

PROTECT.

UNLOCK.

# RETHINK

how you do  
business



TRANSFORM.

GOVERNMENT OF CANADA

# OUR PURPOSE IS TO BE YOUR MOST TRUSTED PARTNER.

TO HELP YOU PROTECT AND UNLOCK THE VALUE OF WHAT MATTERS MOST TO YOU IN INNOVATIVE AND RESPONSIBLE WAYS.

## WHAT MATTERS MOST TO YOU, MATTERS MOST TO US.

The Government of Canada seeks to become an open and service-oriented organization that provides programs and services to citizens and businesses in simple, modern and effective ways through an optimized digital approach, ensuring information is available anytime, anywhere and from any device.

As a service provider for 70 years, we continue to evolve alongside you. Together, we're solving a broader range of problems and protecting a broader range of assets. We're collaborating with you to drive workflow improvements across paper, digital and media files. We're automating business processes that allow you to mine your data, so you can uncover new opportunities and cost savings. And we're giving you the ability to claim green electricity consumption from our 100% renewable energy powered data centers. Our focus is innovation. Our outcome is transformative. It's a powerful partnership that's really just getting started.

Today, we partner with over  
**225,000**  
CUSTOMERS

# IRON MOUNTAIN CANADA NATIONAL MASTER STANDING OFFER — INFORMATION MANAGEMENT

EFFECTIVE APRIL 1, 2021

Initial Supply Period July 1, 2021 - March 31, 2022

## Storage & Associated Services, Digitization, Disposition & Certified Destruction

Iron Mountain is the only nationally capable vendor to be awarded an NMSO in each of the 6 Regions.

### NMSO INFORMATION

➤ EN578-211918/001/LS

The NMSO is effective through March 31, 2026 with 2 available option years.

#### All payments for the NMSO are to be made to:

Iron Mountain Canada Operations ULC

DBA: Iron Mountain, Canada

PO Box 3527 Station A, Toronto, ON M5K 1E7 Canada

### Resources:

To reach Iron Mountain's dedicated Government of Canada team for a quotation or to initiate your Call Up against a Standing Offer please contact:

#### Solution Development, New Business Quotes, Strategic Oversight:

Philip Bowden, SBD Executive, Government

[philip.bowden@ironmountain.com](mailto:philip.bowden@ironmountain.com)

1 647.248.8455

#### Customer Success Team:

[Canada.GOC@ironmountain.com](mailto:Canada.GOC@ironmountain.com)

For more information, please visit:

[ironmountain.ca/public-sector](https://ironmountain.ca/public-sector)







## PROTECT.

From protecting critical business information to preserving valuable artifacts and crucial moments in history, safeguarding physical and digital assets throughout their lifecycle is our foundation. Iron Mountain has the resources and expertise you need to effectively manage your inventory and make it easily accessible when needed. Plus, our protection extends further downstream. As items are no longer needed or useful, we offer environmentally responsible shredding and IT disposition services.



## UNLOCK.

Tackling and resolving the complexities that come with distributed content and information is one of the things we do best. With proven information governance practices, we make it easier for you to adhere to policies and better manage risk. And with business process and workflow automation practices, you're able to gather and analyze the right set of information at the right time—regardless of format type. Unlocking value through improved information management practices across the lifecycle has proven to be a competitive edge to our customers.



## TRANSFORM.

Helping customers like you transform in meaningful ways is at the heart of what we do. For some, this may be guidance on best-fit infrastructure options that could include green-powered data centers, cost-effective multi-tier cloud-storage, and scanning services to bring appropriate paper storage into the digital realm. For others, this may be working together on next-generation technology and methodologies to maximize the value of existing Enterprise Content Management (ECM) infrastructure and legacy applications. In these cases and more, we're reshaping processes to drive business intelligence, faster.

