



THINK INSIDE THE BOX.

Why Iron Mountain? Business Value Fact Sheet

By working with an experienced records management partner like Iron Mountain, businesses like yours can save between \$30,000 and \$120,000 annually. Here's a quick summary of why so many companies choose Iron Mountain – and the business value you can expect when you do.

COST SAVINGS & EFFICIENCY OPPORTUNITIES:

- 1. Infrastructure Costs:** Documents take up space, and space costs money. You want to minimize the amount of valuable real estate dedicated to storing information, so that space can be put to more valuable use. You also want to identify and cut the hidden costs associated with storing, retaining, and shredding paper.
- 2. Productivity Costs:** The time spent searching for, waiting for, or simply handling information drives up inefficiency and costs. It also does little to energize your business.
- 3. Compliance Costs:** The fines and penalties associated with the inability to show consistent processes for protecting vital records, proving chain-of-custody, and safeguarding private information can be staggering.
- 4. Litigation and Audit Support Costs:** An external audit of your records or a legal action involving your company can be quite costly unless you are well prepared to face outside scrutiny. The disruption to your everyday operations, as well as the potential penalties for non-compliance, can put your business at risk.

ONLY IRON MOUNTAIN:

- 1.** Does all the groundwork for you. Putting together a team of experts that evaluates your unique needs. We assess your information problem areas and create a custom-crafted solution for your company.
- 2.** Develops a comprehensive records management action plan that you can deploy in stages. Adding value and efficiencies as your budget allows.
- 3.** Thinks of records management as a long-term partnership. After all, we've been providing best-in-class services to more than 140,000 companies of every size and in practically every industry for over 60 years.

Breach incidents resulting from an alleged failure to secure sensitive information resulted in an average total cost of \$6.75 million in 2009.

– NETWORK WORLD, "DATA BREACH COSTS TOP \$200 PER CUSTOMER RECORD", JANUARY 25, 2010

IRON MOUNTAIN SOLUTIONS:

RECORDS MANAGEMENT AND STORAGE: Iron Mountain can give you cost-effective, best-practice based offsite storage for your physical business documents that does not compromise security. These services deliver an unbroken chain of custody, providing the peace of mind that your vital information is being safely handled, transported and stored.

You can also improve information visibility and accessibility via the **Iron Mountain Connect™ web portal**. This simple, self-service tool allows you to track and locate specific records, run reports that help you fine-tune usage and monitor your services – at your convenience.

DOCUMENT MANAGEMENT SOLUTIONS: Iron Mountain can help you index, access, and manage your records in a way that is tailored to your unique needs. Using our suite of document conversion services, you'll be able to transition from paper to digital in a customized, cost-effective manner – and create high quality electronic records in the process.

With our **Digital Records Center® for Images** – a high-capacity, highly available electronic archive – your critical business information will be accessible anytime, anywhere you need it. Get complete visibility across all your business records so that you can improve decision-making, strengthen customer service and more effectively support compliance requirements.

SECURE SHREDDING: Iron Mountain helps you dispose of information in a way that is compliant, reliable, ecologically friendly, and most of all, cost-effective. Featuring scheduled onsite or offsite services that are available on an ongoing or project-by-project basis, you have the flexibility to customize the program to your needs – increasing standardization and reducing risk.

Are you ready to start cutting costs and increasing efficiency?

For more information on Iron Mountain solutions for your business:

- Talk to Iron Mountain at 800-899-IRON (4766)
- Learn more at ironmountain.com/solutions

For more cost savings and efficiency resources, visit costefficiencies.ironmountain.com

ABOUT IRON MOUNTAIN

Every day, companies big and small, in virtually every industry, trust Iron Mountain to store, protect, and manage their information. We help businesses just like yours take advantage of cost savings, predictability, improved efficiency, and reduced risks. Our proven solutions and unsurpassed customer service fit your specific needs – helping you turn records management into an untapped source of opportunity simply by outsourcing this vital part of your day-to-day operation.

