



## **Midland Communications Enhances Audio and Web Conferencing Applications Through Its Strategic Partnership With ConferTel**

DAVENPORT, IA — December 15, 2007 — Midland Communications, the region's leader in business communications, announced today that the company has enhanced its audio and web conferencing applications through its strategic partnership with ConferTel, an innovative provider of teleconferencing solutions. Midland Communications will offer ConferTel's *Virtual Attendant @ Your Service*,<sup>SM</sup> a robust, full-featured conferencing service offering operator-assisted functions at 'reservation-less' pricing and *i-Present Pro*, a professional yet affordable service for conducting everyday web meetings.

"We listened to what our customers were asking for with their operator-assisted and large event calls," said Jason Smith, sales manager of Midland Communications. "After a thorough analysis of audio and web conferencing solutions we determined that ConferTel's *Virtual Attendant* and *i-Present Pro* provided the highest level of quality and consistency. These are valuable and necessary business tools that help companies improve employee productivity and be more effective in their ability to communicate with greater numbers of people."

ConferTel designed and developed *Virtual Attendant* to offer users flexibility and the personalized assistance they expect with an operator-assisted call, but at a fraction of the cost. Furthermore, with instant access, there's no more waiting for that 'next available operator'. *Virtual Attendant* can greatly increase the effectiveness and professionalism of conference calls

by allowing the presenter to conduct pre- and post-conference coordination, polling, surveys, Q&A with priority queuing, recording with instant playback access, simultaneous or sequential automated out-dialing, integrated web presentation with videocast and online participant registration. Attendance reports and recordings are available immediately following each call.

*i-Present Pro* is a low cost, easy to use tool which enables presenters to share anything on their computer with their participants. It can be used to complement conference calls or simply one-to-one discussions. Perfect for training or sales presentations, *iPresent Pro* includes such features as document publishing, application sharing, live video-casting, pass control capabilities, and record and replay options.

"Midland Communications is one of the nation's top business communications providers and we're thrilled to offer *Virtual Attendant* and *iPresent Pro* to their valuable customer base," stated Leo McGill, CEO of ConferTel. "Both services are easy to use and very cost effective so businesses of all sizes can use them to increase productivity."

### **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](http://www.midlandcom.com).

### **ABOUT CONFERTEL**

Based in Carlsbad, California, ConferTel is a leading provider of IVR telecommunications services in the U.S. and Canada. Providing a range of conference calling services, including automated and operator-assisted phone conferencing, large event calls, on demand record/replay, voice/fax broadcast, teleseminars, webinars, webcasting, online training and desktop/application sharing web conferencing.