## PROTECT. UNLOCK. TRANSFORM.

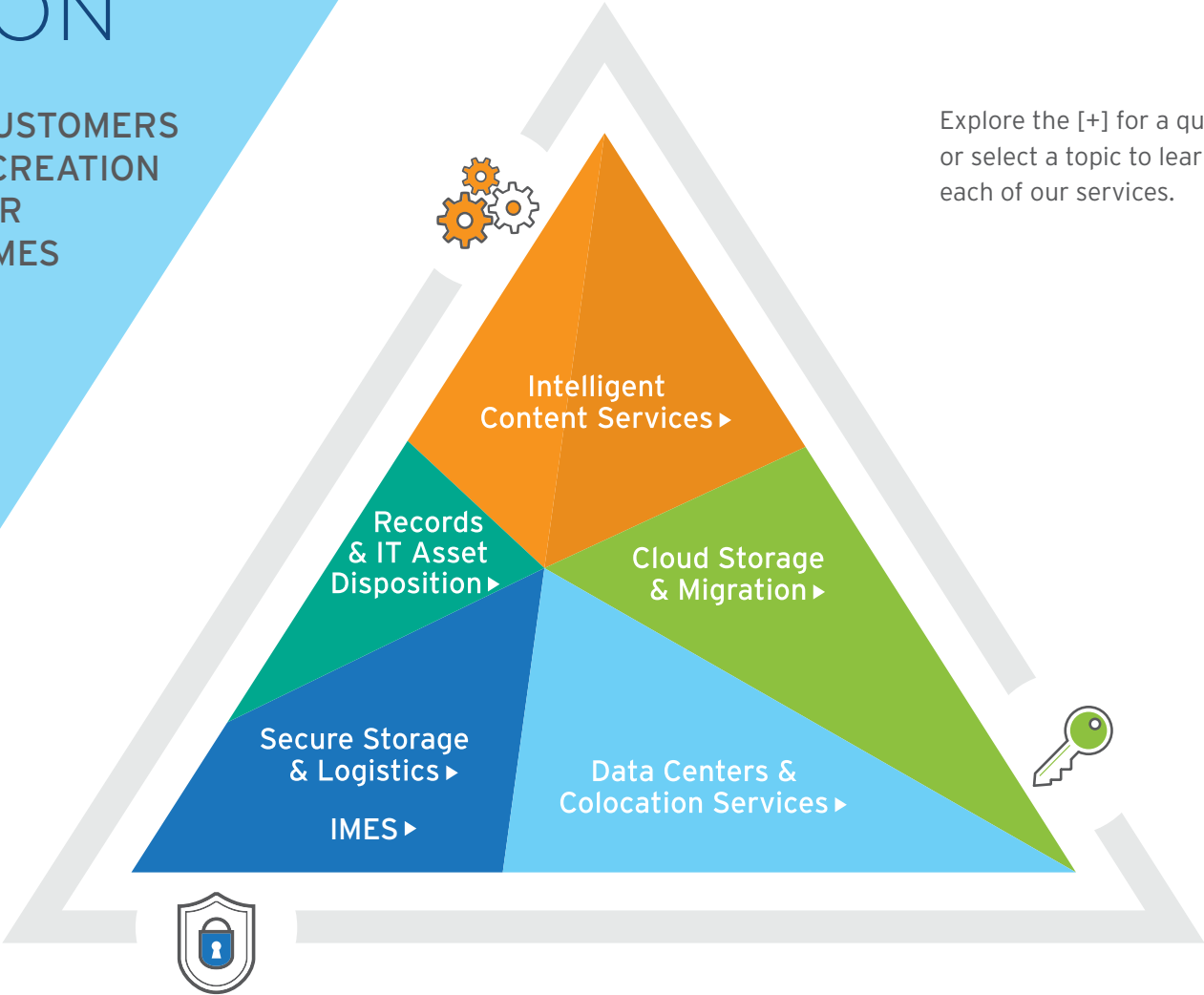
The interconnectivity of these attributes creates a unique and powerful combination. It's an intentional evolution to better serve and stay ahead of our customers' needs.



# RETHINK VALUE CREATION

WE'RE HELPING CUSTOMERS  
ACTIVATE VALUE CREATION  
AND DRIVE BETTER  
BUSINESS OUTCOMES  
THROUGH OUR  
SOLUTIONS.

Explore the [+] for a quick overview  
or select a topic to learn more about  
each of our services.



