

MID-RANGE NEWS

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A Word From Dan ...

Dare:

“to have the courage to contend against, venture or try”



Now is the time for some daring. Now is the time for some risk. Why? Because quality shines through at a moments like this and moments like this don't come along all that often. Quality, combined with smart, calculated risk and a dose of daring pays off in the medium to long term. We're living proof.

When Mid-Range was formed some 20 + years ago we knew that we risked going off like a rocket and then flaming out. It didn't happen. Why? Because we didn't live like kings simply because we sold a few big deals. Because we knew that it wasn't all about us but about the people working with us and our customers and suppliers. We kept our money in the company (and still do today) because we believed that using our profits to re-invest in the best people, the best products, and the best infrastructure over the long haul was the best investment we could make. Guess what? We were right. We've had our share of rainy days but we always had our umbrella (which is a combination of financial strength, great people, and great customer service) handy.

Mid-Range is in a very strong position. We're expanding our outsourcing, hosting, disaster recovery and JD Edwards offerings along with the depth and breadth of our infrastructure portfolio with even more talented people and even better facilities while others are getting out all together (or calling us to buy their entities).

Our tag line now reads “Solve IT for less”. Maybe it should read, “Dare to Solve IT for less”?

Go ahead. Make your move. Dare to do business with a company that is financially sound, has great people and wants you and your business for the next 20 + years.

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