



VALERIE LUA
CITY OF CARSON ECONOMIC DEV.
701 E CARSON ST
CARSON, CA 90745-2224

EXHIBIT NO. 3



Thank you for continuing to trust Iron Mountain with your storage and information management needs.

We have enclosed your new Iron Mountain Pricing Schedule (Schedule A) which provides updated rates for Records Management storage and services, effective April 1, 2020. Here are a few ways that our investments are helping you improve records management performance and manage costs:

- **Security:** we know how important having access to secure, industry leading storage facilities are to you and your business. That's why we've invested more than \$270 million in the last 10 years to ensure that newly acquired facilities meet our standards and your expectations.
- **Managing Risk:** We launched the Iron Mountain Risk Assessment, an online tool that enables you to assess and benchmark your information controls against the practices of 3,500 companies across 8 key risk areas to build a risk mitigation plan that can be shared across your organization. The assessment is offered as a complimentary consultation. Contact your Sales Representative for more information.
- **Industry Knowledge:** We've heard from many of you that staying current on the latest industry trends and regulatory changes is central to your success as an information manager. In order to address this need we recently launched <http://infogoto.com> - a new resource created to help you stay informed of the shifts in the information landscape and how they impact your role and affect your organization. Designed as a platform for news and vital issues, the site provides insight and advice from industry thought leaders on a variety of topics such as the evolution from RIM to information governance, new privacy laws and disposable disposition.

You can visit our Customer Support and Information Center at <http://www.ironmountain.com/Customer-Support-and-Information-Center.aspx> to manage your account, pay your bill, view helpful FAQs and access a link to our Customer Information Center (available at <http://cic.ironmountain.com>) for storage and service descriptions, a glossary of terms, and billing protocols. Our Customer Support and Information Center is frequently updated with important information, so please bookmark it for easy reference.

We thank you for your business, and for your trust. If you have any questions or require additional information, please contact us at 1-800-327-8345.

Regards,

Jason Ganzer
Territory Business Director



INTRODUCING NEW PRICING SOLUTIONS

You have told us that you are looking for simplicity in billing, line item clarity and more valuable tools and education that you can easily access at your convenience, and we listened. We've created a new pricing program to better represent the value that you look for Iron Mountain to provide.

SIMPLE SERVICE BUNDLE

The Simple Service Bundle program eliminates billing by line-item for the listed core services as you have had in the past. Rather than itemizing the following services, all of these charges will be billed as one flat monthly fee. The individual line items included in your Simple Service Bundle are:

- » Regular Retrieval – Carton
- » Regular Refile -- Carton
- » Regular Retrieval – File from Carton
- » Regular Refile – File to Carton
- » Regular Retrieval – Open Shelf File
- » Regular Refile – Open Shelf File
- » Regular Pickup
- » Next Day Delivery
- » Handling Charges
- » Minimum Service Order Charge

How the program works

The monthly fee for your program is based on your activity levels for these services during the previous year. Should your activity levels change more than 25% from the previous years' levels, we will adjust your fee accordingly. Changes to rates for the services included in your Simple Service Bundle may be made annually and are subject to the basic terms and conditions as defined in your Customer Agreement.

The Simple Service Bundle does not include rush services or other special services provided on a one-time or project basis (e.g., archival destructions, permanent withdrawals and retrievals associated with each). These services will continue to be billed as they are currently.

Your account will automatically upgrade to the Simple Service Bundle program on April 1, 2020. We will continue to provide line item pricing as an alternative, however we have built in savings with our new Simple Service Bundle program that you will not recognize with line item pricing. If you still prefer line item pricing, please contact your account manager or Customer Care to discuss the rates and any other updates to the Line Item program.

We will continue to look for ways to improve our processes, simplify our pricing programs and continue innovating solutions to provide you with valuable resources to meet the needs of your organization.

Thank you for your business.





Renewal Schedule A:

PROGRAM PRICING SCHEDULE

Records Management

This Records Management 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 CITY OF CARSON ECONOMIC DEV., (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 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 services not specifically listed on this Schedule A will be charged at Iron Mountain’s then current rates.

CITY OF CARSON ECONOMIC DEV.

