



Top 8 Reasons Why Clients Outsource

1. Your in-house **staff support is limited**. People are retiring or no longer available to maintain current legacy systems, there is little or no documentation on systems and processes, and it is more difficult and less cost-effective to find qualified support staff.
2. Management (CEO, CFO, CIO) needs to **save money** and/or show a greater ROI sooner. Management may be new to the role or may be new to the company, may be affected by the economic downturn, especially for specific industries.
3. Current system is **too costly to maintain**. You need to upgrade the hardware or software levels because they are no longer being supported by the vendor. Or, the cost of maintenance support is no longer affordable.
4. You need to **mitigate risk** in your environment, for business continuity and/or compliance purposes. There may be no DR plan in place, or the DR plan has not been fully tested on a timely basis, or the DR plan has been poorly maintained.
5. Your goal is to move off the mainframe or other legacy platform because the **application is being converted to a different platform**, yet you need to maintain your current legacy operation for a period of time.
6. **Applications/development staff** require a platform to perform testing, and it is too time consuming and costly to get provisioning from the internal IT resources.
7. Your company is involved with a **Merger or Acquisition**, and there are disparate systems. There is a need to standardize onto one platform but maintain the older, existing system for a period of time.
8. Your company is **moving to a new location**, and it is cost prohibitive to use new office space to build out a secure hardened data center.

Blue Hill Data Services: Cost-Effective, Secure, On-Shore Data Center Solutions

Blue Hill helps customers **reduce their operating costs** and **minimize risk** by providing fully managed data center solutions. Our world-class **on-shore facilities**, highly skilled and experienced staff, and reliable 24x7 services have supported clients worldwide and from all industries since 1994. Blue Hill specializes in **mainframe, open systems**, and **AS/400 iSeries managed hosting services** and **dedicated Disaster Recovery** solutions. Our differentiation is providing **customized yet flexible SLAs and contracts** that enable clients to work in the manner they choose, delivering total end-to-end support or specific functions as required. Rather than force clients to change their operating procedures to fit our standards, we offer the same services a customer is comfortable with in their current environment; recommendations for increased efficiencies are provided but not mandatory. We are proud our **client retention is 100%**.

Contact: info@BlueHillData.com