Reduce Risk and  
Avoid Costly Fines

## INTELLIGENT CONTENT SERVICES

SPEED TIME  
TO VALUE

## IS THIS YOUR REALITY?

**Information Overload and Chaos**

- Difficulty managing large volumes of unstructured content such as documents, audio, videos, and photos
- Teams unable to intelligently view and interpret information to initiate appropriate actions
- Information sprawl making one version of truth impossible across teams and your organization

## READY FOR CHANGE?

**Remove Information Silos**

Rapidly connect next-generation technologies to existing content sources to establish a consistent foundation for modernization.

**Enhance your Business Intelligence**

Using innovative AI/ML for advanced classification and entity extraction, you can capture, classify, search, and analyze your content in days instead of months.

**Unite Physical and Digital Data**

Unlock valuable insights that can help your organization's strategic objectives.

**Enable Information Governance**

Reduce risk by automatically applying and enacting retention, privacy and security policies.



[LEARN MORE ABOUT INTELLIGENT CONTENT SERVICES PLATFORM ►](#)

## SHRED AND IT ASSET DISPOSITION SERVICES

# PRIORITIZE SECURITY AND SUSTAINABILITY

## IS THIS YOUR REALITY?

### Risk Exposure

- Lack of clarity and confidence about how secure your items are after they leave your facilities
- Unable to securely destroy paper records and documents putting your organization at risk
- No visibility or understanding of environmental risks that may occur at the end of life of your IT assets

## READY FOR CHANGE?

### Track assets through a comprehensive, secure chain-of-custody

Ability to track assets as they are processed through secure checkpoints including trucks that are equipped with alarms and GPS tracking.

### Scale with a broad national & global footprint

Global coverage model that operates across five continents.

### Protect your reputation through adherence to environmental guidelines

Adhere to the strictest environmental sustainability guidelines including a no-overseas and no landfill policy.



[LEARN MORE ABOUT SECURE SHREDDING](#) ►



[LEARN MORE ABOUT SECURE IT ASSET DISPOSITION](#) ►



## SECURE STORAGE AND LOGISTICS

RETHINK YOUR  
WORKSPACE

## IS THIS YOUR REALITY?

**Storage and Resource Limitations**

- Non-essential assets are consuming valuable space, making it hard for you to consolidate your real estate footprint and reduce costs
- You need to safeguard records and other valuable assets so they are protected from theft, damage and inadvertent disclosure
- You want help managing your inventory and need quick access and delivery of what you need when you need it

## READY FOR CHANGE?

**Transform your workplace to improve real estate efficiency and reduce costs**

Maximize your real estate by clearing out materials that are occupying valuable space, including paper records, servers, PCs and IT assets, artwork, and more. Iron Mountain can manage the clean-out process and provide services to facilitate the secure destruction of the items you don't need and the temporary or permanent storage of the ones you do.