District Name/Number: SoCal Region / LA | L4439

Effective Date: April 1, 2020





Pricing for Core Services

STANDARD STORAGE AND SERVICES (see http://cic.ironmountain.com/records/glossary for service definitions)		
DESCRIPTION	EFFECTIVE PRICE	UNIT
■ Carton Storage	\$0.702	Cubic Foot
■ Receiving and Entering - Carton	\$4.74	Cubic Foot
■ Archival Destruction - Carton	\$9.19	CF
■ RFID T Label	\$0.79	Each
■ RFID Z Label	\$0.79	Each
■ File Tracking Storage	TBD	Each

Simple Service Bundle Program

\$75.00/month

A monthly fee of \$75.00 will be applied toward your annual Simple Service Bundle Program fee of \$900.00 for the following standard services:

Regular Retrieval – Carton	\$5.50	/CF
Regular Retrieval - File from Carton	\$7.70	/EA
Regular Refile - Carton	\$5.50	/CF
Regular Refile - File to Carton	\$7.70	EA
Regular Retrieval – Open Shelf File	\$4.76	EA
Regular Refile – Open Shelf File	\$4.76	EA
Next Day Delivery	\$54.76	/Trip
Regular Pickup	\$54.76	/Trip
Trip Charge, Metro	\$61.76	/Visit plus Handling Charge
Trip Charge, Metro NY	\$69.76	/Visit plus Handling Charge
Trip Charge, Zone 2	\$72.76	/Visit plus Handling Charge
Trip Charge, Zone 3	\$78.76	/Visit plus Handling Charge
Trip Charge, Zone 4	\$84.76	/Visit plus Handling Charge
Handling Charge	\$5.44	/CF
Minimum Service Order Charge	\$25.13	Order

The program fee is based on your activity levels for these services during the most recently available 12 month period. The Simple Service Bundle services are included in your monthly fee unless they are performed outside of your regular account activity (e.g., in connection with an account termination, a large destruction, or other similar one-time-only project) in which case they will be billed separately at the rates set forth above.

Changes to rates for the services included in the Simple Service Bundle as well as for other available services shall remain subject to the basic terms and conditions as defined in the Agreement. Please note that your Simple Service Bundle does not eliminate any applicable fuel surcharge, which will continue to be applied in accordance with our Fuel Surcharge policy available at <http://cic.ironmountain.com/fuelsurcharge.asp>.





PREMIUM STORAGE AND SERVICES (see http://cic.ironmountain.com/records/glossary for service definitions)		
DESCRIPTION	EFFECTIVE PRICE	UNIT
■ Rush Retrieval - Carton	\$10.32	Cubic Foot
■ Rush Retrieval - File from Carton	\$13.60	File
■ Regular Interfile - Carton	\$12.33	Each
■ Half Day Delivery	\$77.88	Visit plus Handling Charge
■ Rush Delivery - Business Day	\$147.86	Visit plus Handling Charge
■ Rush Delivery - Weekends/Holidays/After Hours	\$301.19	Visit plus Handling Charge
■ Archival Destruction - File from Carton	\$7.78	File plus Regular Retrieval
■ Miscellaneous Services - Labor	\$92.35	Hour
■ Re-Boxing Charge	\$9.83	Labor plus New Carton

Trip charges are applied in accordance with the transportation policy found here: <http://cic.ironmountain.com>.

OTHER PROGRAM FEES (see http://cic.ironmountain.com/records/glossary for service definitions)		
DESCRIPTION	EFFECTIVE PRICE	UNIT
■ Administrative Fee (Summary Billing)	\$44.95	per Month
■ Administrative Fee (Detailed Billing)	\$92.75	per Month
■ Fuel Surcharge	See Note II	Transportation Visit

- Note I: Accounts billed a Storage Minimum are not charged a monthly Administrative Fee.
- Note II: *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 Pricing

CUSTOM STORAGE AND SERVICES (see http://cic.ironmountain.com/records/glossary for service definitions)		
DESCRIPTION	EFFECTIVE PRICE	UNIT
■ Individual Listing	\$1.00	File
■ Storage Minimum	\$180.00	Month
■ Permanent Withdrawal - Carton	\$8.80	CF plus Regular Retrieval Charge
■ Permanent Withdrawal - File from Carton	\$4.27	File plus Regular Retrieval
■ Outside Courier/Customer Representative Handling	\$7.45	Each

