



Jason Smith
Sales Manager

Midland Communications Stops Their Customers' Networks from Being Attacked

*Region's Leading Unified Communications
Provider Protects Their Customers'
Valuable Information with Robust
Solutions Designed to Safeguard Data
Networks*

DAVENPORT, IA — February 28, 2010 — Attacks on an organization's data network occur on a frequent basis. This may come in the form of viruses, spyware or phishing. Many small to mid-sized businesses are missing the necessary technology to properly defend their critical information. As a result, Midland Communications is delivering robust solutions such as email security, web defense and off site data backup applications that create a solid fortrance to combat everyday threats.

"One of the easiest avenues to penetrate a company's network is through email," commented Jason Smith, Sales Manager of Midland Communications. "Unwanted email continues to rise every year and as this occurs the threat to the network dramatically increases. The negative effect includes decreased employee productivity and downtime as well as the monetary costs associated with fixing the network if it's penetrated. Therefore, we have introduced to our customers a fully managed email defense software that provides perimeter-based security."

The intuitive solution offers a variety of benefits including spam blocking, virus and worm scanning, and email attack and fraud protection. The software also presents the network administrator with a number user friendly reports designed to aide in making the necessary changes to effectively deal with new threats. This must have business application manages, monitors and protects an organization's email 24 hours a day, 7 days a week.

Additionally, Midland Communications offers a web defense solution that proactively zeros in on spyware, viruses and phishing attacks. Web defense safeguards the entire network including remote users and adapts to the latest threats that occur. Companies benefit immediately after its implementation. For example, web defense reduces unproductive web surfing, network congestion, and employee downtime. It protects against vicious attacks and potential fraud, lowers the risk of confidential information leaks, identifies spyware-infected computers, and increases web visibility because it determines how end users spend their time on the web. However, the most important benefit is that it eliminates the time spent by IT professionals on threat management and enables them to focus on achieving strategic business objectives.

According to a survey conducted by *Continuity Insights* magazine, KPMG Risk Advisory Services, and The Hartford's Guide to Emergency Preparedness, more than 25% of all businesses experience a significant crisis in any given year – of those that do not have a data recovery plan, 43% will not re-open. The practice of storing information, the heart and lifeblood of any organization, onto data tapes locally and having someone take them home for safekeeping is an outdated and dangerous practice. Midland Communications provides an off site data backup solution in the event the network goes down. This tool automatically and securely backs up all of an organization's data directly to the onsite appliance while simultaneously backing up a copy to the offsite storage application. This solution eliminates the need to store and manage data tapes, reduces the expensive

hardware needed to maintain those tapes, and increases the recovery speed of lost data.

"Advances in threat protection have come to a point where it's extremely cost effective for any business to secure their most critical asset. As our customers' trusted technology advisor we strongly encourage all organizations to take advantage of these solutions because it gives every business owner the peace of mind that their network and information are secure," commented Mr. Smith.

ABOUT MIDLAND COMMUNICATIONS

Midland Communications began more than 60 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 Communications 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 Communications, call (563) 326-1237 or visit www.midlandcom.com.