

TECH SAGE TECH TALK

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

Don't Let IT Happen Again This Year... Three New Year's Resolutions To Make In 2014

2014 has arrived! Have you made any New Year's resolutions yet?

Besides resolving to spend more time with family and friends, getting fit and getting organized, have you made any New Year's resolutions for your business?

Looking at your current computer network and reviewing your past year's network support and services, are you saying to yourself, "I'm not going to let this happen again in 2014!" Do any of your New Year's resolutions include dealing with continually pesky computer network issues?

Do Your Resolutions Look Anything Like This?

- ♦ RESOLVED, double pinkie shake, I WILL get my critical company data automatically backed up offsite daily. Whether through fire, natural disaster, tape failure or just human error, I might lose all of my company data, which will cost me plenty.
- ♦ RESOLVED, I will take a serious look at cloud computing and all of the business benefits and potential savings the cloud offers for my business.
- ♦ RESOLVED, I will not tolerate subpar security policies or procedures for my company that put it in a high-risk category for being subject to cyber attacks that could cripple or completely wipe out my business.

FREE Technology Business Review Gets You On The Road To Keeping Your Resolutions And Eliminating Your Day-To-Day Computer Headaches.

To schedule a Technology Business Review today, simply call our office at 210-582-5814.



"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!"
John Hill, President, TechSage Solutions

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Inside This Issue...

The New Year's Resolution We Can Help You Keep...Page 1

An Urgent Security Warning For Business Running Windows XP..Page 2

The Importance of Focus.....Page 3

New Gadget Makes Meetings On-The-Go A Cinch...Page 3

HIPAA Brief Webmail is a no no...Page 4

9 Ways To Disconnect And Be More Productive...Page 5

The Lighter SidePage 5



Get More Information about our Services At: www.techsagesolutions.com

Expiration Notice

An **URGENT** Security Warning For Businesses Running Windows XP or Office 2003

If your organization is currently running either Windows XP or Office 2003 on one or more computers in your office, you need to know about a dangerous security threat to your organization that must be addressed within the next 3 months. Please take a moment to read this important announcement.

As your local Microsoft **Silver** Partner, we are aggressively reaching out to all businesses within the San Antonio that use Windows XP and Office 2003 to alert you of this serious security risk to your organization and inform you about what you need to do now to protect your company.

XP And Office 2003 Changes Must Be Made By April 8, 2014

Microsoft has officially announced that it will **retire support on the XP operating system and Office 2003** software suite on [April 8, 2014](#). That means any computer with these software programs installed **will be completely exposed to serious hacker attacks** aimed at taking control of your network, stealing data, crashing your system and inflicting a host of other business-crippling problems you do NOT want to have to deal with.

This is such a serious threat that all companies housing financial and medical information **are being required by law to upgrade any and all computer systems** running XP or Office 2003 because firewalls and anti-virus software will NOT be sufficient to completely protect them (or you).

Unless you don't care about cyber criminals running rampant in your company's server, you **MUST** upgrade any equipment running these programs.

FREE Microsoft Risk Assessment And Migration Plan



During this assessment, you will receive:

- ◆ A **Customized Migration Plan** that will show you how to painlessly upgrade your old Windows XP machines in the most efficient manner.
- ◆ A **FREE Point Analysis** of your computer network, aimed at exposing any security risks and issues you weren't aware of and also at finding ways to make your business FAR more efficient and productive.

To secure your FREE Microsoft XP Risk Assessment And Migration Plan, call us today at 210-582-5814 or go online to: <http://www.techsagesolutions.com/xp>

Shiny New Gadget Of The Month:



The iPhone/iPad Pocket Projector

Now you can share the latest YouTube sensation, share that adorable video of kitty doing her tricks or watch a movie on the big screen, all from your phone. With the iPhone/iPad Pocket Projector, your iPhone's screen can project an image reaching up to 85 inches diagonally and from as far as 10 feet away. It's simple, easy to use and super quick to set up this mini-device.

