



Press Release

Source: Blue Hill Data Services, Inc.

## Blue Hill Data Services, Inc., Signs Multi-Year Contract with Cox Enterprises, Inc. dba The Atlanta Journal-Constitution

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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 with Cox Enterprises, Inc. dba The Atlanta Journal-Constitution (AJC), a major daily newspaper in Atlanta, Georgia and its suburbs.

Blue Hill Data Services successfully transitioned AJC into its Pearl River, New York and Branchburg, New Jersey data centers, surpassing expectations by providing in-depth planning, collaboration and outstanding execution to meet project deadlines and provide a seamless migration.

Under this arrangement, Blue Hill Data Services will provide full information technology outsourcing services including IBM Mainframe hosting and 24/7/365 management services to support AJC's mission-critical systems. Services will include monitoring, support and maintenance of all mainframe related systems from Blue Hill Data Services' full-service data and support center located in Pearl River, NY, as well as disaster recovery services from Blue Hill Data Services' high-availability recovery center in Branchburg, NJ.

This partnership enables AJC and Blue Hill Data Services to jointly support AJC's business commitments. Blue Hill Data Services will provide AJC with the capabilities and state-of-the-art technology services they require, including improved scalability, service level performance, expert staff augmentation, lower cost and flexibility, and added value through operational efficiencies and technical enhancements. Blue Hill Data Services' world-class data centers maintain the data security compliance, availability and reliable infrastructure that is vital to ensuring AJC's systems and network infrastructure are functioning around the clock without interruption.

"We were faced with the ongoing challenge of supporting the mainframe while needing to reallocate resources to work on other platforms, all while reducing our TCO for the mainframe," commented Mark Beck, CIO, The Atlanta Journal Constitution. "Blue Hill offers a solution that allows us to meet all of our short-term cost and service objectives, with contract flexibility that will help us in our planning down the road."

"We are excited to be working with The Atlanta Journal Constitution", commented John Lalli, President, Blue Hill Data Services, Inc. "The AJC technology profile is aligned perfectly with Blue Hill's mainframe offering, as well as deep experience in the media industry vertical and we have a great cultural fit. This win coupled with other media industry customers and prospects currently in our sales pipeline represent a growing list of companies in this industry looking to focus on their core business and partner with Blue Hill to increase flexibility, service levels and cost-effectiveness related to their total cost of managing technology."

### About Cox Enterprises, Inc.

Cox Enterprises is a leading communications, media and automotive services company. With revenues exceeding \$15 billion and more than 66,000 employees, the company's major operating subsidiaries include Cox Communications, Inc. (cable television distribution, telephone, high-speed Internet access, commercial telecommunications, advertising solutions and the Travel Channel); Manheim, Inc. (vehicle auctions, repair and certification services and web-based technology products); Cox Media Group, Inc. (television stations, digital media, newspapers, advertising sales rep firms and Cox Radio, Inc.); and AutoTrader.com (online automotive classifieds and related publications). Additionally, Cox's Internet operations include Kudzu.com and Adify Corporation, a unit of Cox TMI, Inc. For more information, please visit: [www.coxenterprises.com](http://www.coxenterprises.com).

### 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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