

FOR IMMEDIATE RELEASE  
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### **BACK-TO-BACK GOVERNMENT MAINFRAME WINS!**

Blue Hill announced today its selection by a second county government this month as their mainframe hosting provider. The selection by this Midwest county government agency was based on their need to proactively mitigate their risk of losing critical staff due to retirement and run their workload more cost efficiently.

What is the reason that government agencies are seeking to outsource their legacy mainframe environments to Blue Hill?

1. Risk of supporting legacy systems because of the loss of skilled technical staff due to retirement
2. Limited mainframe VSE skills in-house
3. Saving money, reducing expenses
4. Flexibility, in receiving the required services without changing the way they are used to doing business

This County government located in the central Michigan region needed to eliminate risk due to eventual staff retirement and also needed to reduce costs. They are running critical applications on mainframe VSE legacy systems. Blue Hill was chosen because of their vast experience and secure environment supporting government agencies, with deep technical expertise supporting VSE legacy systems. Blue Hill's cost effective solution and flexibility for providing only those services required was what this County was looking for.

The County was currently utilizing costly outside VSE mainframe consulting services. However, they saw additional savings with Blue Hill's expertise and experience with the VSE operating system. This added to the immediate dollars they would gain by eliminating the future expense of mainframe hardware and software maintenance.

Blue Hill Data Services, headquartered in Pearl River, NY, offers a reliable, flexible and cost-effective solution to deliver the performance and platform expertise required to operate the County's systems. This solution will deliver similar or improved system performance, resulting in superior service levels for the user community.

Blue Hill's flexibility will allow the County to add additional services as their current in-house staff retires. Moving mainframe operations to Blue Hill will provide significant savings over the next three years. The transition to Blue Hill is anticipated in September 2016.

**About Blue Hill Data Services**

Blue Hill Data Services customers reduce their operating costs and minimize risk by providing fully managed on-shore data center hosting solutions. Our highly skilled and experienced staff, world-class 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 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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