



Jason Smith  
Vice President

## Midland Technologies Educates SMBs on the Importance of 4G Backup

*Leading Unified Communications  
Provider Finds New Way to  
Strengthen Internet Performance for  
Businesses*

Davenport, IA – August 28, 2017 - Midland Technologies, a leader in unified communications, announced today that the company will be launching an awareness campaign to educate small to mid-sized business (SMB) owners about the importance of having a 4G backup plan in their organizations. With the vast majority of business owners virtualizing their infrastructure and investing heavily in cloud-based technologies to support an increasingly mobile workforce, businesses need more reliable connection to the internet than ever before. While many SMBs are routinely frustrated by incessant internet outages, especially in a wireless network environment, companies must understand the power of 4G Internet. As a trusted technology advisor, Midland Technologies is launching a campaign to teach business owners the power of 4G backup and how organizations can utilize this advancement in order to bolster productivity and ensure smooth operations, at all times.

For many businesses, a WAN (Wide Area Network) outage is largely inevitable. Many businesses simply accept these outages as an

unavoidable fact of life while they simultaneously cause damaging losses, in terms of tens of thousands of dollars in lost productivity, and missed opportunities, each instance that these outages occur. In the past, business owners purchased additional analog lines to circumvent the problem and to ensure that their staff wouldn't be prevented from doing their work, however, today those extra analog lines are no longer necessary. Midland Technologies has found that using a 4G cellular network, as a backup to a traditional wireless network, can serve the bottom-line goal of keeping their employees going, no matter what hiccups arise in internet connectivity. The goal of 4G backup is simple, it's to provide a secondary network interface for remote routers to access when the primary link is unavailable. With inevitable internet outages facing almost every organization, and the staggering costs associated, it simply makes no sense for a business to risk its entire well-being on a single point of failure. While it is still advisable for an SMB to utilize their existing networks as a primary resource, it's also prudent for organizations to have a 4G failover in place, in the event of an internet outage, so that

employees can keep going no matter what happens.

As SMB infrastructure continues to migrate more and more to a cloud-based environment, nearly all SMBs have an even heavier demand on internet connectivity than they did, even only a few years ago. Employees have grown to simply expect the internet to "always remain on" and without this in place many employees simply cannot perform their jobs. The ubiquity of 4G cellular networks has helped to strengthen cellular networks across the nation as a whole and at this point in time, this has now become a very cost-effective, minimally intrusive, means to create redundancy in a SMB in virtually no time. Paired with a high-performing wireless network, 4G backup simply makes sense for SMBs who take their productivity seriously.

"We advise our customers on how to create redundancy, in the most cost-effective means possible," stated Jason Smith, Vice President of Midland Technologies. "Our goal as a technology advisor is always to innovate and find ways to leverage futuristic technology to increase our customers' profitability, today. We believe that our customers should incorporate this solution into their networks to

ensure that their businesses remain in operation regardless of what's going on in the WAN environment."

### **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)