Blue Hill Selected as Mainframe, Mid-Range, Private Cloud and Applications Provider for G2G Marketplace

Partnership, Between Blue Hill and G2G Marketplace, Will Provide Governments Streamlined and Cost Effective Process for Researching, Purchasing and Implementing Technology Solutions

Pearl River, New York

March 9, 2017 – **Blue Hill Data Services** has been selected as the Mainframe, Mid-Range, Private Cloud and Applications vendor for the **G2G Marketplace**, an initiative championed by Oakland County, Michigan, designed to offer solutions from government partners and approved vendors, to government agencies through an online store experience, therefore providing governments with an easy way to research, purchase, and implement technology solutions at a reduced price.

Public Organizations can learn more about Blue Hill solutions, and receive a No-Cost Business Value Assessment, by visiting http://www.bluehilldata.com/mainframe/MainframeHostingAssessment.html.

Blue Hill Cloud Services are now available for purchase on the G2G Marketplace, allowing public sector entities to more easily and knowledgeably make smart technology decisions. Chief Operating Officer of Blue Hill, John M. Lalli, believes that "when government utilizes Blue Hill's services, capital expenses are minimized or eliminated, operating expenses are reduced, and critical systems are supported seamlessly. The partnership is very important as the G2G Marketplace enables us to extend benefits to help government run efficiently and cost effectively."

The G2G Marketplace offers free membership to all public entities, and provides pre-negotiated simplified agreements, fast procurement, and reduced prices and cost recovery. This initiative eliminates the need for a lengthy RFP process, and provides an efficient way for public sector technology buyers to research and utilize already competitively bid solutions, thereby saving government's time and money while also using taxpayer dollars wisely.

Phil Bertolini, Chief Information Officer, Oakland County, says that Blue Hill "helped Oakland County achieve substantial savings while ensuring that critical systems operate seamlessly. We hope public agencies can take advantage of this streamlined way of achieving success. Government is meant to provide, serve, and help our citizens overcome obstacles, and create and share technology solutions that are cost effective and make operating easier and less time consuming, thereby benefiting everyone."

Lalli understands that "Our government customers all face the same challenges: being forced to manage legacy systems efficiently, while running the risk of losing critical staff due to retirement. We are honored to be part of the G2G Marketplace, which will help members reduce their IT operating expenses while continuing to run best-in-class service levels."

L. Brooks Patterson, Oakland County Executive, "G2G Marketplace is changing the way governments purchase technology and services. Oakland County is leading the way in helping governments of all sizes."

The G2G Marketplace's success includes being named as a finalist in Harvard University's 2017 Innovation in American Government Awards Competition out of five hundred applications throughout the United States.

About Oakland County G2G:

The G2G Marketplace was developed by Oakland County, Michigan to offer solutions from government partners and approved vendors to government agencies through an online store experience.

The goal of this initiative is to provide governments with an easy way to research, purchase and implement technology solutions and professional services. The G2G Marketplace will simplify the purchase and licensing process with pre-negotiated blanket purchase agreements so government agencies can utilize technology and services quickly.

About Blue Hill Data Services:

Blue Hill Data Services helps clients **reduce their operating costs** and **minimize risk** by providing **private cloud and fully managed data center hosting solutions**, and a full array of complementary IT support services, all from **On-Shore USA**. Our highly skilled and experienced staff, **world-class data center facilities**, and reliable 24/7 services have supported clients worldwide and from all industries since 1994. We specialize in **Mainframe**, Mid-Range **AS/400 iSeries, and Private Cloud 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 clients' **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 **client retention is 100%.**

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