

SCHEDULE A: PROGRAM PRICING SCHEDULE



RECORDS MANAGEMENT AND RECORDS MANAGEMENT (CLIMATE CONTROLLED)

This Records Management and Records Management (Climate Controlled) Pricing Schedule is incorporated into and made part of the Customer Agreement (“Agreement”) between Iron Mountain Information Management, LLC, (the “Company” or “Iron Mountain”) and County of Ventura (the “Customer”).

Please see our Customer Information Center at cic.ironmountain.com for a Glossary with definitions of the terms used in this Pricing Schedule and more detail regarding our services, standard processes, and billing practices. In addition, restrictions apply to volume and/or stated timeframes for some service transaction types and these may be found in the Glossary under each service type.

This Records Management and Records Management (Climate Controlled) Pricing Schedule supersedes and terminates any prior Records Management Pricing Schedule and/or Schedule A existing between Iron Mountain and the Customer for the accounts noted below. All other Records Management services not specifically listed on the Schedule A will be charged at Iron Mountain’s then current rates.

Notwithstanding anything to the contrary in the Agreement, the pricing set forth in this Schedule or the Agreement will be effective on the later of (i) the date on which the Agreement is signed by both parties; (ii) the Agreement Effective Date; or (iii) the Effective Date of this Schedule. In accordance with Iron Mountain’s standard billing practices, Iron Mountain shall invoice Customer at the rates and charges set forth in this Schedule beginning on the first day of the monthly Billing Cycle in which such date falls, or the following Billing Cycle if the date falls at the end of the month.

COUNTY OF VENTURA

District Name/Number: Multi-District | Customer IDs : See Table

5 Year Term

- Year 1: January 01, 2019 – December 31, 2019
- Year 2: January 01, 2020 – December 31, 2020
- Year 3: January 01, 2021 – December 31, 2021
- Year 4: January 01, 2022 – December 31, 2022
- Year 5: January 01, 2023 – December 31, 2023

CUSTOMER ID TABLE



Customer Account ID	Customer Name
27LA7	VENTURA COUNTY CEO RISK MNGT
L9356	COUNTY OF VENTURA

CUSTOMER ID TABLE (CLIMATE CONTROLLED)



Customer Account ID	Customer Name
NT167	VENTURA COUNTY RECORDER

IRON MOUNTAIN RECORDS MANAGEMENT



PRICING FOR CORE SERVICES

Standard Storage and Services (SEE: http://cic.ironmountain.com/records/glossary/ FOR SERVICE DEFINITIONS)						
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Carton Storage	\$0.162	\$0.167	\$0.172	\$0.177	\$0.182	Cubic Foot
Carton Storage, New	\$0.162	\$0.167	\$0.172	\$0.177	\$0.182	Cubic Foot
Receiving and Entering - Carton	\$3.22	\$3.31	\$3.41	\$3.51	\$3.62	Cubic Foot
Regular Retrieval - Carton	\$4.70	\$4.84	\$4.99	\$5.14	\$5.29	Cubic Foot
Regular Retrieval - File from Carton	\$3.88	\$4.00	\$4.12	\$4.24	\$4.37	File
Regular Refile - Carton	\$3.22	\$3.31	\$3.41	\$3.51	\$3.62	Cubic Foot
Regular Refile - File to Carton	\$4.70	\$4.84	\$4.99	\$5.14	\$5.29	File
Archival Destruction - Carton	\$2.32	\$2.39	\$2.47	\$2.54	\$2.62	CF plus Regular Retrieval Charge
Next Day Delivery	\$13.55	\$13.95	\$14.37	\$14.80	\$15.25	Visit plus Handling Charge
Trip Charge, Pickup	\$13.55	\$13.95	\$14.37	\$14.80	\$15.25	Visit plus Handling Charge
Handling Charge	\$1.53	\$1.57	\$1.62	\$1.67	\$1.72	Cubic Foot
Trip Charge, Next Day, Zone 2	\$29.55	\$30.43	\$31.35	\$32.29	\$33.26	Visit plus Handling Charge
Trip Charge, Next Day, Zone 3	\$35.55	\$36.61	\$37.71	\$38.84	\$40.01	Visit plus Handling Charge

