

# ACHIEVE SECURITY AND COMPLIANCE WITH IRON MOUNTAIN® CLOUD SERVER BACKUP SERVICE

Protecting data is critical for business continuity and compliance. For businesses in any regulated industry, it becomes imperative that data is not only available, but also secure, and can be proven to comply with applicable laws. Recovery speed is also important, no matter what: hurricanes, floods, fires, or human error. And you need to do this without adding to your organization's capital or operational IT expenditures.

## WHAT IF YOU COULD . . .

- Ensure your data is protected in one of the most secure commercial data centers in the U.S.?
- Have a failover plan that would ensure data is protected and available fast?
- Get up and running after a disaster in as little as one hour with Disaster Recovery?
- Guarantee your data complies with regulatory demands?
- Dramatically reduce capital and operational expenditures?

## IRON MOUNTAIN CLOUD SERVER BACKUP SERVICE

You can ensure your data is stored, protected, and in compliance with all applicable regulations when you choose Iron Mountain for cloud backup and recovery. Guaranteed service-level agreements for cloud disaster recovery capabilities mean your data can be recovered immediately. Additionally, your data resides in one of the most secure commercial data centers in the U.S., at Iron Mountain's protected underground facility, and because it's powered by Seagate, your data is available when you need it.

- **UNDERGROUND.** Our storage facility is 200 feet underground in a 145-acre reinforced compound. Your data is protected from surface and weather-related disasters, and the location itself has no seismic activity to bring down or physically damage servers during an earthquake.
- **PHYSICALLY PROTECTED.** At the entrance and throughout the data center, the facility is protected by armed guards and closed circuit cameras 24/7. Physical access is secured by a three-ton steel gate, perimeter security fencing, and vehicle crash barriers. All employees must pass rigorous background checks.
- **STRONG INFRASTRUCTURE.** Iron Mountain uses a two-carrier hotel service, resulting in a high-speed network with redundancy from two internet carrier hotels to transmit data. The facility also has its own power station with a diesel engine and draws power from two substations. It features a sprinkler system and an onsite fire brigade.
- **MULTIPLE SECURITY LAYERS.** Should one security layer fail, Seagate's geographically dispersed data centers come online to protect customer data.

Combining Iron Mountain's security and Seagate's cloud backup and recovery solutions means data is stored in compliance with applicable regulations, including Sarbanes-Oxley, PCI, and HIPAA.

# WHY ► Iron Mountain



Iron Mountain is the leader in asset and data preservation and management, with more than **63 years of experience.**



Over **156,000 businesses and government agencies worldwide** trust Iron Mountain to manage their organizational information.



The data security and **instantaneous recovery** of data allow customers in the most heavily regulated industries to demonstrate compliance.



Hybrid cloud solutions allow customers the flexibility to protect their data **on-premise and in the cloud.**



With Iron Mountain Cloud Disaster Recovery Service, customers can choose from **1-hour, 24-hour, and 48-hour SLAs.** SLAs are guaranteed thanks to redundant power supplies, network carriers, integrated geothermal cooling, and Seagate technology.



Iron Mountain Server Backup service is affordable and offered in a subscription program. Iron Mountain makes it possible to efficiently and cost-effectively provide protection **on a subscription basis.**

# WHY ► SEAGATE

## Seagate is a pioneer and proven leader in:

### Disk and storage technology

..... **45%** of the world's knowledge is stored by Seagate technology  
 ..... **about 50%** of the world's public cloud data is stored by Seagate technology



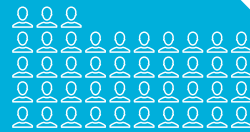
### Cloud Disaster Recovery

Seagate's **award-winning solution** demonstrates a commitment to **quality** and **innovation**.



### Cloud-based storage and data protection

Seagate has more than **17 years** of experience in cloud-based storage, and **43,000** customers.



### Heterogeneous enterprise and hypervisor support

#### Get protection for

Windows, Oracle, IBM iSeries, HP-UX, Linux (RedHat and SuSe), Microsoft SQL, SharePoint, Exchange, IBM AIX, Sun Solaris, VMware and Hyper-V



### Security

Data is encrypted end-to-end – at the source, during transit, and while being stored. Only you have the encryption key.



### Simplicity

Customers can manage data retention policies from the same user interface as they use for backups.



### Scalability

Seagate offers unlimited storage capacity for backup to the Iron Mountain cloud.



### Insight

Seagate reports provide accurate information in a centralized location for instant insight into backup and recovery processes.



### Speed

Front-end deduplication decreases backup times by only sending new and changed data blocks to storage.



### Efficiency

Compression technology minimizes file sizes, maximizing backup speed.



### Compliance

Data protection policies ensure compliance with regulations. Seagate uses best-practice retention policies as its default.













## CUTTING CAPITAL EXPENDITURES DRAMATICALLY

### Before Iron Mountain: \$150,000 spent per year on disaster recovery

A 100+ employee company spent approximately five hours per week on disaster recovery site maintenance (\$52,000 annually), invested \$175,000 every three years upgrading and adding hardware and software for the disaster recovery site, and spent over \$40,000 each year on hosting fees and renting public bandwidth. The total? Over \$150,000 per year out of the IT budget just on disaster recovery, with nearly \$100,000 of that in ongoing expenses.

### After Iron Mountain: \$10,400 per year

The same company now spends one hour per week maintaining its cloud backup and disaster recovery solution from Iron Mountain – to the tune of \$10,400 each year.

Before Iron Mountain		After Iron Mountain
 <b>5</b>	Site Maintenance Time (hours weekly)	 <b>1</b>
 <b>\$52,000</b>	Site Maintenance Cost (annual)	 <b>\$0</b>
 <b>\$40,000</b>	Hosting (annual)	 <b>\$0</b>
 <b>\$175,000</b>	Hardware and Software Upgrades (every three years)	 <b>\$0</b>
 <b>\$150,000+</b>	<b>TOTAL</b> (annual)	 <b>\$10,400</b>

**Total yearly savings: \$90,000 in ongoing expenses**

Because of Iron Mountain's instantaneous recovery, the company also enjoys much faster recovery times. The savings in ongoing expenses can now be used to accelerate its strategic initiatives.

Iron Mountain Server Backup Service leverages Seagate technology in the most secure commercial data center in the United States to protect and store your sensitive data, and ensure regulatory compliance. To learn more, visit [www.ironmountain.com](http://www.ironmountain.com).