**Keep valuable assets safe**

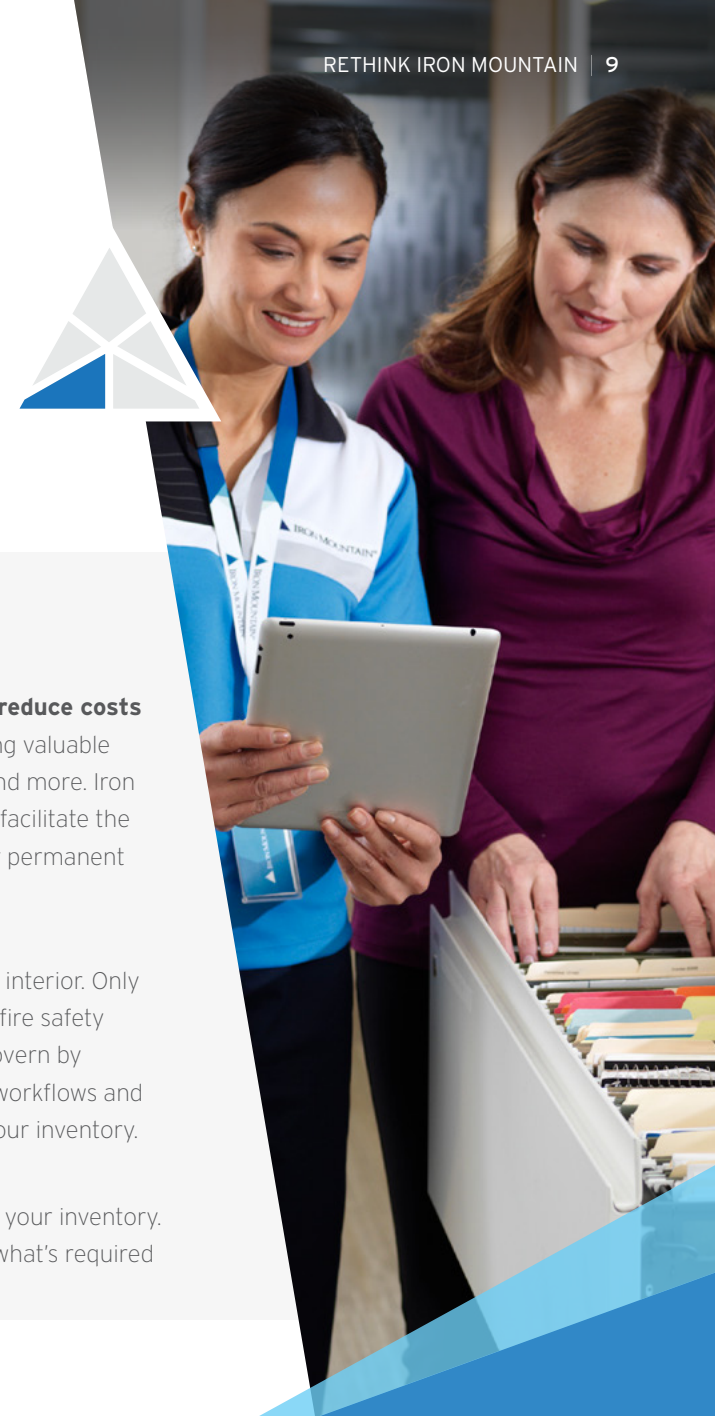
Iron Mountain facilities are reputed for security: perimeter, entry, and interior. Only authorized users will ever have access to your inventory, and proven fire safety and environmental safeguards ensure their continued viability. We govern by strict, industry-leading chain-of-custody procedures and our proven workflows and technology-enabled tagging mean you'll have complete visibility to your inventory.

**Access is just a click away**

Iron Mountain Connect™ application provides online management of your inventory. With just a few clicks, you can search through your inventory, locate what's required and arrange for delivery.

 [LEARN MORE ABOUT SECURE OFFSITE RECORDS STORAGE ►](#)

 [LEARN MORE ABOUT CLEAN START ►](#)



## CLOUD STORAGE AND MIGRATION SERVICES

# MODERNIZE YOUR APPROACH TO DATA MANAGEMENT

## IS THIS YOUR REALITY?

### Data Storage and Migration Challenges

- Non-existent or immature data tiering strategy; no process to manage active and inactive data long-term, resulting in expensive storage costs
- Unable to scale up or down with ease
- Lack of planning for different data storage events, such as archive, backup, disaster recovery, and ransomware protection

## READY FOR CHANGE?

### Apply data management and information governance across both physical and digital assets through one supplier

All with full transparency and auditable chain of custody throughout the data lifecycle.

### Know that data is protected, both locally and globally

Hyperscale-ready, strategic edge, underground data centers in 15 locations across APAC, EMEA and NA.

### Save IT dollars with smarter data access, disaster recovery and storage options

Protect your data by placing it on the right tier, at the right time. Apply different tiers for archive, backup, and disaster recovery. Safeguard data against ransomware with offline, air-gapped cold storage options.



[LEARN MORE ABOUT CLOUD STORAGE AND MIGRATION SERVICES ►](#)

## DATA CENTERS &amp; COLOCATION SERVICES

ACHIEVE HYBRID  
IT SUCCESS

## IS THIS YOUR REALITY?

**Accountability for up-time. All the time.**

- Accountable to securely maintain and scale infrastructure, clouds and network availability required for the uptime of your business
- Increased audit and compliance requirements
- Need to build, maintain and report on environmental sustainability in your information management initiatives

## READY FOR CHANGE?

**Connected Communities**

Connect and scale your infrastructure easily and efficiently with the top global and local carriers, cloud, network and managed service providers within our robust ecosystems.

**Compliance**

Have confidence that your business critical infrastructure is protected through our multi-faceted approach to compliance which covers: information security, quality, energy, environmental and health & safety. A few of our certifications include: HIPAA, FISMA High, PCI-DSS, ISO 27001, and SOC 2/3.

