

Iron Mountain Q3/Q4 2024 SPIFF



A true partner connection

Accelerate your growth and create a healthy cash flow with our PartnerConnect channel program. Whether you're a technology solutions distributor, a technology advisor, or an IT consultant, if you want to accelerate your growth and create a generous recurring revenue stream, we're here to help. Our channel program will arm you with the training, guidance, sales tools, and dedicated resources you'll need to deliver best-in-class data center and colocation services to your valued customers—backed by an exemplary and consistent customer experience.

A new SPIFF you can take straight to the bank!

We've got payouts for qualified deal registrations and closed deals, plus bonus payouts for multi-site and 2+ sales during the SPIFF period.



New Logo Opportunities

- Receive \$250/Registration for 2 - 5 Deal Registrations/Month
- Receive \$500/Registration for 6+ Deal Registrations/Month

New Logo Sales

- Receive 1X MRC
- Receive 1.25X MRC for New Partner, 1st Sale w/IMDC

Bonus Payout

- Receive additional \$1,500 for Multi-Site Sale
- Receive additional \$1,500 for 2nd Sale during SPIFF Period

Timing:

- July 1, 2024 - December 31, 2024



The Rules & Terms Conditions

This SPIFF is applicable for opportunity deal registration and sales for new customers only

The Rules

- Not applicable on contract renewals or upgrades
- New opportunities registered on or after July 1, 2024 only, no opportunities in the existing pipeline
- "New Logo Opportunities" totaled at the end of each month
- "New Logo Sales" require a minimum 24-month contract
- Opportunities must be registered and contract must be executed by December 31, 2024
- existing services do not qualify for SPIFF consideration.
- Installs, non-recurring, and variable consumption charges that are not part of fixed MRC do not qualify for SPIFF consideration.
- "New Logo Sales" payout of 1X and 1.25X MRC capped at \$10,000 per sale.
- "New Logo Opportunities" are payable each month with standard commission cycle. "New Logo Sales" will be paid with standard commission cycle within 30 days of receipt of the first client payment.
- SPIFF payments will be reflected on the statement as Channel SPIFF.
- To the extent any terms of this SPIFF or the Partner Agreement are violated, the SPIFF will cease immediately.
- Iron Mountain reserves the right to change, cancel OR terminate this SPIFF program at any time without further liability to the Partner.
- Deals must be registered per the terms of the Partner Referral Agreement, which remains unchanged in relation to the SPIFF, and contracts must be executed on or before December 31, 2024.
- Contact an Iron Mountain Business Development Executive, Channel Manager, or Marketing Representative with additional questions.

Terms & Conditions

- Partner must agree to all SPIFF terms.
- Partner is responsible for paying any required taxes on SPIFF payouts.
- Renewals and upgrades to

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About Iron Mountain Data Centers

Iron Mountain Data Centers operates a global colocation platform that enables customers to build tailored, sustainable, carrier and cloud-neutral data solutions. As a proud part of Iron Mountain Inc., a world leader in the secure management of data and assets trusted by 90% of the Fortune 1000, we are uniquely positioned to protect, connect and activate high-value customer data. We lead the data center industry in highly regulated compliance, environmental sustainability, physical security and business continuity. We collaborate with our 1,300+ customers in order to build and support their long-term digital transformations within our 4M+ SF global footprint spanning 3 continents. For more information, visit www.ironmountain.com/data-centers.

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