



**For Immediate Release**

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**Bluestone Energy Names Janet Ferry as Director of Data Center Business Development**

*Seasoned data center sales executive joins growing Northeast conservation leader*

**Norwell, Mass – October 28, 2010** - Bluestone Energy Services, LTD., a leader in energy conservation engineering and project development services for industrial and commercial clients, today announced that it has named Janet Ferry as its director of data center business development. Ferry brings over twenty years of critical facilities and IT experience to her leadership position with Bluestone Energy.

“Janet’s blend of IT and data center infrastructure experience is perfect fit for our data center services division,” said Peter Fairbanks, President of Bluestone Energy. “Janet’s breadth of experience throughout the IT sector and her knowledge of the data center landscape will help us continue the Northeast expansion of this division.”

As Bluestone Energy’s director of data center business development, Ferry will focus on growing Bluestone’s data center practice throughout the Northeast, and expand new and existing partnerships with companies and other organizations. In addition, Janet will oversee the company’s data center sales operations.

Prior to joining Bluestone Energy, Ferry was a sales engineer for NER Data Products, a data center infrastructure solutions company. Prior to joining NER, Ferry was a regional manager for Imation Enterprises.

“Over the last two years, Bluestone Energy has grown a well-respected data center efficiency division, and I am excited to join,” said Janet Ferry, Bluestone Energy’s Director of Data Center Business Development. “With data center energy consumption getting more and more attention from the C-Suite, I look forward to facilitating greater utility-incentive credits and energy-efficiency upgrades with low ROI for Bluestone’s clients.”

Bluestone’s [data center division](#) analyzes clients’ existing IT-related facilities efficiency on a component level (e.g., cooling, UPS and lighting systems) and then recommends and implements equipment restructuring and replacement that maximizes return on investment.

Recently, Bluestone’s data center division completed efficiency projects for [Biogen Idec Inc. and Harvard Pilgrim Healthcare](#) that earned significant rebates from local utilities as well as a significant reduction in annual data center cooling energy consumption - with a simple payback of less than two years.

**(more)**

## **About Bluestone Energy Services**

Since 1990, Norwell, Mass-based Bluestone Energy Services has been providing professional engineering and project development services for industrial and commercial clients. Bluestone is a leader in demand-side management (DSM) programs for large commercial and industrial customers. Having developed and implemented hundreds of lighting, HVAC and process energy conservation projects, Bluestone's engineers have secured millions of dollars in utility incentives for clients. Bluestone has worked with a wide array of companies including Boston Properties, Cabot Corporation and Stop & Shop Supermarket Company. Bluestone Energy is a privately held company headquartered in Norwell, Mass with offices in Baltimore, MD, Buffalo, NY, Chicago, IL and Philadelphia, PA

Additional information on Bluestone can be found at <http://www.bluestoneenergy.com>.

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