

BANK ON IT SPIFF

THE SPIFF

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

Receive 1.5X MRC for 2+ Sales over SPIFF Period

BONUS PAYOUTS

Receive additional \$1,000 for Strategic Site Sales

Receive additional \$2,500 for Multi-Site Sales

TIMING: July 1, 2022 - December 31, 2022

THE RULES

- > This SPIFF is applicable for opportunity deal registration and sales for new customers only
- > Not applicable on contract renewals or upgrades
- > New opportunities registered on or after July 1, 2022 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, 2022
- > Strategic Sites: Delhi-NCR (NCR-1), Mumbai (MUM-1), Pune (PUN-1)
- > Green Power Pass free offer valid only for clients who execute an agreement with IMDC by December 31, 2022. All other SPIFF rules and terms apply.

SPECIAL OFFER
GREEN POWER PASS
FREE FOR 1 YEAR!

BANK ON IT SPIFF TERMS & CONDITIONS:

- > Partner must agree to all SPIFF terms.
- > Partner is responsible for paying any required taxes on SPIFF payouts.
- > Renewals and upgrades to 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 Sales" payout of 1.5X MRC capped at \$12,500 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 client payment receipt for month one (1). For "New Logo Sales" at 2+ sales, the extra .50X MRC will be added to the first commission statement following the 2nd closed deal and at the full 1.5X MRC for each additional.
- > 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, 2022.
- > Contact an Iron Mountain Business Development Executive, Channel Manager, or Marketing Representative with additional questions.



WE'RE HERE FOR
YOUR CHANGING
BUSINESS NEEDS

[IRONMOUNTAIN.COM/
DATACENTERS](https://www.ironmountain.com/datacenters)

ABOUT IRON MOUNTAIN

Iron Mountain Incorporated (NYSE: IRM), founded in 1951, is the global leader for storage and information management services. Trusted by more than 225,000 organizations around the world, and with a real estate network of more than 85 million square feet across more than 1,400 facilities in over 50 countries, Iron Mountain stores and protects billions of valued assets, including critical business information, highly sensitive data, and cultural and historical artifacts. Providing solutions that include **information management, digital transformation, secure storage, secure destruction, as well as data centers, cloud services and art storage and logistics**, Iron Mountain helps customers lower cost and risk, comply with regulations, recover from disaster, and enable a more digital way of working. Visit www.ironmountain.com for more information.

© 2022 Iron Mountain Incorporated. All rights reserved. Iron Mountain and the design of the mountain are registered trademarks of Iron Mountain Incorporated in the U.S. and other countries. All other trademarks and registered trademarks are the property of their respective owners.

