

FOR IMMEDIATE RELEASE  
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## **GLOBAL PUBLISHER SELECTS BLUE HILL FOR MAINFRAME HOSTING Supports Plan to Downsize to a Smaller Production Platform**

Pearl River, NY – After nearly abandoning its search for a managed IT service provider with the right expertise and culture, this international publisher selected Blue Hill Data Services to host and fully manage the company's legacy mainframe platform. A major publishing company with many titles appearing in the #1 position on *The New York Times Bestseller List*, they were looking for a provider who would host their existing environment, without forcing any changes as critical applications are migrated off the mainframe, thereby leaving a smaller footprint.

### **Downsizing Requirements**

Operating from 17 offices worldwide, this publishing company needed to phase out old hardware and downsize to a right-size mainframe environment to support its much smaller production requirements. Doing so would resolve a critical challenge to attain cost efficiencies, while keeping the company aligned with the stated mission of deploying forward-looking technology to support its highly successful e-commerce unit.

Key to identifying the right partner was an ability to provide a mainframe managed hosting solution that was more cost efficient than running or replacing the current legacy mainframe hardware and applications. Avoiding capital expenditures for new hardware and software was important to them.

### **Flexibility and a High Comfort Level**

Having sold more than six billion books worldwide, this publishing company had its business processes perfected. Aside from looking for cost savings that outsourcing its legacy mainframe systems could deliver, the company did not want to risk changing the way it worked while it was modernizing its IT.

Blue Hill allowed the publisher to keep its existing platform "as is," eliminating the need to change processes as well as any costs associated with upgrading hardware and software to more current versions. Leaving the platform in its original state also eliminated any risk associated with time consuming and costly upgrades. Blue Hill's deep technical expertise and 25+ years of experience provided this publishing company with a high level of comfort with their choice of Blue Hill.

### **Adding Value**

In addition to lowering costs and keeping the publisher's mainframe environment up and running, the Blue Hill team remedied issues the client had not identified, and suggested ways in which the client could increase its legacy system's efficiency, a bonus they welcomed. Blue Hill Data Services' sophisticated knowledge base, common sense approach, user-friendly environment and highly organized transition plans deliver seamless transitions/migrations and management of legacy environments, from the straightforward to the complex.

### **About Blue Hill Data Services**

Blue Hill Data Services helps customers reduce their operating costs and minimize risk by providing **fully managed onshore data center hosting solutions**. Our highly skilled and experienced staff, **world-class onshore facilities**, and reliable 24/7 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 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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