



Jason Smith  
Vice President

## **Midland Technologies Offers Thermal Cameras and Scanners Designed to Read Body Temperature to Keep SMB Employees and Customers Safe**

*Leading Managed Technology Services Provider (MTSP) Helps Businesses in all Industries Create Safe Environments*

DAVENPORT, IA – June 2020 - Midland Technologies, a leading managed technology services provider (MTSP), announced today that the company is supplying small to mid-sized businesses (SMBs) with thermal cameras and scanners designed to read body temperature in order to keep their locations safe for employees and customers. As protection from COVID-19 is at the forefront of every business owner, demand for thermal technology is skyrocketing in every industry and every environment where people gather whether it be employees, customers or both. Companies are proactively adopting this technology out of moral obligation to protect their team and those they serve. Many organizations that have made the investment in thermal cameras and scanners are also benefiting from increased profits and competitive advantages over companies that have not yet made a similar investment. Customers are now choosing to conduct business with only those companies that have installed thermal technology. “Thermal cameras have become a necessity in this new world that we find ourselves in,” stated Jason Smith, Vice President of Midland Technologies. “When given the choice between going to a business

that conducts mandatory body temperature readings and one that doesn’t, which one do you think most customers feel safer visiting? This is having a profound impact on revenue recovery amongst SMBs.”

Thermal technology is being used in every industry. For example, in healthcare like nursing homes, assisted living facilities or medical institutions, thermal cameras detect individuals through facial recognition so when a guest, patient or employee approaches a door, it scans their facial image for identification, ensures they’re wearing a mask and then conducts a body temperature reading and permits entry through the automatic opening of a door. For business owners who are trying everything they can to get reluctant customers back into their businesses, this is key differentiating technology that assures customers of their safety.

“You’ve likely seen employees standing outside of buildings counting the number of people that are inside a particular location and then instructing guests to wait or enter, based on capacity,” added Smith. “With our cameras you can conduct people counting automatically, freeing up valuable staff to focus on enhancing customer experience. Staff can tell at all times whether the environment is under or at capacity to meet social distancing guidelines.”

After months of working from home, many people report feeling unsafe when asked to go back into the office, which has very high

liability concerns. However, with thermal cameras, their security is ensured making it easier for organizations to continue to attract customers and new employees, while increasing everyone’s safety.

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