

MID-RANGE NEWS

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A Word From Dan ...



Change \ˈchānj\

Definition: “to undergo transformation or transition...”

See also: “the only constant”

A lot has changed in the IT world since 1988. As Mid-Range enters its 20th year in business we too are changing. We're updating our look (let us know what you think of the logo and tag line we've added) but rest assured—you continue to get the same great customer service combined with the best advice and products available.

We continue to supply:

- Disaster Recovery IBM Servers, Storage & Software
- Hosting IBM Servers, Storage & Software
- Outsourcing IBM Servers, Storage & Software
- Back up & Recovery IBM Servers, Storage & Software
- Hardware IBM Servers, Storage & Software
- Professional Services IBM Servers, Storage & Software
- JD Edwards Implementation, Hosting, Outsourcing



So what does “**solve IT. for Less**” do for us and what does it mean?

First, it sends the message that we do solve IT problems with, and for, our customers and have done so for 19 years. Sometimes they are hardware and infrastructure related, sometimes they are disaster recovery or outsourcing related and sometimes they are JD Edwards related. Regardless, we solve them and do our part to reduce our customers' costs and increase their revenues.

What does “**for Less**” mean? It may mean “for less than you can do it in-house”. It may mean “for less than you can do it by trying to coordinate multiple vendors”. It may mean “for less money than you think”. It may mean “for less money than you are spending now”. It may just mean “for less money than anyone else can do it for”.

So thank you for your support over the last 19 years, and as we enter our 20th we look forward to solving IT with you, and for you. **M-R**

Sincerely,

Dan Duffy – President

Zdy Orlinski – Secretary Treasurer