

Rockland County – Endless Possibilities for Blue Hill Data Services

August 13, 2014

Chief Operating Officer and Managing Director John Lalli welcomed Rockland County Executive Ed Day and Calherbe Monel, Day's Director of Economic Development, to the company headquarters in Pearl River on August 7.

Along with Rosary De Filippis, Blue Hill Data Service's Executive Director and Chief Marketing Officer, Lalli and Day talked about the advantages of on-shore hosting and managed services, and Rockland's future economic needs.

"Many companies who originally paired up with a Tier 1 provider for their technology needs have become unhappy with the off-shoring of sensitive company data, as well as the rising costs that have come with it," said Lalli. "As a mid-Tier provider, we have attracted many Fortune 500 companies—and yes, Fortune 100 companies—who want their data and their support at their fingertips—and not halfway across the world."

Rockland County Executive Ed Day was updated as to how Blue Hill Data Services has helped municipalities across the country save on replacing outdated mainframe systems and the cost to upgrade systems by ***"outsourcing their data needs to an on-shore center,"*** Lalli said. ***"The City of Baltimore is a good example of where we were able to rebuild their system here in Rockland to bill and track its water customers, which make up 70 percent of the city's income—unlike many other municipalities, the bulk of Baltimore's income is derived from water districts and providers....real estate taxes only account for 30 percent of their revenue. We strengthened their ability to track and collect the fees necessary to help boost Baltimore's coffers."***

Rockland is becoming a hub for companies looking to relocate or co-locate services close to New York City and Day, who became the county executive in January, 2014, is bullish on building Rockland's economy...and Blue Hill Data Services is bullish on bringing the best to its clients in a location that is more pleasing to U.S. customers than Asia.

"Our clients do take comfort in knowing their business is here in the U.S. When Superstorm Sandy hit in 2012, our clients remained online throughout the devastation," said Lalli. ***"In addition to staying open during what was the most damaging storm we've had in this century, our clients were reassured that we are more than prepared to be up and running in any emergency."***

Day was impressed with Lalli's depth of knowledge of his industry and the possibilities Blue Hill Data Services brings to Rockland, located 30 miles from New York City. ***"Manhattan prices have driven business further north,"*** said Day. ***"With companies like Blue Hill Data Services, Rockland and the lower Hudson Valley are becoming a region where doing business is desirable. We're fortunate Blue Hill Data Services chose Rockland as their headquarters."***

In addition to the 50,000 square feet of highest availability space currently occupied by its clients, Blue Hill Data Services has an additional 50,000 square feet ready to welcome new clients and an option on an additional 100,000 square feet of highly fault tolerant infrastructure, i.e. secure space and power.

“In this age of recession and uncertain times, we are proud to have grown our business by more than double since 2011,” said Lalli. “I believe it speaks to the quality and affordability of our services and the dedication of our staff to provide the best services, all from right here in the U.S.”

To read the full article in the Rockland County Times, [Click Here](#)

About Blue Hill Data Services

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 24x7 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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