

# InSight impact in government

## Security and compliance

"The ability to get the documents electronic with InSight preserves them indefinitely – [this applies to] documents and other media types [such as] CDs, floppy disks, etc."

"We are governed by the NARA regulations and the overall guidelines for the public sector. InSight helps us comply with that."

1

## Time savings

"The time to complete [Freedom of Information Act] FOIA requests translates to a cost for us. ... They can take a tremendous amount of time. InSight has definitely helped speed up the whole process."

"InSight allows for a singular place where we can manage all those access requests and keep track of who needs access to what. It's a streamlined and improved process."

2

## Reduced cost

A CIO in government estimated that it was as much as 80% cheaper to store records electronically instead of physically, and stated: "Obviously, the cost to store electronically is much cheaper. We were paying for document storage in facilities, and now we've switched it to electronic – it's a substantial savings."

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## Better insight

"We can load different media types into InSight and pull a lot of data out of that very quickly – versus having to manually review documents or watch video footage or look at pictures. There's a way to add metadata, which adds value and the ability to obtain better insight."

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## Work from anywhere

The platform enabled employees to productively work from home since it is a cloud-based solution that can be accessed from anywhere as long as the user is authenticated.

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## See trends over time

InSight allowed agency analysts, researchers, and data scientists to access historical data and see trends over time. "The public sector and our agency have been around quite a few years. ... While InSight helps us clean out and purge, some of that data we do look at to see what insights that can be gained."

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## Enhanced overall experience

Faster service enhanced the overall experience of the public at large, other government bodies, and any entity improved making Freedom of Information Act requests.

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## Consider Iron Mountain

"Iron Mountain, because of their business with the federal sector, [there's] secure chain of custody and they have the processes [in place]."

A CIO in government noted Iron Mountain's longstanding work in the public sector and concluded, "I have confidence in Iron Mountain. I certainly think they would meet the changes and requirements needed."

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Source: The Total Economic Impact™ Of Iron Mountain InSight, a commissioned study conducted by Forrester Consulting, September 2023.