SUCCESSFUL RELATIONSHIPS

“More than five years ago, we determined that we needed more flexibility and we got it. Today we have a data center that provides Marriott with a tremendous capability for disaster recovery, and we have a great partner in Iron Mountain.”

— MARRIOTT

NORTHERN VIRGINIA DATA CENTER

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 47 countries from 1,455 facilities comprising 87 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.

83 ACRES IN THE HEART OF THE WORLD’S LARGEST DATA CENTER MARKET

Ensure long-term scalability in the top U.S. data center market with 915,000 SF planned over four Iron Mountain facilities. The Prince William County location offers customers superior privacy and tax incentives, lower power costs and direct access to the world’s largest network ecosystem.

WHY IRON MOUNTAIN VA-1

The Data Center Industry’s Most Comprehensive Compliance Program

Prince William County: Privacy, Tax Incentives, Low Cost of Power

Perimeter Setbacks That Meet Intelligence, Law Enforcement Requirements

COMING AUGUST 2017: IRON MOUNTAIN VA-1

Address production, backup, public and private-sector colocation needs with VA-1, Iron Mountain’s new 165,000 square-foot data center in Manassas. VA-1 is Uptime Tier III certified for design and construction, powered by 100% renewable energy and features modular block design for maximum agility and efficient scalability.
WHOLESALE & RETAIL COLOCATION OPTIONS

Whether you are a cloud player with multiple facilities in Virginia alone or a growing company looking to protect a few critical cabinets, VA-1 provides a diverse offering of cabinets, cages, suites and dedicated data centers.

BUILT TO PROTECT ENTERPRISE, GOVERNMENT

VA-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 requests like SCIFs for Federal Agencies.

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 online tools for real-time health and utilization insights and 24-hour, on-demand services.

QUICK REFERENCE GUIDE FOR IRON MOUNTAIN NORTHERN VIRGINIA

<table>
<thead>
<tr>
<th>CAMPUS</th>
<th>VA-1 DATA CENTER</th>
<th>NETWORK</th>
<th>COMPLIANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prince William County</td>
<td>165,000 SF, 10.5 MW (Max Load)</td>
<td>Carrier, cloud-neutral</td>
<td>Uptime Tier III Certified</td>
</tr>
<tr>
<td>Manassas, VA</td>
<td>Six 11,000 SF data halls</td>
<td>15 on-net/proximity carriers</td>
<td>FISMA High</td>
</tr>
<tr>
<td>83 acres</td>
<td>Block N+1 redundancy</td>
<td>0.5 ms Ashburn roundtrip</td>
<td>NIST 800-53</td>
</tr>
<tr>
<td>Plan: 4 data centers</td>
<td>Highly secure facility, parking</td>
<td>Access 200+ carriers (ASH)</td>
<td>SOC 2 Type II, SOC 3</td>
</tr>
<tr>
<td>915,000 SF, 60 MW</td>
<td>A/B underground feeds</td>
<td>AWS, Azure direct connect</td>
<td>ISO 27001</td>
</tr>
<tr>
<td>NOVEC utility</td>
<td>Design PUE 1.2 - 1.3</td>
<td>DF to other IRM locations</td>
<td>PCI-DSS Level 1</td>
</tr>
<tr>
<td>Secure access road</td>
<td>Offices, conf rooms, break room</td>
<td>Redundant MMRs, fiber PoE</td>
<td>HIPAA</td>
</tr>
</tbody>
</table>

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

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

MAXIMUM EFFICIENCY
- S&P 500 company
- Low cost of capital
- Reduce TCO by 30%

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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