy to plan and execute.

## CARE COORDINATION PROFITABLE FOR PHYSICIANS

Steve Genung, CEO of MedAdvocate, one of our most important clients, created a solution, for Medicare's Chronic Care Management (CCM) and Transition Care Management (TCM) programs. Here it is the true story of how the medical industry can benefit from his solution:

"I recently spoke to a physician in Arlington, Virginia who said he was losing \$ 37,000 a year because he couldn't find someone to run his CCM and TCM programs for his Medicare patients.

He was truly distraught - I could see it in his eyes. He said that several physician group reps had come by, but they required him to join their group and he absolutely refused to do that. I told him that MedAdvocate allows you to remain independent. We just do the work for you.

He asked how MedAdvocate got started; I explained that after the new chronic care codes were issued by the Center for Medicare & Medicaid Services (CMS) in 2015, I formed MedAdvocate and ran some trials with patients to determine what issues would arise in the course of providing these chronic care services.

Based on that experience and that of others in this industry, I created a methodology for ensuring the services are documented, auditable and reimbursed. We accomplished this by the end of the trail.

Now we are positioning MedAdvocate to serve health care providers nationwide. He wondered how long it would take to start making money. I told him he could be up and running within seven days and producing income with his

regular billing to Medicare.

He asked how much we thought he could realistically increase his income. I gave him an estimate, and we now know from actually providing his service that we increased his net income 37% -- \$43,476 per year (per provider).

I asked him if he used a certified electronic medical record (cEMR) in his practice. He did and knew it was required to bill for CCM. He said he had tried to do it himself but that his staff was busy, and when they did call patients it was irregular and it just never worked.

I asked him how many people he added to staff to handle it. The answer? None.

I explained that we could coordinate his patient's care from our communications center in northern Virginia. We have registered nurses on duty 24-7 to cover the Clinical Advisory Services (CAS) required by CMS.

Our staff is trained to know how and when to contact patients, how to talk to them in order to get the information they need, and what to document in the EMR so that the provider is aware of issues and concerns. We initially assigned an ambassador to him who guided the

practice through initial training and setup.

As I left, he shook my hand and thanked me for enabling him to meet his financial goals and fulfill his obligations as the primary income earner for his family. "It's nice to have a such an easy track to run on and my daily patient hours have increased!"



Steve Genung, an incubator of health care businesses, graduated from the United States Air Force Academy in Colorado Springs in 1992, became an Asia-Pacific intelligence analyst and briefer to the General Staff and is the recipient of the National Defense Service Medal and the Southwest Asia Service Medal. After moving to the D.C. area, he worked for the Food and Drug Administration's Office of International Programs and established the Veterinary Best Practice Exchange Network with the World Health Organization. He has since started the emergency medical supply company CrashCarts.com, the surgical supply company, Surgilent, and is currently a Registered Nurse (RN) and owner of ProNurse Homecare and Infusion Inc. and MedAdvocate LLC. He currently serves as a resource to healthcare providers looking to improve patient outcomes and adapt to new reimbursement models like CCM.

Reach him through his email: [Steve@MedAdvocate.com](mailto:Steve@MedAdvocate.com), website [www.MedAdvocate.com](http://www.MedAdvocate.com) or phone 571-481-8059.

## OUR SERVICES

GRS has the IT support that can take your business to the next level, with solutions provided at a rate you can afford. We provide everything you need to make you look like an Enterprise and keep your technology running at its optimal level, for a fixed monthly fee.

**Give us a call today at 703.991.0101 x 9 to discuss your needs!**



## Are you addicted to your work?

To find out, rate yourself 1 to 5 on the following statements. Give yourself a 5 for "often" and 1 for "rarely": a) You think of how to free up more time to work. b) You spend more time working than initially intended. c) Your work helps you reduce feelings of guilt, anxiety, helplessness and depression. d) You get stressed when you can't work. e) You set aside hobbies, leisure pursuits and exercise in favor of work. If you averaged 4 to 5, then you may be at least mildly addicted to your work. Is that a bad thing? Not necessarily. While your well-being requires a certain amount of balance, having the drive, enthusiasm and energy to achieve impossible goals marks many of the most successful entrepreneurs.

-Forbes

## We bet you've never even heard of these new technologies.

1) Perovskite solar cells promise to be cheap, easy to install and efficient enough to power entire buildings, large or small. Made with a compound called perovskite, they reach new areas of the light spectrum, thus producing far more energy than current solar technology. 2) Organs-on-chips allow scientists to test how drugs impact the body - without putting humans or animals at risk. These micro-sized chips emulate how human organs work. By injecting the chips with drugs, scientists can observe responses such as heart palpitations to predict human responses to drugs and diseases. 3) Super-smart nano-sensors, tiny enough to fit inside the body could, for example, alert a doctor if a patient starts to show signs of heart failure.

-Inc.com

## Did you know your iPhone could do this?

Respond to texts without unlocking the phone. When you get a notification, swipe left on

the message and a blue "Reply" button appears. Just tap it and text away! Take a photo with the volume button. For that ultimate, one-handed selfie, open the camera app and press the "+" button for volume on the side of your phone. Have Siri read your texts out loud. This is a great tool for when your hands aren't free or you're on the road. Press the volume button and hold it. When the beep sounds, tell Siri, "Read my texts." When done reading, she'll ask you what to do with the messages. You can have her reply or read them again.

-Entrepreneur

## You are just minutes away from creating a dazzling design - free.

With these 3 online tools you don't need to pay a pro or buy fancy software. 1) Canva templates make easy to create a business card, ebook or infographic. Just drag and drop objects until you like how it looks. Add images, tweak colors, swap fonts and voila - You've got a design you can be proud of. 2) Your brand's color palette helps get your message across and can even drive conversions. But getting just the right shade can be tough. Upload your photo to Pictaculous and get instant color recommendations and hex codes. 3) PicMonkey lets you easily edit, re-color, add borders and text - even insert graphics into your images.

-HubSpot



### Contacting your GRS Support Team has never been easier!

Have us on call wherever you are, directly on your phone. Quickly place a call to the Help Desk or submit a support ticket within seconds.

**DOWNLOAD IT NOW!**



**Users must have an existing support agreement in place. Check with your company to see if you are covered.**