

BENEFICIAL RELATIONSHIPS

"We don't want to be a 'me too' in the industry. We really are looking for innovation. And they provided that innovation within the data center space."

—Sirius Computer Solutions

SCOTTSDALE DATA CENTER (AZS-1)

COLOCATE WITH CONFIDENCE.

PROVEN TRACK RECORD. 30+ YEARS OF COLOCATION EXCELLENCE.

Founded in 1951, Iron Mountain is a global leader in storage and information management services. We serve 230,000+ customers (including 95% of the Fortune 1000) in 53 countries from 1,400+ facilities comprising 85 million square feet. Iron Mountain has offered reliable, secure and compliant colocation services since our first wholesale data center customer deployed in the 1980's.

THREE REASONS TO CHOOSE IRON MOUNTAIN AZS-1



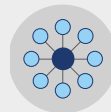
COMPLIANCE

Mitigate regulatory risk with the industry's most comprehensive compliance program.



INCENTIVES

Qualifying Arizona data center customers may reduce costs by taking advantage of lucrative tax incentives.



HYBRID IT PLATFORM

100 Gbps ring to AZP-1, on-net carriers, and access to multiple cloud providers including Iron Cloud.



LOCATION

AZS-1 offers Phoenix-area customers a NE suburban location away from the congestion of downtown, connected to AZP-1 by a 100 Gbps ring.



FACILITY

AZS-1 is a 121,000 SF/19.2 MW purpose-built data center with a range of colocation services such as cabinets, cages and private suites.



USE CASES

- Hybrid IT - colocation
- Local production IT
- Local/Regional BCDR
- Regulated IT hosting
- Consolidation, migration



"FROM THE PERSPECTIVE OF OUR OWN STAFF IT'S AS IF THE DATA CENTER WAS ON CAMPUS. BUT THE SUPPORT, DEPENDABILITY, RELIABILITY, AND SECURITY THAT THEY DELIVER IS FAR BETTER THAN WE COULD EVER HAVE AFFORDED OURSELVES."



WHOLESALE & RETAIL COLOCATION OPTIONS

Whether you are an enterprise with multiple facilities across the U.S. or a growing company looking to protect a few critical cabinets, AZS-1 provides a diverse offering of cabinets, secure cages, and private suites.



BUILT TO PROTECT ENTERPRISE, REGULATED

AZS-1 security features include a guarded campus entrance, 3-factor access controls, fully background-checked officers/employees and numerous others. We can also handle special customer requests for added protection.



THE TOOLS TO MAKE OUR DATA CENTER, YOURS

Less than 4% of customers hire in-market data center support. Why? Iron Mountain makes remote data center management easy with on-demand resources and remote hands services procured by the hour or month.

QUICK REFERENCE GUIDE FOR IRON MOUNTAIN AZS-1

CAMPUS	AZS-1 DATA CENTER	HYBRID IT PLATFORM	COMPLIANCE
4.5 acres	121,000 SF	Carrier, cloud-neutral	SOC 2 Type II, SOC 1 Type II
Iron Mountain owned	19.2 MW	12 on-net carriers	SOC 3*
Maricopa County	Facility type: purpose-built	100 Gbps ring to AZP-1	ISO 27001, 50001*
Scottsdale, AZ	Concurrently maintainable	Add Iron Cloud services	HIPAA*
Location: safe NW suburb	Highly secure campus	Metro access to AWS®, Azure®	PCI-DSS Level 1*
Tax incentives for lower costs	120 parking spaces	Diverse meet-me rooms	FISMA High/ NIST 800-53*
Utility: Arizona Public Service	Offices, conference room	Diverse fiber points of entry	Uptime Tier III Certified

There are many data center choices.

There is only one Iron Mountain.

PROVEN TRACK RECORD

- Est. 1951: 65+ years of operational excellence
- 30+ years of colocation excellence

BENEFICIAL RELATIONSHIPS

- 230,000+ customers
- 95% of Fortune 1000
- 100+ Federal Agencies

HYBRID IT PLATFORM

- Easy access to 100's of carriers, cloud providers
- Colocation, Iron Cloud, backup, DR, & migration on one contract

PREDICTABLE RESULTS

- Services that work, budgets/standards kept, timelines met
- Culture of accountability & integrity

THE SAFE CHOICE

- Comprehensive compliance support
- Stable financials, publicly traded
- Easy to "sell" to internal stakeholders



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