



Jason Smith
Vice President

Midland Technologies Shares How Artificial Intelligence (AI) Will Impact Small to Mid-Sized Businesses

Leading Managed Technology Services Provider Reports on Increases in AI Prevalence

DAVENPORT, IA – March 30, 2021 - Midland Technologies a leading managed technology services provider (MTSP), reported today on the state of artificial intelligence (AI) and how current applications are impacting businesses and the technology that powers those businesses. While AI is still in its early stages, global demand has increased drastically. In fact, Statista projects that there will be “8 billion voice assistants by 2023” and according to the IDC, “75% of commercial enterprise apps will use AI by 2021.” As AI continues to expand into ubiquity, small to mid-sized businesses will need to adjust how they operate to take advantage of AI ahead of their competition.

While most businesses are primarily attracted to AI and machine learning in order to improve operational efficiencies, expand research and development capabilities and to streamline customer experience, this is only the tip of the iceberg. “AI is reaching an inflection point and we’ve been paying close attention,” stated Jason Smith, Vice President of Midland Technologies. “AI and machine learning are revolutionizing how we interact with technology and as a society, we’re just beginning to understand its potential on an SMB’s profitability.”

A great example of AI is in the area of cybersecurity, which is

designed to protect an SMB’s computer network. AI is being applied to strengthen data safeguards and prevent identity theft. One such application of AI, is to not only verify a password, but to monitor the keystroke rhythm with which the user types in the password. As a result, AI applications will be able to recognize whether the user logging-in is typing the password in the same way they normally do it. AI will determine if it’s an identified user or a potential hacker. Cybersecurity AI-based applications will further help fortify SMBs facing an attempted infiltration.

Furthermore, AI has also become more sophisticated in its ability to read, track, utilize and even redact data in surveillance technology. AI apps provide authorities with instantaneous intelligent access to audio, image and video content. Surveillance cameras can now perform instantaneous facial recognition, at scale. This puts an extreme level of power into the hands of SMBs to protect customers and employees as well as educational institutions and their students.

Another context is how AI is revolutionizing customer service and support. For example, what if an inbound customer support message could trigger an instantaneous data grab from each customer’s social media profiles, read their recent posts and summarize those insights into relevant suggestions? These types of applications are emerging and will inevitably lead to more effective interactions, which will replace

customer associations of unhelpful robochat solutions.

“Midland Technologies is staying at the forefront of AI in order to help our customers evolve their businesses, increase their profitability and enhance productivity,” added 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