



Jason Smith  
Vice President

## **Midland Technologies Invited to Attend 22nd Annual Technology Assurance Group (TAG) Convention in Charleston, South Carolina**

*Leading MTSP Invited to Conference with Thought Leaders on Exceeding Customer Expectations*

DAVENPORT, IA – February 24, 2023 - Midland Technologies, a leading managed technology services provider (MTSP) was invited to attend and share their expertise with top industry organizations at the 22nd Annual Technology Assurance Group (TAG) Convention in Charleston, South Carolina. The private event will take place at the Marriott Charleston on March 26-28, 2023 and will feature many of the best minds in the United States and Canada who specialize in IT, cybersecurity, VoIP, video surveillance and copier solutions. Midland Technologies was selected because of its reputation as a thought leader in the marketplace, its unparalleled ability to deliver exceptional customer experience and its propensity to contribute to the technology industry.

The focus of the convention is “Exceeding Customer Expectations” and all of the speakers will distill how they’re delivering the proverbial “above and beyond” experience to their customers. In a world where most businesses provide a lackluster customer experience at best, Midland Technologies is attending this event because it is brimming with innovative ideas to share. “It’s important to us to remain on the leading edge when it comes to exceeding our customers’

expectations,” stated Jason Smith, Vice President of Midland Technologies. “Many companies boast about delivering a fantastic customer experience; however, only a small portion of those companies actually measure their customer experience with data and only a fraction of those companies invest the time, energy and expenses into attending events like this. Just as we consider it our duty to remain current on the latest business technology solutions and how they can enhance organizational productivity, we find it equally important to make sure we’re constantly finding new methods to improve our customer satisfaction levels.”

Speakers will discuss best practices related to improving company culture, fostering camaraderie, improving customer relationships over the long-term and how to elevate customer experience so that they earn more trust. Smith also said, “When we spend time rigorously researching how to improve customer experience, we always see the results in our interaction with our customers. We’re not just looking for new information for ourselves, but we’re looking for innovative tactics and strategies that we can deploy in our clients’ businesses, as well. Every industry is unique and as much as we’re intending to make sure we optimize our own business with world-class service, we’re also looking for new

ideas that would give our clients a strategic advantage in their industry,” commented 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](http://www.midlandcom.com)