



## Why Blue Hill?

### Our Differentiators

- *Cost Savings*
- *Flexibility*
- *Customized Solutions*
- *The Right Expertise*
- *State-of-the-Art Data Centers*
- *High-Availability*
- *Reliable Security*
- *Seamless Transition*
- *Risk Mitigation*
- *Partnering Capabilities*
- *Quality Service Management*
- *High Performance*
- *Continual Process Improvement*
- *Increased Service Levels*

The key to a successful outsourcing relationship is identifying a partner who can provide a cost-effective solution with the appropriate resources your company needs and the flexibility to adjust services as your business changes over time. Blue Hill's core competency is the management of information technology. We add value to service delivery, provide improved service levels, and reduce costs in total IT operations.

#### **Financial Benefits**

Blue Hill provides significant cost savings and proactively works with our clients to lower IT costs.

#### **Flexibility**

Blue Hill provides flexibility for meeting increasing or decreasing resource requirements:

- Flexible capacity that fluctuates as needs change
- Pricing that decreases the incremental cost as the client grows
- The ability to expand or decrease resources or services as needed.

#### **Technical Expertise**

Blue Hill staff is skilled in all facets of IT outsourcing to meet the current and future needs of our clients.

#### **IT Management Approach**

Blue Hill's Account Management model ensures the success of the outsourcing engagement over the entire term of the contract. Objectives are clearly defined, monitored and reported on to ensure continual process improvement.

#### **Smooth Transition**

Blue Hill's experienced project management team utilizes a phased transition approach to meet our clients' business goals and cost objectives, mitigate risk, and ensure a seamless migration.

#### **A Lasting Alliance**

Blue Hill's customer management framework ensures the ongoing support of client operations and technical requirements to improve service quality and increase service level performance. Blue Hill welcomes being part of the client's overall ongoing strategic planning process to ensure, not only the optimal performance of the day-to-day operations, but also the utmost customer satisfaction that is vital to the long-term success the partnership.

Blue Hill prides itself on our ability to understand each individual customer's requirements and tailor our services as needed to meet their requirements. Blue Hill is confident that our cost-efficiencies and flexibility will provide you the most quality-driven solution in the marketplace.

