

FOR IMMEDIATE RELEASE
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BLUE HILL DATA SERVICES ADDS NEW CLIENT
Modernization, Cost Efficiency and Improved Disaster Recovery Are the Drivers

Pearl River, NY – Blue Hill Data Services (Blue Hill) recently announced the addition of one of the nation's top business, property and casualty insurance providers to its list of clients. Rated "Excellent" by A.M. Best, the company was looking for a cost-effective and flexible IT hosting solution that would enable operations to shift from a mainframe processing platform to a Web-based server environment over time.

Moving Off Their Mainframe

This insurance company estimated that migrating its core systems from a legacy mainframe environment to newer technologies would take approximately seven years. A hosted mainframe solution would avoid the cost of purchasing new mainframe hardware and associated equipment, along with certain upgrades required due to discontinued support.

In addition to the modernization project, the company also sought a dedicated disaster recovery (DR) solution that would offer it unlimited test time while meeting its recovery time objectives (RTO) and recovery point objectives (RPO). As part of the DR services, the company asked Blue Hill for a replication solution that would eliminate tape storage and associated purchases, another unwanted cost.

A Secure Solution That Would Keep the Wheels on the Bus

The right-size solution proposed by Blue Hill was designed to keep the insurance company's legacy mainframe environment up and running so that the company's core team could stay focused on migrating to a new environment. The solution also needed to fulfill the company's strict regulatory requirements.

The hosting services and 24/365 support provided by Blue Hill satisfied the insurance company's hardware and applications requirements. Additionally, the technical solution and pricing were flexible, scaling down as the company's IT resource requirements lessened.

For more than two decades, the veteran data center hosting and managed IT solutions team at Blue Hill Data Services has been supporting the mainframe and legacy applications environments for companies of all sizes and in all business verticals. Blue Hill's fully redundant production data center facility, on the New York/New Jersey border across the Hudson River from Manhattan, and a half hour outside New York City, was originally designed to house the New York Stock Exchange.

Modernization Requires Expertise

With many mainframe and applications systems experts due to retire, organizations of all sizes in all verticals are struggling to find the skillsets they need to continue operating legacy systems while embracing modernization efforts. Blue Hill's deep bench of mainframe experts will seamlessly manage and support this client's current mainframe environment in a partnership that brings with it peace of mind.

About Blue Hill Data Services

Blue Hill Data Services helps customers reduce their operating costs and minimize risk by providing **fully managed onshore data center hosting solutions**. Our highly skilled and experienced staff, **world-class onshore facilities**, and reliable 24x7 services have supported customers worldwide and from all industries since 1994. We specialize in **Mainframe, Open Systems, AS/400 iSeries, Application Services, Colocation Services, Dedicated Disaster Recovery, and Business Continuity Solutions**. Our deep technical skills and long-standing experience enable us to **support our customers' legacy environments** as well as **implement new technology solutions**. Our differentiation is providing **customized solutions, flexibility with contracts and SLAs, and personalized attention and services**. We are proud our customer retention is 100%.

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