Standard Storage and Services (SEE: <http://cic.ironmountain.com/records/glossary/> FOR SERVICE DEFINITIONS)

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Trip Charge, Next Day, Zone 4	\$41.55	\$42.79	\$44.08	\$45.40	\$46.76	Visit plus Handling Charge
Trip Charge, Next Day, Zone Metro	\$18.55	\$19.10	\$19.68	\$20.27	\$20.88	Visit plus Handling Charge
Trip Charge, Next Day, Zone Metro NY	\$25.55	\$26.31	\$27.10	\$27.92	\$28.75	Visit plus Handling Charge
Trip Charge, Pickup, Zone 2	\$29.55	\$30.43	\$31.35	\$32.29	\$33.26	Visit plus Handling Charge
Trip Charge, Pickup, Zone 3	\$35.55	\$36.61	\$37.71	\$38.84	\$40.01	Visit plus Handling Charge
Trip Charge, Pickup, Zone 4	\$41.55	\$42.79	\$44.08	\$45.40	\$46.76	Visit plus Handling Charge
Trip Charge, Pickup, Zone Metro	\$18.55	\$19.10	\$19.68	\$20.27	\$20.88	Visit plus Handling Charge
Trip Charge, Pickup, Zone Metro NY	\$25.55	\$26.31	\$27.10	\$27.92	\$28.75	Visit plus Handling Charge

Premium Storage and Services (SEE: <http://cic.ironmountain.com/records/glossary/> FOR SERVICE DEFINITIONS)

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Archival Destruction - File from Carton	\$2.26	\$2.32	\$2.39	\$2.47	\$2.54	File plus Regular Retrieval Charge
Permanent Withdrawal - File from Carton	\$2.26	\$2.32	\$2.39	\$2.47	\$2.54	File plus Regular Retrieval Charge
Permanent Withdrawal - Carton	\$2.32	\$2.39	\$2.47	\$2.54	\$2.62	CF plus Regular Retrieval Charge
Rush Retrieval - Carton	\$5.28	\$5.44	\$5.60	\$5.77	\$5.95	Cubic Foot
Rush Retrieval - File from Carton	\$4.70	\$4.84	\$4.99	\$5.14	\$5.29	File
Regular Interfile - Carton	\$4.56	\$4.70	\$4.84	\$4.99	\$5.14	Each
Half Day Delivery	\$38.64	\$39.80	\$40.99	\$42.22	\$43.49	Visit plus Handling Charge
Rush Delivery - Business Day	\$104.34	\$107.47	\$110.69	\$114.02	\$117.44	Visit plus Handling Charge
Rush Pickup - Business Day	\$104.34	\$107.47	\$110.69	\$114.02	\$117.44	Visit plus Handling Charge
Rush Delivery - Weekends/Holidays/After Hours	\$168.83	\$173.89	\$179.11	\$184.48	\$190.02	Visit plus Handling Charge
Miscellaneous Services - Labor	\$56.82	\$58.52	\$60.28	\$62.08	\$63.95	Hour
Re-boxing Charge	\$6.59	\$6.79	\$6.99	\$7.20	\$7.41	Labor Plus New Carton

Other Program Fees (SEE: <http://cic.ironmountain.com/records/glossary/> FOR SERVICE DEFINITIONS)

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Administrative Fee (Summary Billing)	\$31.95	\$32.91	\$33.90	\$34.91	\$35.96	Account ID per Month
Administrative Fee (Detailed Billing)	\$79.75	\$82.14	\$84.61	\$87.14	\$89.76	Account ID per Month
Fuel Surcharge	*	*	*	*	*	Transportation Visit

Note: Minimum Storage accounts are not charged a monthly Administrative Fee.

