

FOR IMMEDIATE RELEASE  
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**SUCCESSFUL CLIENT MAINFRAME MIGRATION TO BLUE HILL DATA SERVICES  
CLIENT IS MAJOR PROPERTY and CASUALTY INSURANCE COMPANY IN THE NORTHEAST**

Blue Hill proudly announced that their mainframe team successfully migrated their latest client into their Pearl River, NY production data center facility. The three month transition process was executed flawlessly, and the client expressed their gratitude for the seamless migration, effective methodology and consistent communication throughout the transition.

The client wanted a more cost-effective, flexible hosting solution for its current mainframe environment during the planned seven year migration of their core, critical business systems to an open systems environment. A hosted mainframe solution would avoid the cost of a new mainframe because of discontinued support from IBM. The client also wanted to improve its in-house Disaster Recovery capabilities to meet its Recovery Time and Recovery Point Objectives.

Blue Hill's senior technical mainframe team took the time to design a custom solution that met all aspects of the company's hardware, applications, and support requirements necessary to manage the client's current environment. The solution also needed to support the upcoming requirements for migration to an open systems environment. Additionally, a dedicated disaster recovery solution was developed to include unlimited test time while meeting RTO and RPO objectives.

**The business benefits that were attained:**

- Flexibility: Blue Hill delivered a flexible solution that scaled down as requirements lessened.
- Cost: The Blue Hill solution was cost effective and transparent. There was no need to take on a huge capital expense by investing in the latest IBM hardware. It met budgetary requirements, there were no hidden costs, and it saved them money.
- Expertise: Deep expertise in the mainframe arena was needed to support the move off their legacy platform. Not only did Blue Hill's deep bench of mainframe experts seamlessly manage the legacy operations, but they are also able to support this insurance company's migration to next generation systems and applications.

**Why was Blue Hill chosen?**

- The client chose Blue Hill because of their flexibility in only providing those services that the client required, not forcing them to relinquish control of managing those services the client wanted to maintain.
- Blue Hill had the technical skills necessary in maintaining this legacy platform.
- Blue Hill was "easy to communicate with and work with."
- The DR solution was a dedicated solution; the client was not on a "first come-first served" service basis that the subscription-based services provide.
- The price was right.

The ninety day transition culminated with a successful migration. Utilizing a proven methodology, there was open and consistent communication throughout the transition. A transition plan was fine-tuned specifically to meet this client's unique set of requirements. Weekly planning sessions included only those team members necessary to meeting that week's required tasks. The plan was consistently updated throughout the process, and the final migration plan was developed and executed flawlessly during the migration weekend.

The transitioned workload is now running from the Blue Hill production data center facility. The client management team is pleased their decision to utilize Blue Hill's services was successful, resulting in a strong relationship as their mutual partnership continues to grow.

### **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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