**Proven Track Record**

Rest easy knowing you have the stability of an S&P 500 REIT with 1,400+ locations in 56 countries around the globe. Our footprint includes Interconnectivity hubs, hyperscale, enterprise, underground and strategic edge facilities.

**Certified Sustainability**

Take advantage of our 100% renewable energy powered data centers & receive credits through our Green Power Pass program, which includes 3rd party audits & certification.



[LEARN MORE ABOUT DATA CENTERS & COLOCATION SERVICES ►](#)



# ACTIVATE YOUR ARCHIVE



## IS THIS YOUR REALITY?

### Protecting and Preserving Irreplaceable Content

- Too much on your plate, including researching formats, transferring media, and budget challenges for never-ending migrations
- Involved in asset protection, preservation, and distribution, including monetization of assets
- Need to curate content across physical storage and digital storage
- Satisfy stakeholder requests, including restoring older or damaged tapes and reels of original films and recordings

## READY FOR CHANGE?

### Expertise that Meets Your Diverse Range of Challenges

We get it. We get it done. We'll keep your media from becoming obsolete, expertly migrate your work, and manage it in an ever-evolving digital world.

### Climate-Controlled, Secure Storage Facilities and Private Vaults

From tapes, hard drives, film and other media formats—store it with us. Private storage options protect other high value assets—including museum artifacts, props, instruments and more.

### Breadth of Media Preservation and Restoration Methods

We take pride in the care we place on your archive. Through premium archival services, risk assessments, and preservation and restoration remediation options, we have the expertise and equipment to restore any asset of value to you.

### Long-Term Asset Preservation and Management

On-premise approach to file storage and access. AI/ML meta-data enrichment, high-resolution 2-D and 3-D image capture, and visual curation capabilities.



[LEARN MORE ABOUT IRON MOUNTAIN ENTERTAINMENT SERVICES ►](#)



# BUILDING A BETTER FUTURE



## ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG)

Iron Mountain incorporates Environmental, Social and Governance (ESG) principles into the core of how we do business as a purpose-driven organization. We deliver solutions that enable our organization and yours to manage information in an environmentally conscious and socially responsible manner.

### RE100

As a member of the RE100, our goal is to become **powered by 100% renewable energy** by or before 2050

### 100% Score

from the Human Rights Campaign Foundation's Annual Scorecard on LGBTQ Workplace Equality

### 61% Reduction

of Greenhouse Gas (GHG) emissions from a 2016 baseline

### 58,595 MWh

of renewable energy used in 2019, accounting for 77% of our global electricity use

## ACHIEVE YOUR RENEWABLE ENERGY AND CARBON REDUCTION GOALS

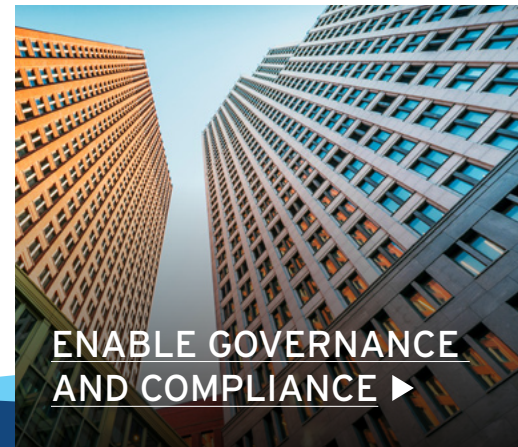
Take advantage of our 100% renewable energy powered data centers, and receive credits through our Green Power Pass Program, which includes 3rd party audits and certification.

### A GAME CHANGER FOR YOUR SUSTAINABILITY PROGRAM

Green Power Pass adds a significant amount of renewable energy to our customers' overall power consumption mix. With significantly more green power to report, GPP customers achieve their sustainability objectives faster and with minimal effort. This can mean big savings for hyperscale data center customers.

# HOW CAN WE HELP YOU RETHINK?

MOST CUSTOMERS START THEIR JOURNEY WITH US IN THESE CORE FOCUS AREAS. LET'S GET STARTED TODAY.





[WWW.IRONMOUNTAIN.CA](http://WWW.IRONMOUNTAIN.CA)