

# Iron Mountain

## Boston, Massachusetts

### About Iron Mountain

Iron Mountain Incorporated (NYSE:IRM) helps organizations around the world reduce costs and risks associated with information protection and storage. The company offers comprehensive records management, data protection, and information destruction solutions. In addition, they address complex information challenges such as rising storage costs, litigation, regulatory compliance, and disaster recovery. Founded in 1951, Iron Mountain partners with more than 100,000 corporate clients throughout North America, Europe, Latin America, and the Pacific Rim.

### Challenge & Solution

Iron Mountain, with more than 1,000 facilities worldwide, wanted to gain an understanding of the **impact of different cost variables for warehousing sites and operations in various locations**. The company needed assistance pulling together costs and analyzing the data of its current and future facility network so that they could better grasp the impact of varying costs throughout the network.

With a pliable concept in mind, Iron Mountain asked Tompkins Associates (Tompkins) to create a **robust model that could convert a multitude of variables into operating metrics**. The “Facility Assignment Decision Tool” needed to give a comprehensive view so that the organization could provide superior record

**“The conversion tool created by Tompkins gave us the information we need to ensure our network of facilities is operating according to the best possible scenarios. This tool takes the guesswork out of the equation. Now we have actual numbers to back our strategic planning.”**

**Don Hirsch**  
Project Engineer  
Iron Mountain

### At A Glance

**Challenge:** Strategic facility planning / determining cost variables for numerous warehouse locations

**Solution:** Developed conversion tool for strategic real estate and facility decisions



retention solutions to its clients at the right cost and with the required service response times.

Tompkins created an Excel-based tool with categories including facility cost, land, labor, storage density, storage equipment, and fire protection. With the tool complete, **Tompkins entered Iron Mountain’s data for the categories and converted the information into meaningful metrics**. The output provided the record retention company with the necessary intelligence for **strategic real estate/facility decisions**.

### The Results

By creating the conversion tool, Tompkins gave Iron Mountain the flexibility to **model its real estate network to fit company goals**, regardless of whether these goals surround expense reduction, minimization of capital, or risk mitigation.

The company can now **analyze its facility network on multiple levels** — from a high-level perspective as well as on a case-by-case basis. Moreover, the tool allows the company to **create the ideal balance of capital outlay, storage density, and operating expense**. With a better understanding of internal expenses based on a network of facilities, Iron Mountain has the potential to **reduce cost and service time**.

Overall, Iron Mountain has a **competitive advantage** because it can now analyze its real estate decisions based on local labor, land, and construction environments — which all results in **minimizing operational expense**.

*Innovative, practical solutions that improve supply chain performance and produce value-based results*