***Note:** A Fuel Surcharge is applied monthly based upon changes in the price of diesel fuel as published by the US Department of Energy. This charge is calculated monthly and included as a percentage of transportation related service charges. The current monthly Fuel Surcharge information can be found at <http://cic.ironmountain.com/FuelSurcharge>

Custom Storage and Services (SEE: <http://cic.ironmountain.com/records/glossary/> FOR SERVICE DEFINITIONS)

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Outside Courier/Customer Representative Handling	\$6.39	\$6.58	\$6.77	\$6.98	\$7.19	Transportation Visit
Storage Minimum	\$171.57	\$176.72	\$182.02	\$187.48	\$193.10	Account ID per Month
Minimum Service Order Charge	\$16.80	\$17.31	\$17.83	\$18.36	\$18.91	Order
Individual List/Indexing	\$0.70	\$0.72	\$0.74	\$0.76	\$0.79	File
RFID Z Label	\$0.71	\$0.73	\$0.75	\$0.78	\$0.80	Each
RFID T Label	\$0.71	\$0.73	\$0.75	\$0.78	\$0.80	Each
Standard Letter/Legal	\$4.43	\$4.56	\$4.70	\$4.84	\$4.98	Each
Auto-Fold Letter/Legal	\$6.03	\$6.21	\$6.39	\$6.58	\$6.78	Each

Custom Storage and Services (SEE: <http://cic.ironmountain.com/records/glossary/> FOR SERVICE DEFINITIONS)

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
#251 Std Attached Lid	\$4.07	\$4.19	\$4.32	\$4.45	\$4.58	Each
Image on Demand – Digital Images Scanned (in excess of the first 50 images)	\$0.25	\$0.26	\$0.27	\$0.27	\$0.28	Image
Image on Demand – Imaging Minimum (includes first 50 images)	\$25.00	\$25.75	\$26.52	\$27.32	\$28.14	Order
Image on Demand – Hourly Labor	\$56.82	\$58.52	\$60.28	\$62.08	\$63.95	Hour
Image on Demand Professional Services	\$278.50	\$286.86	\$295.46	\$304.32	\$313.45	Hour
Professional Services	\$278.50	\$286.86	\$295.46	\$304.32	\$313.45	Hour

Note: Image on Demand is not available in all markets. If the customer's requirements differ from those described in Image on Demand – Overview within the Glossary of the Customer Information Center (<http://cic.ironmountain.com/records/glossary/>), then custom services are available and must be described in an agreed upon statement of work.

IRON MOUNTAIN RECORDS MANAGEMENT



PRICING FOR CORE SERVICES (CLIMATE CONTROLLED)

Standard Storage and Services: Vaulting (SEE: <http://cic.ironmountain.com/records/glossary/> FOR SERVICE DEFINITIONS)

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Vault Storage, Regular - Climate Control	\$6.70	\$6.90	\$7.11	\$7.32	\$7.54	CF
Receiving & Entry - Climate Control	\$7.75	\$7.98	\$8.22	\$8.47	\$8.72	CF
Regular Retrieval - Carton - Climate Control	\$2.37	\$2.44	\$2.51	\$2.59	\$2.67	CF
Regular Retrieval - Item from Carton - Climate Control	\$4.20	\$4.33	\$4.46	\$4.59	\$4.73	Item
Regular Refile - Carton - Climate Control	\$2.37	\$2.44	\$2.51	\$2.59	\$2.67	CF
Archival Destruction - Carton - Climate Control	\$3.34	\$3.44	\$3.54	\$3.65	\$3.76	CF plus Regular Retrieval Charge
Next Day Delivery - Climate Control	\$57.54	\$59.27	\$61.04	\$62.88	\$64.76	Visit plus Handling
Regular Pickup - Climate Control	\$59.27	\$61.04	\$62.88	\$64.76	\$66.70	Visit plus Handling
Handling Charge - Climate Control	\$6.90	\$7.11	\$7.32	\$7.54	\$7.77	CF
Regular Refile - Item to Carton - Climate Control	\$4.20	\$4.33	\$4.46	\$4.59	\$4.73	Item

