



Jason Smith  
Vice President

## Midland Communications Offers Innovative Cloud Disaster Recovery Solutions

*Leading Unified Communications  
Provider Protects Customer  
Information Cost Effectively*

Davenport, IA – September 27, 2016 - Midland Communications, a leader in unified communications, announced today that it has launched a program that focuses on cloud-based data safety. This program is aimed to help small to mid-sized businesses (SMBs) to effectively store, manage, and transfer their critical business files seamlessly while simultaneously increasing the overall security of all of their business files. Whether employees are utilizing files on their servers, laptops, workstations or smartphones, this Cloud Disaster Recovery Program will change the way that business owners handle their sensitive corporate and financial information.

For those who aren't yet familiar, disaster recovery, is a set of policies and procedures which enable the recovery or continuation of vital technology infrastructure and systems following a natural or human-induced disaster. The majority of enterprise-level organizations have recognized the blatant need for disaster recovery programs because they focus on strengthening the underlying IT or technology systems supporting critical business functions, especially in moments of need. For example, when an organization starts growing and adds on more staff, there are more possibilities for human-induced disasters or data theft. An accidental

deleted or misplaced file can cost companies dozens of hours in lost productivity. Furthermore, with more staff come more devices, which in an increasing BYOD (Bring Your Own Device) environment, means that there are more vulnerability points for hackers to enter the network. When businesses begin to scale, these productivity interruptions are no longer tolerable.

"When a business begins its growth trajectory, it's easy to sit back and enjoy the success," stated Jason Smith, Vice President at Midland Communications. "We know that feeling. It's so rewarding to see your business growth outpacing your operating expenses and all of the years of sacrifice make it completely worth it. It's so easy to kick your feet up, relax and enjoy the fruits of your labor in that moment, however, this is precisely when businesses need to take the steps to protect themselves so they can continue to grow at that same rate. This is when they are most susceptible to virtual disasters and without a comprehensive disaster recovery plan and cloud technology that is engineered specifically to shrug off these types of disturbances, they are putting that stable growth at risk."

In years prior, many businesses were hesitant to purchase cloud-based disaster recovery solutions because they required large, up-front capital expenditures. Midland Communications' cloud disaster recovery program breaks this pattern because it's on a pay-as-you go model, so businesses only pay for

what they use, enabling them to scale up and down their disaster recovery program in perfect sync with the pace of their businesses. It's file syncing, syncing with business growth, syncing with a cost structure that makes this technology easy to implement into any growth-oriented SMB.

### 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).