



Jason Smith  
Vice President

## **Midland Technologies Certified as a Microsoft Solutions Partner, Ranking Among the Top 5% of Providers**

*Leading Managed Technology Services  
Provider Demonstrates  
Highest Level of Expertise to Elevate  
Customer Success*

DAVENPORT, IA – December 29, 2024 - Midland Technologies, a leading managed technology services provider (MTSP), has officially earned the coveted designation of Microsoft Solutions Partner, a certification placing the company in the top 5% of all Microsoft providers worldwide. Over the years, Midland Technologies has grown to popularity by consistently delivering customer experience and focusing on increasing the efficiency of the organizations it supports. One of the key ingredients to their success has been their superior technical expertise, which is clearly demonstrated by this recent achievement. This accolade underscores Midland Technologies' exceptional expertise, experience, and commitment to helping customers leverage Microsoft technologies to their fullest potential.

This prestigious certification is not easily attained. There are various criteria including performance (revenue and usage growth), customer success (deployments and certifications), and skilled certifications (number of certified professionals on staff), in addition to various other factors. However, the most important factor is a proven track record of high customer satisfaction rates. Achieving this certification required Midland Technologies to meet rigorous benchmarks, showcasing advanced knowledge and capabilities

in cloud services, data management, and infrastructure solutions. Microsoft awards the designation to providers that demonstrate this significant level of expertise, but also monitors them to ensure they consistently keep up to date with the latest technological developments in order to retain their status.

“Our designation as a Microsoft Solutions Partner reflects years of dedication to providing our customers with the best solutions,” said Jason Smith, Vice President at Midland Technologies. “It means we’re not just using Microsoft tools; we’re maximizing their potential to help businesses succeed. Whether it’s transitioning to the cloud with Microsoft Azure or creating more efficient systems with Office 365, we ensure our customers are getting the best value and the most effective solutions.”

As a Solutions Partner, Midland Technologies brings Azure Certified Architecture expertise to its customers, enabling them to adopt cloud technologies with confidence. By leveraging Azure’s scalability, reliability, and security, businesses can modernize their IT infrastructure, reduce costs, and position themselves for future growth.

“Cloud technology is no longer a luxury; it’s a necessity for businesses that want to stay competitive,” Smith continued. “Our certification gives our customers peace of mind knowing they’re working with a partner who truly understands how to make Microsoft’s tools work for them.”

Businesses considering a move to the cloud or looking to improve their use of Microsoft tools can rely on Midland Technologies for guidance. The company’s Microsoft Solutions Partner designation signifies not only expertise but also a proven ability to deliver results that align with customers’ strategic goals.

### **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)