



Jason Smith
Sales Manager

Midland Communications Offers Innovative Data Backup Solutions to Protect Their Customers' Critical Information

Region's Leading Unified Communications Provider Supports Business Continuity Planning While Enhancing Peace of Mind Among Small to Mid-sized Companies

DAVENPORT, IA — September 28, 2010— Midland Communications, an industry leader in unified communications, announced today that the company is offering innovative, off-site, data back up solutions to protect their customers' critical information. In an effort to enhance business continuity planning among the region's small to mid-sized companies, Midland Communications provides owners with the peace of mind know that their valuable information is continually backed up in the event of a natural disaster, power outage, or virus attack.

More than ever before, today's market is pressing owners to reexamine the threats that could cause business interruption. According to an information security breaches survey conducted by DTI/PriceWaterhouse, 70% of businesses that suffer a serious data loss are out of business in 2 years. Many risks are unavoidable but technological advances have created a way for businesses to continue to run smoothly, even in the midst of uncertainty.

Organizations of all sizes are generating and depending on larger amounts of data that must be readily available and easily accessible. Consequently, companies have to

effectively manage more infrastructure resources, including servers, networks, and storage, to ensure data is protected in a timely manner while at the same time providing adequate performance and capacity and securing data for access when needed. Unfortunately, the archaic data backup method for most companies is to backup vital information on a data tape and let an employee such as an IT manager take it home for safe keeping. Today's latest technology enables the backup of information to take place on the "cloud" instead of servers on-site. Therefore, if an event should occur the business can keep running as if nothing happened.

"The concept of business continuity is experiencing a growth in popularity, and experts are attributing this primarily to its simplicity," Jason Smith, Sales Manager of Midland Communications. "As a business owner, operating without a data backup solution in place is simply a risk I would not be willing to take. The pace of today's business environment is faster than it has ever been, and business owners cannot afford to lose their valuable data. In my opinion, it's like driving over 100mph without wearing a seatbelt," commented Smith.

All businesses face a certain degree of risk, but most intelligent business owners are looking to eliminate unnecessary risks as well as uncertainty. Disaster recovery solutions provide business owners

with a safety net that enables organizations to get back up and running before anyone notices that there was a slip-up. Whether a natural disaster, virus attack or power outage, remote data backup provides businesses with the assurance that they will be able to compete in today's markets.

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.