



Press Release

Source: Blue Hill Data Services, Inc.

Blue Hill Data Services, Inc., Signs Multi-Year Outsourcing Contract with Hearst Newspapers LLC, publisher of The Houston Chronicle

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PEARL RIVER, New York.--(BUSINESS WIRE)—Blue Hill Data Services, Inc., a full-service IT outsourcing company focused on providing fully managed data center hosting solutions to all industry-vertical enterprises, announced that it has recently signed a multi-year agreement to provide technology hosting services to The Houston Chronicle, a Hearst Newspaper publication.

Blue Hill Data Services successfully transitioned Houston Chronicle into the Blue Hill Data Services' world-class data centers in Pearl River, NY and Branchburg, NJ. Under this arrangement, Blue Hill Data Services will host and manage the newspaper's mainframe processing environment from their 24/7/365 state-of-the-art data center facility in Pearl River, NY, including monitoring, technical and operations support and maintenance, as well as provide dedicated disaster recovery services from their high-availability recovery center in Branchburg, NJ.

This partnership enables Houston Chronicle and Blue Hill Data Services to work together in support of the paper's business commitments and future growth strategy. Blue Hill Data Services provides Houston Chronicle with the capabilities and state-of-the-art technology services they require, including scalability, service level performance, expert staff, cost and flexibility, as well as added value through operational efficiencies and technical enhancements. Blue Hill Data Services' world-class data centers maintain the security, availability and reliable infrastructure that is vital to ensuring Houston Chronicle's systems are functioning seamlessly.

Roberta Kowalishin, CIO for The Houston Chronicle, commented, "By engaging Blue Hill, we are able to control and predict the costs of running our mission-critical business systems powered by the mainframe platform. As important, where having backup hardware, software and technical resources was not previously responsive and cost-effective enough for us, Blue Hill's leveraged model gives us redundancies in all these areas, therefore improving our support model."

"Having The Houston Chronicle on board is a significant milestone for Blue Hill. The print media industry is partnering to improve flexibility, service levels and cost-effectiveness and Blue Hill with its deep experience in the media vertical is proud to be able to help. The Houston Chronicle is the first of four print media companies already scheduled to make the transition into our data center. They serve as a model for how well we can support this industry," commented John Lalli, President, Blue Hill Data Services, Inc.

About Hearst Newspapers LLC

A division of media giant Hearst Corporation, Hearst Newspapers publishes nearly a dozen daily newspapers in major markets, including the *Houston Chronicle*, the *San Antonio Express-News*, and the *San Francisco Chronicle*. It also owns a small portfolio of weekly papers serving small markets, and it operates a newswire service that distributes news and features to some 600 subscribing publications. In addition to traditional publishing, Hearst Newspapers publishes news online through companion Web sites for its daily papers. It also publishes telephone directories through White Directory Publishers and Associated Publishing Company.

About Blue Hill Data Services, Inc.

Blue Hill Data Services, Inc. is a leading IT outsourcing (ITO) service provider that offers fully managed data center hosting solutions to support the mission-critical business functions for the middle-market and segments of the large market on an outsourced basis. Blue Hill Data Services supports North American

businesses with a national and/or global reach that are new to the IT Outsourcing market, established businesses that already outsourced, and businesses seeking to maximize return-on-investment from their in-house workforce. For more information, please visit <http://www.bluehilldata.com>

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