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Leading Business Technology Provider Changes the Way Law Firms Communicate

DAVENPORT, IA - December 20, 2011 - Midland Communications, a leading provider of unified communications, announced today that the company is placing special emphasis on bringing its innovative technology and applications to the rapidly growing legal industry.
Midland Communications has a number of valuable communications and data networking solutions that support the needs of the legal community. These solutions have the unique ability of increasing productivity while decreasing the firm's carbon footprint because of the significant impact they have on attorney's commute times, marketing efforts, reduction of office space and reduction in operational costs.
"An attorney's time is very valuable and anything we can do to increase their efficiency has a dramatic impact to a law firm," said Jason Smith, Vice President of Midland Communications.
"The utilization of technology solutions like Unified Communications enhances a firm's green initiatives by drastically reducing the use of paper, reducing travel by utilizing video conferencing or web collaboration and allowing attorneys to receive calls, faxes and voicemails anytime, anywhere. This allows attorneys to work from home, at the courthouse or while they are visiting a client at their residence, while still providing the quality experience that both the firm and their clients have come to expect."

Unified Communication solutions provide a number of impressive benefits which increase productivity in law firms. One example is presence management, which informs assistants and partners of where the attorneys are located at all times. Another is call recording, which allows lawyers to save recordings to client files and email them internally. Conference call management integrates with Microsoft Outlook and call attached data tracks who called and other various statistics as well. Fax-to-email and the ability to schedule outgoing faxes through a fax server lower telecommunication costs help businesses go paperless. Furthermore, businesses can benefit multiple office connectivity through VoIP, which unifies all incoming and outgoing communication. Additionally, law firms benefit significantly because attorneys are no longer tethered to a desk when they take advantage of Unified Communications' mobile capabilities. Mobile devices, such as smartphones and tablets, enable law firms to increase productivity in a myriad of other ways as well.
The Unified Communications interface has been developed with the end user's specific needs in mind. This essentially means that the front-end of these systems are extremely easy to operate regardless of the individual's age or technical know-how. The advanced technology is hidden within each solution and may be managed internally by the organization's IT department or by certified team of Unified Communications professionals.
"Legal is a very unique industry and we have partnered with leading Unified Communication manufacturers who make these solutions cost effective by integrating all these capabilities into a single box solution," added Jason Smith. "The types of solutions we offer greatly benefit law firms as well as make the lives of their attorneys easier and less stressful."

ABOUT MIDLAND COMMUNICATIONS
Midland Communications began more than 60 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 Communications 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 Communications, call (563) 326-1237
or visit
www.midlandcom.com
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