



Jason Smith
Vice President

Midland Technologies Helps Companies Successfully Adopt the Hybrid Workplace Model With Advanced Technology Solutions

Leading Managed Technology Services Provider Maximizes Employee Productivity As Businesses Transition to the New Normal

DAVENPORT, IA – June 25, 2021 - Midland Technologies, a leading managed technology services provider, announced today the company is helping organizations transition out of the pandemic by migrating them into a hybrid workplace model with the latest in today's advanced technology solutions. As restrictions begin to loosen, small to mid-sized businesses (SMBs) are looking for ways to bring staff back into the office, while simultaneously maintaining employee safety by utilizing a hybrid model that combines the best of in-person and remote work environments. One of the most significant challenges that businesses face when attempting to accomplish this is to ensure that all staff have the appropriate technologies to navigate in-person and remote environments seamlessly. While many business owners are uncertain which technologies are the best to utilize, Midland Technologies is paving a path for SMBs to follow, so they can optimize employee productivity as the business world transitions into the next, "new normal".

Prior to the pandemic only a small percentage of employees worked remotely. We now know that remote work environments are going to be mainstay for years to come. Necessity to adapt, consequently proved to business owners just how effective their staff could be whether in the office or working from home. In fact, according to a survey conducted by a unit of S&P Global Market Intelligence, out of 575 IT decision-makers from a range of industries, they found that "67% of respondents expect work-from-home policies will remain in place permanently or at least for the long term," which suggests that since businesses were given no choice but to adapt, they've managed to survive and if they want to position themselves for success in the future, they should ensure that their technology infrastructure is robust enough to support employees ability to communicate and collaborate. Furthermore, a Gallup poll revealed that "54% of office workers would be willing to quit their job for one that allows them to work remotely." Whether a company goes full-remote or hybrid, it's vital that they have the right technology systems in place to support productivity and accountability.

The most important technology solution needed for any business is an ability to communicate with its

customers, regardless of its employees' physical location. Cloud voice is the natural response to that need. Midland Technologies's cloud voice solution enables its customers to leverage the same feature-rich functionality of an office phone system, while simultaneously integrating it with the cloud to enable the flexibility required in a hybrid model.

In order to fully maximize employee productivity and benefit from a hybrid model, a cloud computing solution, like Microsoft Azure must be rapidly adopted by SMBs. Transitioning a company's network from on-premise servers into Azure is the ideal infrastructure to support remote workers. Jason Smith, Vice President at Midland Technologies stated, "Having your servers and applications in the cloud enables workers to stay at home or transition to and from the office seamlessly. A server in an office closet is getting closer to extinction like the dinosaur."

Lastly, as more employees spend time in their home offices, those environments must be secured because of the gaping lack in security that most home networks are exposed to. Far too many home offices pose security risks to the entire network because they offer little security, which cybercriminals are already

exploiting. “While employees may have been able to work from remote on a temporary basis without setting up proper IT security infrastructure for the home office, it’s a huge vulnerability to expose the rest of the company,” 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