



Top 8 Reasons Why Clients Source Their IT Infrastructure and Applications

1. Your in-house **staff support is limited**. People are retiring or no longer available to maintain current legacy systems, there is little or no documentation on systems and processes, and it is more difficult and less cost-effective to find qualified support staff.
2. Management (CEO, CFO, CIO) needs to **save money** and/or show a greater ROI sooner. Management may be new to the role or may be new to the company, may be affected by the economic downturn, especially for specific industries.
3. Current system is too **costly to maintain**. You need to upgrade the hardware or software levels because they are no longer being supported by the vendor. Or, the cost of maintenance support is no longer affordable.
4. You need to **mitigate risk** in your environment, for business continuity and/or compliance purposes. There may be no DR plan in place, or the DR plan has not been fully tested on a timely basis, or the DR plan has been poorly maintained.
5. Your goal is to move off the mainframe or other legacy platform because the **application is being converted to a different platform**, yet you need to maintain your current legacy operation for a period of time.
6. **Applications/development staff** require a platform to perform testing, and it is too time consuming and costly to get provisioning from the internal IT resources.
7. Your company is involved with a **Merger or Acquisition**, and there are disparate systems. There is a need to standardize onto one platform but maintain the older, existing system for a period of time.
8. Your company is **moving to a new location**, and it is cost prohibitive to use new office space to build out a secure hardened data center.

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

Blue Hill Data Services consistently achieves 100% client satisfaction by providing Private Cloud and fully managed 24/7 data center hosting solutions, and a full array of complementary IT support services.

We deliver all services from On-Shore, USA, and since 1994 we have supported government and commercial clients, helping them reduce their operating expense, eliminate capital expense, mitigate the risk of a retiring workforce, meet all regulatory compliance and audit requirements, and achieve 100% client success.

Our differentiation is providing customized solutions, flexibility both in contracts and solutions, cost effectiveness, and personalized attention. Our client's data center environment can be hosted within Blue Hill's private cloud, or Blue Hill support services can be provided remotely to the client's site.

Specializations include:

- Mainframe-as-a-Service (MFaaS) solutions, including all managed services offerings
- AS/400 - iSeries-as-a-Service
- Client Server/Distributed Systems
- Disaster Recovery and Business Continuity
- Colocation Services
- Applications Services
- Remote Management
- Consulting Assistance

Our deep technical skills and longstanding experience enable us to support our customers' legacy environments as well as implement new technology solutions.

We do not force clients to upgrade or change the way they are used to doing business.

We have successfully carved out a niche in supporting Mainframe applications and infrastructure environments. Acting as our clients' partner, we can support their environments either indefinitely or until they choose to get off the Mainframe, providing flexibility in reducing costs as utilization decreases.

We are proud our client satisfaction 100% - we have never lost a client due to poor service or high costs.

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