



Jason Smith  
Vice President

## TAG Invites Midland Communications to Attend Leadership Conference for Technology Industry

*Jason Smith to Share Technology & Business Management Insights with Colleagues from North America*

Davenport, IA — February 24, 2016 — Midland Communications, a leading provider of unified communications, announced today that the company has been invited to attend Technology Assurance Group's (TAG) annual convention. TAG is an organization of independently owned unified communication providers in North America who collectively represent \$350M in products and services. The event will take place on April 3-6<sup>th</sup> in Chicago, Illinois. This is an invite-only event that is focused on bringing great leaders together to collaborate on new trends, best business practices, emerging technologies and the associated impact on small to mid-sized businesses (SMBs). With leaders from all across the US and Canada in attendance, the knowledge transfer will be significant.

"We can't wait for it," stated Jason Smith, Vice President of Midland Communications. "The TAG convention always stimulates our minds and opens us up to new ideas. It's an honor to be among this caliber of leaders and we look at this event as an opportunity to refine our competitive advantage. We consider it our duty to proactively seek out best practices, so we can continually deliver a superior experience for all of our customers."

"We were pleased to hear that Jason would be attending," commented Brian Suerth, President of TAG. "Their organization is one of the exemplary companies that exude excellence in all

that it does. Midland Communications excels at consistently exceeding the expectations of their customers, which explains their prolonged success over the years."

At the event, Jason Smith will be sharing key insights, as well as collaborating with C-level leadership from other markets in order to innovate new ways of serving their customers. "In the technology field, companies that are complacent are falling woefully behind. That's why we make events like the TAG convention a priority. We learn new ways of doing business that continually increases our customers' profitability, while giving them a competitive advantage," stated Mr. Smith.

One of the top ten speakers in the world, Dan Clark, will be the keynote speaker at this year's convention. Mr. Clark is a best-selling author and speaks regularly on topics including motivation, team-building, customer satisfaction and leadership. Midland Communications will surely learn a tremendous amount, as well as contribute to the betterment of the industry.

### **About Technology Assurance Group**

Technology Assurance Group (TAG), an organization of leading unified communications companies in North America representing \$350 million in products and services. TAG Members integrate all communication solutions including IT, cloud based technologies, telecommunications, AV, surveillance, video and telepresence and managed print. TAG provides its Members with the competitive advantages necessary to achieve a dominant position in their

marketplace. Members benefit from best business and management practices, advanced sales training programs and processes, in-depth financial analysis and industry benchmarking, professionally led peer group interaction, marketing and lead generation programs, and strategic partnerships with communication solution providers. For more information on TAG, please call 858-946-2108 or visit [www.tagnational.com](http://www.tagnational.com).

### **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).