SUCCESSFUL RELATIONSHIPS

"Partnering with Iron Mountain on data center migration creates an ideal solution for the customer. Both companies are well known for being experienced with a wide range of customers, exceeding expectations and being detail oriented with business needs. By working together, customers gain the confidence they need to do what is right for the long-term health and performance of their IT Operations."

– PREMIER DATA CENTER SERVICES

PREMIER
Data Center Services

THE 10 STEPS TO MIGRATION SUCCESS

COLOCATE WITH CONFIDENCE.

Choosing the right partner is critical in establishing a seamless data center migration. Success lies deep within the details.

One of the most common reasons customers like you choose Iron Mountain is our proven track record working highly regulated customers in 52 countries. We are the safe choice. Since 1951, Iron Mountain has been the Trusted Guardians of customer assets. This includes more than 30 years of excellence in wholesale data centers and colocation.

To become the global leader in storage and information management takes a strong focus on logistics and the details. Iron Mountain looks for the same in its business partners, which is why we work with companies like Premier Data Center Services on customer data center migration initiatives.

WHY IRON MOUNTAIN?

ESTD. 65+ YEARS 1951

Proven Track Record:
30+ Years of
Colocation Excellence

Successful Relationships:
Trusted by 230,000+
Customers in 52 Countries

The Safe Choice:
Full Compliance Support for
Regulated Organizations

Together, our combined expertise, data center services and secure, reliable colocation facilities provide an end-to-end solution ensuring the little things don't get lost in the transition. We analyze, plan, design, and execute the key components of your data center migration - communicating closely with you every step of the way - until your infrastructure has been safely and securely moved from your data centers to ours.

RESOURCE: THE 10 STEPS TO MIGRATION SUCCESS

1   **STEP 1:**
Migration Business Case

CUSTOMER ROLE	MIGRATION PARTNER
Open and honest discussion on KPI's, budget numbers, risk tolerance and current data center environments.	Listen, document key data to be used in the creation of a business case deliverable that clearly defines the right next steps.

2   **STEP 2:**
Strategy and Goals

CUSTOMER ROLE	MIGRATION PARTNER
Define what a successful migration looks like to you, so we have a benchmark to measuere success at the end.	Vet objectives and vision to ensure viability, identify high-level roadmap to align project components to customer vision.

3   **STEP 3:**
Assessment of Environment

CUSTOMER ROLE	MIGRATION PARTNER
Key is to hold nothing back. Seeing it all - old and new - is critical to gaining a full view of dependencies in a complex world.	Comprehensive deep dive on infrastructure, applications, networks, security, dependencies, and more.

4   **STEP 4:**
Knowledge Transfer

CUSTOMER ROLE	MIGRATION PARTNER
First day on the job? Been there for 20 years? You know more about your environment than we do. Help us learn how it works.	Our project management experts conduct thorough interviews with all project stakeholders to ensure maximum awareness.

5   **STEP 5:**
Design and Buildout

CUSTOMER ROLE	MIGRATION PARTNER
Provide engineering and design documentation of all existing and proposed data center environments.	Vet designs, conduct white board sessions to make sure we are on the same page, ensure long-term scalability of new environment.

6   **STEP 6:**
Run Book Development

CUSTOMER ROLE	MIGRATION PARTNER
Review of deliverable, provide feedback on who does what, timelines and other details.	Creation of the run book - a thorough, detailed list of tactical migration action items that drives the success of the move itself.

7   **STEP 7:**
Resource Mapping

CUSTOMER ROLE	MIGRATION PARTNER
Financial / human resource commitment to what is proposed in the run book.	Integrate and vet proposed customer resources, fill in the resource gaps, in-depth run book communication with all parties.

8   **STEP 8:**
Development of Testing Procedures

CUSTOMER ROLE	MIGRATION PARTNER
Communicate any/all existing testing programs and procedures and their effectiveness, provide vision for new testing procedures.	Use best practices to develop testing procedures that are right for the specific customer, get buy-in at all levels.

9   **STEP 9:**
Making the Move

CUSTOMER ROLE	MIGRATION PARTNER
Depends on resource map as to what role the customer plays, at a minimum helps with communication, accountability.	Depends on the SOW, but can range up to an end-to-end solution that spans application prep to moving physical assets.

10   **STEP 10:**
Post-Migration Testing & Analysis

CUSTOMER ROLE	MIGRATION PARTNER
Re-commit to Step 5 and Step 8 deliverables, review dashboards and deliverables to ensure alignment with expectations.	Thorough testing and re-testing to ensure everything is ready for the cutover, actionable reporting deliverables.

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