The projector weighs less than 5 oz. and is smaller than a smartphone. The iPhone/iPad Pocket Projector can turn your ceiling, tent, blank wall or even the side of your house into a movie theater. The projector's 640 x 480 pixel resolution ensures a nice picture, and a manual focus wheel enables you to "dial up" sharpness and clarity. (The sound still comes from your iPhone speaker, so for the best quality, you may want to invest in some new speakers to stream the audio.)

A free app enables you to magnify or rotate images and project everything from videos to a four-hour search for the perfect shoes. The internal battery provides two hours of projection and recharges via USB with the included cable. This device is compatible with most iPhones/iPads, except the iPhone 5, the new iPad with Retina Display and the iPad Mini. Get the iPhone/iPad Pocket Projector today at.

www.sharperimage.com

The Importance Of Focus

There are songs about it (think "One" by U2), there are stores named after it (think Pier 1 Imports), and every sports team on the planet says it is number one after an exciting victory. It's good to be number one.

Now think about "two." There are few songs about number two, fewer stores, and I don't believe any team marches around proudly cheering, "We are number two!"

We all know intuitively that being number one means you are the best. And every single entrepreneur in this world aspires to be the best at something. Yet somewhere between our entrepreneurial intuition and our business brain, we lose the focus on being number one.

Instead of excelling at one thing, we think it is "logical" to be offering more and more things to more and more people. We try to become a "one-stop shop," and ultimately our customers just hear the "middle part" and STOP. This leads our business to become a blight of mediocrity.

It doesn't matter what business you are in, your success lies in your ability to become number one. The formula to becoming number one is pretty simple – just do one thing better than anyone else. Not a few things, not a lot of things – just do ONE THING better than anybody else and focus on that. Here are the three things you need to get there:

1. Stop Thinking You Can Do It All – You probably can do it all. You just can't do it all well. Successful entrepreneurs focus in on the one thing they are best at and devote themselves to mastery of it. The rest is assigned to others through partnerships, contracts and colleagues.

2. Be Bold – When you discover what you are great at. You need to put it out there, BIG TIME. The most important differentiator between the "number ones" and everyone else is that they don't care what all the other people think about them. They care only about what they know to be right, and then put themselves out there unabashedly. When the minority responds feverishly and enthusiastically to your boldness, you have the most significant indicator that you are number one in your niche. Over time that minority will become the majority. Audacity is often the only thing that separates two equally talented entrepreneurs.

3. Teach It – Masters share knowledge. The more you teach, the more you learn about what you are teaching. Others will gain knowledge from you, but also will gain respect for your expertise. As people come to appreciate your abilities, they will crown you king, and all the riches go to the king.

Build a business and be an entrepreneur who is driven to be number one. No longer worry about what the competition is doing, and no longer think about how you can bring in a few more dollars by "just doing a few more things." Instead start worrying about what you are doing to be unique and different. Instead start thinking about the one thing you can do to bring in a king's ransom. Just be humble, for God's sake, and [don't brag to the world](#) that you are number one... that won't serve you well.



MIKE MICHALOWICZ (pronounced mi-KAL-o-wits) started his first business at the age of 24, moving his young family to the only safe place he could afford – a retirement building. With no experience, no contacts and no savings, he systematically bootstrapped a multi-million-dollar business. Then he did it again. And again. Now he is doing it for other entrepreneurs. Mike is the CEO of Provendus Group, a consulting firm that ignites explosive growth in companies that have plateaued; a former small-business columnist for *The Wall Street Journal*; MSNBC's business makeover expert; a keynote speaker on entrepreneurship; and the author of the cult classic book *The Toilet Paper Entrepreneur*. His newest book, *The Pumpkin Plan*, has already been called "the next *E-Myth*!" For more information, visit <http://www.mikemichalowicz.com/>

Data Loss

Data loss is the result of the accidental misplacement of data, rather than its deliberate theft. Data loss frequently occurs through the loss of a device containing data, such as a laptop, tablet, CD-ROM, mobile phone or USB stick. When these are lost, the data is at risk. Ensure your company has strong security policies to protect company data.

