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IRON MOUNTAIN®

HOW WOULD YOU DESCRIBE THE JOURNEY OF YOUR COMPANY SINCE ITS INCEPTION? WHAT ARE SOME OF THE KEY MILESTONES OF THE COMPANY IN RECENT YEARS?

It wasn't until the 1950s that Knaust began to fully convert his prosperous mushroom farm into a business records storage facility. In 1951, during the midst of the "Cold War Era," Iron Mountain as we know it today was formally founded, offering bomb-resistant storage. Fun Fact: Knaust bought the 28-ton bank vault door in Ohio for $1 and paid $20,000 to ship it to New York.

Fast forward 70 years, we serve more than 250,000 customers ranging from 95% of the Fortune 1000 to SMBs in 66 countries around the world. Today, Iron Mountain is the trusted partner companies rely on to protect, access, manage - and more to enhance the value of - billions of valued assets, including highly sensitive data, fine art and intellectual property. It is our DNA rooted in trust and service that continues to fuel everything we do.

PLEASE ELABORATE ON SOME OF THE KEY PRODUCTS / SERVICES OFFERED BY YOUR COMPANY?

We've developed new technology- enabled products and solutions to address our customer's biggest pain points, including workplace transformation, data and IT security, business process efficiency and accessibility, and sustainable products and solutions to support your social impact goals. These tailored solutions fall into 5 key areas:

- **Records Storage** to safe custody of physical records
- Digitization of physical documents
- Recently launched **InSight DXP,** our secure software as a service platform designed to access, manage, govern, and monetise your physical and digital information. Now, customers can automate manual processes, enable audit-ready compliance, and make information accessible and useful with our unified platform that combines intelligent document processing, content management, and information governance capabilities that seamlessly integrate into their existing environment. Creating custom, automated workflows in-house is made possible by the platform's low-code solution designer.
- **End of Life Secure IT Asset Disposition** to handle IT assets through their lifecycle in a secure and environmentally friendly manner
- **Data Center Colocation services**

WHAT ARE SOME OF THE INNOVATIVE INITIATIVES TAKEN BY YOUR COMPANY IN RECENT YEARS? HOW HAVE THOSE INITIATIVES HELPED YOUR ORGANIZATION?

Looking at the last 10 years of Iron Mountain globally, we took early steps in aligning with our customer requirements

- To continue serving companies' growing need for electronic information storage, Iron Mountain

established its Data Centers division in 2013.

- Demonstrating its commitment to sustainability, Iron Mountain introduced Secure IT Asset Disposition Services in 2015.
- For enhanced data protection, Iron Mountain introduced its multi-tiered storage offering, Iron Cloud for Enterprise Data Management, in 2017. It also achieved 100% renewable energy use in its data centers this year.
- In 2020, six years ahead of schedule, Iron Mountain cut its greenhouse emissions by 52%[1].
- Through our Cyark-powered Living Legacy Program (est. 2014) Iron Mountain was able to digitally preserve the following by 2020:
  - Three historic properties to celebrate the 100th anniversary of women's right to vote from its first dedicated event, the Seneca Falls Convention.
  - New York's historic Stonewall Inn to highlight its vital importance to LGBTQ rights.
  - Germany's Brandenburg Gate to commemorate the 25th anniversary of German Reunification.
  - In 2021, Iron Mountain signed the Amazon Climate Pledge, setting the goal to be carbon neutral by 2040.

HOW DO YOU THINK INDIAN PSUS CAN BENEFIT FROM PARTNERING WITH DATA MANAGEMENT AND SERVICE PROVIDERS? WHAT ARE THE VAST AREAS OF IMPROVEMENT IN WHICH PSUS CAN GENERATE NEW REVENUE STREAMS OR ENHANCE THEIR EFFICIENCY THROUGH DATA?

Faced with growing volumes of data in a variety of formats – both physical and digital – public & government sector organizations now have to make sure they can access that information at any time, from anywhere, all while ensuring security and privacy.

Physical to Digital transformation will provide better access to information and significantly improve citizen services.

This will require the public sector to consider the entire information lifecycle to be successful. All information has a lifecycle: it's created, used, stored and accessed, and lastly, either destroyed or moved to an archive. Whether you represent an Indian citizen or Department of Defense agency; state or local government; higher education or K-12 institution, you need to maintain a strong information management lifecycle approach.

Massive amounts of documents are created and used in the public sector or government services. Government agencies can save money by using the Information lifecycle.

- Quick, enhanced productivity and improved decision making
- Eliminating frauds & removing waste
- Reduced security threats
- Increased ROI and Improved mission outcomes
- Workforce effectiveness

WHAT ARE SOME OF THE KEY FACTORS THAT DIFFERENTIATES YOUR COMPANY FROM ITS PEERS?

For more than 70 years, Iron Mountain has made it our mission to understand the unique challenges and requirements of the public sector. We have developed proven solutions to help manage the entire information lifecycle, from the creation of a record to its disposition. Our full suite of records and information management solutions improve asset management, reduce physical footprints, decrease costs, and streamline operations, while greatly enhancing citizen services, and mitigating security and privacy risks.

Source: 1. https://www.pollutiononline.com/doc/iron-mountain-cuts-greenhouse-gas-emissions-by-achieves-science-based-target-six-years-early-0001