



Jason Smith
Vice President

Midland Technologies Invited to Technology Assurance Group's 20th Annual Convention

Leading Managed Technology Services Provider (MTSP) Selected to Be Distinguished Guest at the Industry's Top Event

DAVENPORT, IA – February 2020 - Midland Technologies, a leading managed technology services provider (MTSP), announced today that Jason Smith, Vice President of Midland Technologies, has been invited to attend the 20th Annual Technology Assurance Group (TAG) Convention occurring in Palm Springs. The theme of the convention is “change creates opportunities and redefines expectations”. The event will be focused on the changing tides in technology and will bring together some of the top thought-leaders in the United States and Canada to share best practices with one another.

With market giants, like Microsoft, introducing groundbreaking collaboration tools the very foundation of how business gets done has changed. Midland Technologies will be participating throughout the event to ensure that their customers can take maximum advantage of new and exciting opportunities, through tools like Microsoft Azure and Teams for example. However, in order for small to mid-sized businesses (SMBs) to succeed, they must be advised on best practices regarding these new opportunities

for teamwork. The event will take place from April 4-8 at the Renaissance Esmeralda Resort in Indian Wells, CA.

The convention is hosted by TAG, which is an organization of leading managed technology services providers (MTSPs) in the United States and Canada representing approximately \$500 million in products and services. TAG Members integrate all technology solutions including IT, cloud-based technologies, cybersecurity, telecommunications, AV, video surveillance, access control and managed print.

“There is so much opportunity for SMBs to benefit from these new developments,” stated Smith. “While Azure and Microsoft Teams provide an almost unlimited set of potential for businesses to thrive, we consider it our duty to deliver that expertise to our customers in a concise, practical and actionable way. Moreover, we aim to help them thrive through the implementation of whichever technology they need to strengthen their organization. That’s our job.”

“We attend events like this on a consistent basis to remain well ahead of our competitors and to continually deepen our expertise for our customers’ benefit. When you assemble hundreds of the brightest minds in our industry, for the sole purpose of improving our customers’ efficiency, productivity and profitability, you’re bound to

reach a higher level of service than any of your competitors,” added Smith.

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