HIPAA Brief: Why You Shouldn't Use Webmail or Text Messages for Patient Information

Definition:

Webmail includes the free mail services available on the internet, like Gmail, Yahoo! Mail, Hotmail, etc. Plus free e-mail accounts you may receive with an Internet service from Verizon, Time Warner, Cox Cable, Comcast, and others. Text messages include the services from cell carriers like Verizon, AT&T, T-Mobile, Sprint and others.



Health Insurance Portability
And Accountability Act

These services are free and so easy. So why is it a bad idea to use them?

Free webmail services are not secure methods of communication. While they may be fine for personal messages, they do not include the security required to communicate protected information, including medical records, lab and test

results. Even e-mail messages you send to someone else in your office goes outside to the free webmail service and then back. Text message are never deleted by the cell phone carriers. The recent scandals involving the media prove that text messages can be hacked. The companies that offer these services typically will not sign Business Associate Agreements, required for any organization that stores patient information, including any messages or attachments containing Protected Health Information (PHI).

What happens if we use webmail or text message to communicate patient information?

In 2012, a small medical practice was using webmail to communicate patient information. They were also using an online calendar to schedule patient appointments. The practice was fined \$100,000 and had to pay for notification costs for patients whose data was breached. It also had to implement secure communications and undergo a Corrective Action Plan to address their underlying lack of HIPAA compliance.

So What should we do?

You have several choices. First, you should immediately stop sending patient information by webmail or text messages.

1. You can use faxing or other methods to communicate patient data. You should not use a system that converts faxes to e-mail messages sent through a webmail account.
2. It is less expensive and easier now than ever to implement a Cloud based secure e-mail system for communication within your practice. Communicating patient information to anyone outside of your practice should be done using e-mail encryption. (*TechSage Solutions offers e-mail encryption*).
3. If you use an Electronic Health Records (EHR) system, it probably includes a portal through which you can securely communicate with patients.
4. You can subscribe to an e-mail encryption service that secures sensitive data. Instead of receiving an e-mail containing protected information, your recipient receives an e-mail inviting them to log into a secure site to retrieve the protected information. All they get is a message to log in; no protected information is ever sent.
5. Text message should be replaced by voice calls as long as any voice message you leave is not converted to e-mail or text message through an unsecure service.

9 Ways To Kick Off Your New Year By Disconnecting From Technology (At Least A Little Bit)

The New Year brings renewal in our lives. It is a time that many people vow to make changes to correct certain behaviors in their life that are causing them pain or harm. With technology improvements, it has rapidly become difficult to disconnect from technology, which can cause harm in our health and sanity.

Here are 9 simple steps you can take this year to disconnect from your technology, even if for just a little while:

1. **Turn it off.** Whether overnight or on a day each weekend, turn off technology and feel the peace of disconnecting from the connected world.
2. **"No Tech Night."** Get your family involved. Turn off the TV. No iPhones or tablets. No work to catch up. Read a book. Play a board game. Or even just talk with each other!
3. **No E-mails First Thing In The AM.** Focus on YOUR biggest task first before you dive into everyone else's agenda.
4. **Social Media 1x Per Day Only.** Set a certain time each and every day to check social media and then stay off the rest of the day.
5. **Read Actual Printed Materials.** Books, magazines, a real newspaper or this monthly newsletter!
6. **Don't Sleep Next To Your Phone.** Leave it in the other room. You'll sleep easier.
7. **Get Outdoors.** Simple, but effective.
8. **No Cellphones During Dinner!** Enjoy your food and the company around you.
9. **Set Your "Work Hours" And Stick With Them.** You're not expected to work every hour of the day. Take your life back and just live a little.