Premium Storage and Services: Vaulting (SEE: <http://cic.ironmountain.com/records/glossary/> FOR SERVICE DEFINITIONS)

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Archival Destruction - Item from carton - Climate Control	\$4.87	\$5.02	\$5.17	\$5.32	\$5.48	Item plus Regular Retrieval Charge
Permanent Withdrawal - Item - Climate Control	\$2.31	\$2.38	\$2.45	\$2.52	\$2.60	Item plus Regular Retrieval Charge
Permanent Withdrawal - Carton - Climate Control	\$9.12	\$9.39	\$9.68	\$9.97	\$10.26	CF plus Regular Retrieval Charge
Rush Retrieval - Carton - Climate Control	\$7.11	\$7.32	\$7.54	\$7.77	\$8.00	CF
Rush Retrieval - Item - Climate Control	\$9.48	\$9.76	\$10.06	\$10.36	\$10.67	Item

Premium Storage and Services: Vaulting (SEE: http://cic.ironmountain.com/records/glossary/ FOR SERVICE DEFINITIONS)						
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Half Day Delivery - Climate Control	\$73.39	\$75.59	\$77.86	\$80.20	\$82.60	Visit plus Handling
Rush Delivery - Business Day - Climate Control	\$73.39	\$75.59	\$77.86	\$80.20	\$82.60	Visit plus Handling
Rush Pickup - Business Day - Climate Control	\$73.39	\$75.59	\$77.86	\$80.20	\$82.60	Visit plus Handling Charge
Rush Delivery - Weekends/Holidays/After Hours - Climate Control	\$147.46	\$151.88	\$156.44	\$161.13	\$165.97	Visit plus Handling
Regular Interfile - Item to carton - Climate Control	\$4.56	\$4.70	\$4.84	\$4.99	\$5.14	Each

Other Program Fees: Vaulting (SEE: http://cic.ironmountain.com/records/glossary/ FOR SERVICE DEFINITIONS)						
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Administrative Fee (Summary Billing)	\$31.95	\$32.91	\$33.90	\$34.91	\$35.96	Account ID per Month
Administrative Fee (Detailed Billing)	\$79.75	\$82.14	\$84.61	\$87.14	\$89.76	Account ID per Month
Fuel Surcharge	*	*	*	*	*	Transportation Visit

Note: Minimum Storage accounts are not charged a monthly Administrative Fee.

***Note:** A Fuel Surcharge is applied monthly based upon changes in the price of diesel fuel as published by the US Department of Energy. This charge is calculated monthly and included as a percentage of transportation related service charges. The current monthly Fuel Surcharge information can be found at <http://cic.ironmountain.com/FuelSurcharge>

Custom Storage and Services: Vaulting (SEE: http://cic.ironmountain.com/records/glossary/ FOR SERVICE DEFINITIONS)						
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Per
Outside Courier/Customer Representative Handling	\$6.39	\$6.58	\$6.77	\$6.98	\$7.19	Transportation Visit
Minimum Service Order Charge	\$18.14	\$18.68	\$19.24	\$19.82	\$20.42	Order
Individual List/Indexing	\$0.70	\$0.72	\$0.74	\$0.76	\$0.79	File
RFID Z Label	\$0.71	\$0.73	\$0.75	\$0.78	\$0.80	Each
RFID T Label	\$0.71	\$0.73	\$0.75	\$0.78	\$0.80	Each
Standard Letter/Legal	\$4.43	\$4.56	\$4.70	\$4.84	\$4.98	Each
Auto-Fold Letter/Legal	\$6.03	\$6.21	\$6.39	\$6.58	\$6.78	Each
#251 Std Attached Lid	\$4.07	\$4.19	\$4.32	\$4.45	\$4.58	Each
Image on Demand – Digital Images Scanned (in excess of the first 50 images)	\$0.25	\$0.26	\$0.27	\$0.27	\$0.28	Image
Image on Demand – Imaging Minimum (includes first 50 images)	\$25.00	\$25.75	\$26.52	\$27.32	\$28.14	Order
Image on Demand – Hourly Labor	\$56.82	\$58.52	\$60.28	\$62.08	\$63.95	Hour
Image on Demand Professional Services	\$278.50	\$286.86	\$295.46	\$304.32	\$313.45	Hour
Professional Services	\$278.50	\$286.86	\$295.46	\$304.32	\$313.45	Hour

