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Global Automobile Manufacturing Company Selects Blue Hill's Mainframe Managed Hosting Solution

A major worldwide automobile manufacturer on The Fortune 2017 Global 500 list has chosen Blue Hill Data Services to provide a Mainframe Managed Hosting Solution. Although previously outsourced to a Tier-1 provider, their decision to select Blue Hill was based on:

- finding a cost effective alternative solution;
- maintaining or improving their service levels;
- applying deep technical skills to assure current and future requirements would be met;
- improving communications and follow through in supporting ongoing requests.

Although the original decision many years ago was to outsource their IBM mainframe systems to a Tier-1 outsourcing company, they decided to come back to reengage with Blue Hill once their initial outsourcing agreement was due to expire. There was new management in place, and the technical manager had realized the depth of technical expertise that Blue Hill possessed was critical to meeting the required service levels in satisfying their end user community.

The new CIO was explicit in his requirements: ***"We are looking for a long term partnership that goes beyond what's written within our contracts. We appreciate the length of time the Blue Hill team has been working together, the depth of their knowledge and skills, and their willingness to go the extra mile and act as an extension of our team."***

Blue Hill has extensive experience in transitioning new clients that are running in-house, as well as transitioning clients from other service providers. Often, clients prefer a more services-oriented and cost efficient alternative in satisfying their sourcing needs, and want to work with Blue Hill due to their illustrious reputation for providing excellent customer care.

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

Blue Hill Data Services helps customers reduce their operating costs and minimize risk by providing **fully managed data center hosting solutions**, and a full array of complementary IT support services. Our highly skilled and experienced staff, **world-class on-shore facilities**, and reliable 24/365 services have supported customers worldwide and from all industries since 1994. We specialize in **Mainframe, Open Systems, and AS/400 iSeries managed hosting services; Applications 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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