Who Else Wants To Win A \$25 Gift



The introduction of New York's New Year's Eve Ball in 1907 was a result of

- a) an abundance of light bulbs,
- b) ban ironworker's art piece on display
- c) a ban on fireworks.

E-mail Us Right Now With Your Answer!

ehill@techsagesolutions.com

With Subject: January Trivia Answer

At the end of January, will draw from the correct answers for the Amazon Gift Card

The Lighter Side:

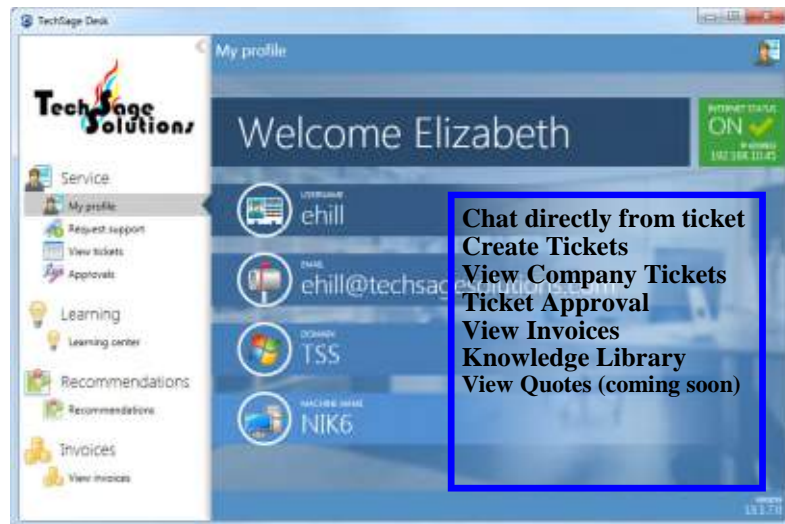
Trivial Tech Notes – Did You Know?



- ◆ The technology contained in a single Game Boy unit in 2000 exceeded all the computer power that was used to put the first man on the moon in 1969.
- ◆ Hackers in 1999 discovered a flaw that allowed logging in to any Hotmail account with the password "eh."
- ◆ A man patented something eerily similar to an iPod in 1979!
- ◆ The power source for NASA's Curiosity rover barely outputs enough energy to power a ceiling fan!
- ◆ Google has bought an average of one company per week since 2010
- ◆ Smoking near Apple computers voids the warranty.
- ◆ The Recording Industry Association of America tried to outlaw MP3 players in 1998!
- ◆ MIT has built a robot that can assemble IKEA furniture on its own!
- ◆ There is a \$300,000 watch that doesn't tell time!
- ◆ Scientists are working on technology that would allow the road to charge electric cars as they drive on it!
- ◆ The Department of Defense used 1,760 PlayStation 3's to build a supercomputer because it was the cheapest option!
- ◆ The default Windows XP desktop is a real picture of a real location with no digital enchantments. The background is called "Bliss" – a green meadow with a blue sky above it, seen above.
- ◆ All the batteries in the world could only support 10 minutes' worth of the world's demand for energy.



TechSage Desk Client Console



Offering for our managed desktop clients

How Are We Doing?

TechSage Solutions strives to provide you with outstanding service. I always want to know how we did in resolving your technical issue.

When a ticket is changed to "Closed" an email will be sent to the person requesting the service. In the body of the message, there is a paragraph "Please contact us to improve our service, please complete the following survey: [Service Ticket Completed Survey](#). Click on this link and it will take you to the survey. This feedback will help us improve service. It will take you approximately 3 minutes.

I appreciate your help.

Beth



*"Leverage Technology to
Propel Our Clients Toward Com-
petitive Success."*

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- Security Audits & Solutions
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- VoIP (Voice Over IP Phone)
- Broadband & Wireless Solutions
- Anti-Virus Solutions
- Email Spam Filtering, Archiving, and Encryption
- Hardware & Software Sales
- Business Dropbox