Note: Image on Demand is not available in all markets. If the customer's requirements differ from those described in Image on Demand – Overview within the Glossary of the Customer Information Center (<http://cic.ironmountain.com/records/glossary/>), then custom services are available and must be described in an agreed upon statement of work.

TRANSPORTATION SERVICES



PICKUP & DELIVERY

NEXT DAY DELIVERY

Order by 3:00 PM for delivery next Business Day

HALF DAY DELIVERY

Order by 10:00 AM for delivery same Business Day; or Order by 3:00 PM for delivery next Business Day by 12:00 PM.

RUSH DELIVERY, BUSINESS DAY

Delivery within 3 hours of placement of Order (for Orders received not later than 2:00 PM) on a Business Day.

RUSH DELIVERY, WEEKENDS/HOLIDAYS/AFTER HOURS

Delivery within 4 hours of placement of Order.

REGULAR PICKUP

Pickup orders placed before 4:00 PM on a Business Day will be picked up within the following two Business Days.

RUSH PICKUP, BUSINESS DAY

Pickup orders placed before 4:00 pm on a Business Day will be picked up on the following Business Day.

Additional Services beyond those listed in this Pricing Schedule are available. For service descriptions, please go to Additional Services at cic.ironmountain.com/additionalservices.

RECORDS MANAGEMENT – STANDARD IMAGE ON DEMAND (IOD)



This pricing included in this schedule applies specifically to the conversion on (stored) business records. Due to the complexity inherent to document conversion, additional document types may be subject to additional and/or specific pricing.

Document Conversion using Image on Demand (IOD):

- The IOD scan rate includes up to 8-minutes of total labor for each file requested for IOD conversion, covering document preparation, scanning, quality control, standard indexing, scanning non-letter legal documents and reassembly.
- Conversion work that exceeds 8-minutes per file will be charged an hourly rate in 15-minute increments (per order).
- Flatbed Scanning may be required and will be invoiced at the current photocopy rate.
- Standard Image on Demand Services are only available as a next day service. Rush or half day services are considered Custom Image on Demand Services that require a separate statement of work and subject to geographical availability.
- Digital images and indexing data will be made available through a hyperlink delivered to the requestor via email.
- Activation of IOD service is required before an order can be placed.
- All pages contained in the file will be scanned.
- Digital images will be scanned at 300 DPI, in black and white as a PDF multi-page image.
- If the customer's requirements differ from those described in this Schedule A or the description contained in "Image on Demand – Overview" within the glossary of the Customer Information Center (<http://cic.ironmountain.com>), then those requirements are considered Custom Image on Demand Services and must be described in a separate, agreed upon statement of work.

Damaged, illegible and/or odd sized documents will be scanned using a flatbed scanner, a fee will be charged for every image generated at Iron Mountain's current photocopy rate.

Rates defined above do not include charges for retrieval, refile, disposition, or physical delivery of source documentation. Rates for these services are based on customer's existing rates. All other services, not specifically listed herein or quoted on a separate Schedule A, will be charged at Iron Mountain's then current rates.

ADDITIONAL DEAL TERMS



Deal Term	Details
Multi-year Pricing	The pricing offered in this Schedule A for each year of the agreement has been outlined above. Upon anniversary date Iron Mountain will automatically apply pricing for the new year as outlined above.

Approved as to Form and Pricing Content
 Iron Mountain Sales Support and Price Desk
 SA-77173

 Created By: MKeuth
 Date: 02/05/2019
 Customer: COUNTY OF VENTURA