



Jason Smith  
Vice President

## **Midland Technologies Helps Small to Mid-Sized Businesses Leverage the Power of Microsoft Teams to Collaborate Faster and More Effectively**

*Leading Managed Technology Services  
Provider Elevates Customers'  
Productivity*

DAVENPORT, IA – December 2019 - Midland Technologies, a leading managed technology services provider (MTSP), announced today that the company is leveraging the power of Microsoft Teams to help companies collaborate faster and more effectively. As we enter a new decade, the workforce is changing drastically, both in demographic and behavioral tendencies. Millennials soon will make up the majority of the workforce and “by 2025, 3 out of every 4 workers, globally, will be a millennial,” (source: TIME Magazine). Millennials and Generation Z have a preference for working remotely and utilizing collaboration enabling tools.

Microsoft Teams is a representation of the way that communication has changed the way we work and is set to become the new standard in collaboration and professional communication, posing many new opportunities for enhanced productivity amongst SMBs. Midland Technologies is helping businesses reinvent themselves and remain relevant with advanced technology, so they can reach higher heights than ever before.

“There are myriad of collaboration tools out there, but the core reason that SMBs will be utilizing Microsoft Teams in the future is because it increases an organization’s capacity to collaborate, but more importantly, they can collaborate securely,” stated Jason Smith, Vice President of Midland Technologies. This tool goes far beyond our traditional paradigm of

workplace communication, which included emails, office phones and conference calls. The dominant channels of communication have shifted to a wider array, including, real-time collaboration, private chat, public conversation, audio calls, video calls and virtual meetings, all of which are encompassed in the Microsoft Teams solution.

The younger players in the workforce, Millennials and Gen Z find this assortment of communication tools to be integral to their success in any organization. This is why Midland Technologies is leading the charge on the deployment of Microsoft Teams, because it is the ideal way to meet the needs of younger employees while simultaneously maximizing the effectiveness of more seasoned workers. “There’s a reason that Microsoft is including emojis and GIFs in the software, they understand who are the power users will be and how businesses need to adapt now, in order to keep attracting top talent in the future,” added Smith.

Another key trend amongst SMBs is that more companies are going international. Whether they’re relying on international suppliers and vendors, developers or virtual assistants, the demand for bridging language barriers has proven to be key in keeping businesses ahead of the curve when it comes to collaboration. One of the exciting features within Microsoft Teams is the ability to instantly translate languages in the chat or messaging features, with one-click. “The world economy is going to continue expanding and become more globally interactive,” commented

Smith. “This is not going to slow down, in fact, it will only speed up.”

Lastly, companies that are concerned with the handling of sensitive information, which is especially important in industries like Financial and Healthcare, can rest assured that Microsoft Teams satisfies the requirements for compliance set by several governing agencies. Businesses that want to increase their capacity for collaboration, innovation and relevance need to take a look at implementing technologies like Microsoft Teams.

### **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)