

## Technology Escrow — Developers



### Make More Sales. Protect Your own Intellectual Property.

**Iron Mountain is the world's most trusted partner for outsourced records and information management services, and also sets the industry standard for intellectual property management services. With over 235,000 clients across 151 geographic markets, Iron Mountain draws on more than 50 years of experience to specialise in technology escrow and domain name records management.**

#### Address your Clients' Concerns

When technology developers license their products, the issue of continued technical support is always a concern. Most technology users wouldn't sign a license agreement without maintenance and support coverage. The risks are too high if the technology vendor were to go out of business or no longer provide support for other reasons.

As a technology developer, you can put your clients at ease and gain their confidence by offering technology escrow protection upfront as a value-added service.

Iron Mountain's comprehensive technology escrow services, signed during license negotiations, act like an insurance policy for your clients. As a trusted, neutral third party, Iron Mountain administers source code and other maintenance materials for you and your clients, who would obtain access to those materials only under specific and controlled circumstances that you can predetermine in a standing escrow account.

#### Comprehensive Escrow Services Meet your Unique Needs— And Those of Each Client

Iron Mountain provides flexible, comprehensive escrow services that generate the type of agreement that gives you and your client the right level of protection in each unique situation. Iron Mountain's comprehensive escrow services always include the key features of technology escrow required by all customers desiring escrow protection, but at the same time, are flexible enough to accommodate the additional requirements of some of your clients for custom services.

When you offer your clients Iron Mountain escrow services, you will be adding significant value in safeguarding their investment with you, as well as earning their trust, backed by Iron Mountain's reputation for integrity and success in the escrow industry for over 23 years.

#### Key Features of Iron Mountain's Comprehensive Escrow Services Include:

- Dedicated client managers for your account
- Unlimited deposits
- Electronic vaulting
- Secure, real-time online account management with Escrow Management Centre
- Secure destruction of materials upon account closure
- Verification of deposit materials
- Automatic notification of deposits and deposit updates
- Escrow Expert™ consulting services

#### Save Time And Effort With The Escrow Management Centre

Once you've established an escrow account, you want to spend minimal time managing it. Iron Mountain's Escrow Management Centre allows our customers web-based access to real-time transactions with up to date escrow account information.

It's available to you when you log onto Iron Mountain Connect™ – Iron Mountain's customer portal. Escrow Management Centre allows you to:

- View account information: Account Lists, Deposit Data, Beneficiary Enrollment, Work Requests, Contact Information, etc.
- Conduct escrow transactions: Add, Edit, Delete Company Contacts or Beneficiaries, Request Terminations, Edit Company Names, etc.
- Produce reports: Account Summaries, Deposits, Beneficiary Data, Work Requests, Contacts and Accounts, etc.—you can sort, download, print and manipulate this data.
- View imaged documents: Agreements, Enrollments, Amendments, Descriptions of Deposits, etc.

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## Protection For Technology Developers

Technology developers can appreciate the benefits of technology escrow protection, too.

Since Iron Mountain, as a neutral third party, dates and time-stamps all materials deposited into escrow, an escrow account creates an audit trail of the development of technology and provides independent validation of the ownership of the related intellectual property.

Iron Mountain has no vested interest in defending one party over another and, therefore, has the trust of the courts to vouch for the existence and ownership of your intellectual property.

## A Comprehensive Service—Not A Complex Set Of Prepackaged Agreements

Iron Mountain's escrow professionals work with you to define the right level of protection for each of your customer's requirements.

The result is the generation of an agreement that fits your needs. Your customer or technology partner may require a three-party agreement, signed by you, the depositor, Iron Mountain and the customer (licensee) or technology partner. Alternatively, it may be a two-party agreement, signed by you as the technology developer (depositor) and Iron Mountain.

## The Leader In Technology Escrow Protection

Iron Mountain has provided unmatched intellectual property protection for high-technology vendors and their clients since 1982. With the industry's highest level of service, it's no wonder that more than 75% of the Fortune 500 and 93% of the Software 100 trust Iron Mountain to protect their intellectual property assets. We take your technology investments seriously and protect them with the integrity you would expect from a trusted and neutral third party.

## Assured Privacy And Security

You can rest easy knowing your data is completely secure and protected. All data is fully backed up to an alternate location in Iron Mountain's own ultra protective environment. Professional Iron Mountain employees run these underground facilities. Two layers of 128-bit encryption and use of Secure Socket Layer technology ensure message integrity and authentication, and a four-level user authority system ensures that each user sees only the data they are entitled to see.

### Iron Mountain's Intellectual Property Management services include:

- ▶ Technology Escrow
- ▶ Technical Verification of Deposits
- ▶ Domain Name Management: Registration, Management, Assessment and Enforcement
- ▶ Online Trademark Infringement Identification and Management
- ▶ Intellectual Property Risk Assessment and Best Practices Policy Definition
- ▶ Electronic Discovery for Litigation



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Iron Mountain is the leading global service provider of intellectual property management services specialising in technology escrow and domain name records management. As the founder of the industry, Iron Mountain has the integrity, reputation, resources, and experience to ensure intellectual property is properly managed and protected. Iron Mountain's Intellectual Property Management services set the industry standard by providing quality customer service and unmatched solutions to 75% of the Fortune 500. Since 1951, Iron Mountain has provided service to over 235,000 customer accounts worldwide. For more information, visit the Company's Web site at [www.ironmountain.com/ipm](http://www.ironmountain.com/ipm).