

“At Brilliant, we have seen outstanding benefits from our partnership with Iron Mountain Government Solutions. Our collaboration and work together on many government customer projects, along with the pursuit of new opportunities both in civilian and DOD agencies, has been highly effective. Iron Mountain’s world class offerings in records management, storage, destruction, and custody, strongly compliments our capabilities in records management, electronic records management, and digitization.”

**Paul Strasser**  
President  
Brilliant Corporation

## PARTNERING WITH IRON MOUNTAIN GOVERNMENT SOLUTIONS

Helping the U.S. government’s digital transformation efforts

Information is the lifeblood of an effective government, and as the velocity and volume scales to unprecedented levels, information management becomes even more prominent. With agencies racing to modernize their systems and processes to meet the Federal Electronic Records Modernization Initiative (FERMI), each one grapples with its own unique challenges. Although many opportunities exist to help agencies along their path to modernization, there are just as many pitfalls. To navigate this confusing and changing landscape, you need a trusted partner at the forefront of records and information management. Partnering with Iron Mountain Government Solutions will give you the visibility you need to make a lasting, positive impact on the market.

### PARTNER INCENTIVE PROGRAM

Our comprehensive partner incentive program includes financial incentives for identifying opportunities:

- Physical storage: 25%  
Example: 30,000 cubic feet at \$0.27 per cubic foot would pay a \$24,300 sales incentive
- Service opportunities with a one-year contract term: 6%  
Example: 2,000,000 scanned images at \$0.10 per image would pay a \$12,000 sales incentive
- Service opportunities with a multi-year contract term: 8%  
Example: A \$500,000 project would pay a \$40,000 sales incentive

## WHY PARTNER WITH US?

We believe that establishing long-term relationships with our partners allows us to best serve the growing and varied needs of the public sector. From small businesses to global enterprises, we know that each of our partners bring their own unique value to an engagement. We are committed to working with our partners in a way that highlights and complements their strengths, because we know when partnerships succeed, our customers succeed. With Iron Mountain Government Solutions, you are partnering with a company that has:

- More than 60 years of experience
- 12 NARA-compliant storage facilities
- 15 state-of-the-art data centers
- A client base that includes 95% of the Fortune 1000
- A 98% customer retention rate
- Capabilities to help manage the full information lifecycle

## INTERESTED IN BECOMING A PARTNER?

Start realizing the benefits of a successful partnership today by contacting one of our knowledgeable Partner Program account managers:

- **Gina Lewis-Price**  
Gina.Lewis-Price@IronMountain.com  
for DOD/VA
- **Pearl Warren-Knauss**  
Pearl.Knauss@IronMountain.com  
for Civilian

“QualX Corporation, as a Service-Disabled Veteran-Owned Small Business (SDVOSB), was welcomed by Iron Mountain Government Solutions as a valued business partner. This partnership has provided us with the benefits of a large, established, global company. Combined with QualX's core competencies in records and information management, information access, document conversion, and document analytics, the QualX-Iron Mountain team is well positioned to deliver full-spectrum information management solutions to our government clients, regardless of complexity or magnitude.”

Alan Moon  
CEO, of QualX Corporation

### ABOUT IRON MOUNTAIN

Iron Mountain Incorporated (NYSE: IRM) provides information management services that help organizations lower the costs, risks and inefficiencies of managing their physical and digital data. Founded in 1951, Iron Mountain manages billions of information assets, including backup and archival data, electronic records, document imaging, business records, secure shredding, and more, for organizations around the world. Visit the company website at [www.ironmountain.com](http://www.ironmountain.com) for more information.