BENEFICIAL 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 (VA-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 VA-1

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

INCENTIVES
Prince William County location offers better tax incentives and lower cost of power than Ashburn.

PRIVACY
Free from unwanted traffic: perimeter setbacks meet intelligence and law enforcement requirements.

LOCATION
Part of an 83-acre Iron Mountain campus in Manassas, VA-1 is located in the heart of the world’s largest data center and network ecosystem.

FACILITY
VA-1, the first of 4 planned campus data centers, is an Uptime Tier III-certified, purpose-built data center that offers 165,000 SF / 10.5 MW of capacity.

USE CASES
• Hybrid IT - colocation
• Federal data centers
• Local production IT
• Regulated IT hosting
• Consolidation, migration
WHOLESALE & RETAIL COLOCATION OPTIONS

Hyperscale cloud providers, Federal Agencies, the Fortune 1000, and emerging businesses can host IT operations at VA-1 thanks to a diverse offering that ranges from cabinets and cages to private 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 on-demand resources and remote hands services procured by the hour or month.

QUICK REFERENCE GUIDE FOR IRON MOUNTAIN VA-1

<table>
<thead>
<tr>
<th>CAMPUS</th>
<th>VA-1 DATA CENTER</th>
<th>HYBRID IT PLATFORM</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, NIST 800-53</td>
</tr>
<tr>
<td>83 acres</td>
<td>Block N+1 redundancy</td>
<td>0.5 ms Ashburn roundtrip</td>
<td>ISO 27001</td>
</tr>
<tr>
<td>Plan: 4 data centers</td>
<td>Highly secure facility, parking</td>
<td>200+ regional carriers (ASH)</td>
<td>ISO 50001</td>
</tr>
<tr>
<td>915,000 SF, 60 MW*</td>
<td>A/B underground feeds</td>
<td>Iron Cloud®, AWS®, Azure®</td>
<td>PCI-DSS Level 1</td>
</tr>
<tr>
<td>NOVEC utility</td>
<td>Design PUE 1.2 - 1.3</td>
<td>On-site MegaPort® exchange</td>
<td>HIPAA</td>
</tr>
<tr>
<td>Secure access road</td>
<td>Offices, conf rooms, break room</td>
<td>Redundant MMR’s, fiber PoE</td>
<td>SOC 2 Type II, SOC 3</td>
</tr>
</tbody>
</table>

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