



Jason Smith
Vice President

Midland Technologies Enhances Customers' Network Performance With New SD-WAN Technology

Leading Unified Communications Provider Brings New Technology to Replace MPLS

Davenport, IA – July 31, 2017 - Midland Technologies a leader in unified communications, announced today that the company will now offer SD-WAN (Software-Defined Networking in a Wide Area Network). SD-WAN simplifies the management and operation of a WAN (Wide Area Network) by separating the networking hardware from its control mechanism. A key application of an SD-WAN is to allow companies to build higher-performance WANs using lower-cost Internet access, enabling businesses to partially or wholly replace more expensive private WAN connection technologies such as MPLS. Gartner, a marketing research firm, has predicted that by the end of 2019, 30% of enterprises will deploy SD-WAN technology in their branches.

“We continue to see more and more innovation in the world of business technology every single year,” stated Jason Smith, Vice President of Midland Technologies. “Our philosophy has always been to foresee emergent technologies that can help our customers increase their profitability and gain a competitive advantage in the marketplace. SD-WAN development provides us with a new way to enhance the performance, profitability, security and safety of our customers’ networks, which is why

we’ve made the decision to deploy this solution.”

SD-WAN is a way to create a controlled-environment, private network. This benefits companies who are in the midst of virtualization and are taking their businesses more fully to the cloud because SD-WAN itself, is a cloud-based transport. When data becomes independent and can run on any transport protocol that is needed, including 3G, 4G LTE, MPLS, Internet, Ethernet, Serial or Wi-Fi, businesses using SD-WAN have total transport flexibility, which means more efficient operations or greater cost savings for present-day technology utilization. This development has provided unprecedented flexibility to organizations that are already migrating their networks to the cloud, which is nearly everyone in the modern day business world. “While lower costs tend to benefit everyone, the fastest adopters of SD-WAN are organizations who need highly functioning teams working across more than one physical location because the more complicated the organization’s network, the more it can be streamlined, simplified and made leaner,” added Smith. Just as Midland Technologies was an early adopter of SIP (Session Initiation Protocol), which has proven to be a highly effective mode of data transport, SD-WAN offers the next layer to take this even further. “While our expert staff is very excited by the technical aspects of this technology, our customer-facing team is excited by how this new technology supports our

customers’ desire to increase their profitability with new technology. When we introduced SIP into our customers’, we saw improved performance, dramatic cost savings, more secure networks and a better overall experience with technology. SD-WAN is simply the next step in our evolution,” concluded Smith.

About Midland Technologies

Midland Technologies began more than 70 years ago in 1946 as the Worldwide Marketing Arm of Victor-Animagraph Projectors. In 1977 a communications division was formed due to a partnership with NEC America. Today, As a distributor of NEC America, for 33 years, Midland Technologies has a customer base of more than 3,000 satisfied customers that include general businesses, government agencies, Universities, colleges, hospitals, and hotels.

Midland provides a wide range of communication services including VOIP, PBX and key systems, Wide Area and Local Area networking, computers, Computer integration, voice mail, CCIS, and video conferencing and paging systems. Our philosophy is simple, provide quality products at a fair price, backed by an average emergency response time of twenty minutes, and the best service in the industry. For more information on Midland Technologies, call (563) 326-1237 or visit www.midlandcom.com