

Technology Escrow — Lawyers



Protect Your Client's Intellectual Property with Technology Escrow

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.

Help Ensure Proper Protection for you Clients

As a lawyer representing clients who use or develop technology, you can help ensure proper intellectual property protection by recommending that they leverage Iron Mountain's comprehensive technology escrow services. Widely acknowledged in the global legal community as the highest quality in the industry, an Iron Mountain escrow account will significantly reduce your clients' risks when licensing technology.

At Iron Mountain, we take intellectual property management seriously and deliver our services with the integrity you and your clients would expect—and, in fact, demand—from a trusted and neutral third party. We don't just vault technology. We provide complete intellectual property management services.

Comprehensive Escrow Services Meet your Unique Needs

Whether your client's needs today are for one specific customer, a mission-critical application, or an entire risk management strategy, Iron Mountain provides flexible, comprehensive escrow services. These services generate the type of agreement that gives your client the optimal level of protection in each unique situation.

Iron Mountain's escrow service always includes the key features of technology escrow required by all customers desiring escrow protection. But at the same time, Iron Mountain's escrow service is flexible enough to accommodate additional requirements for custom services.

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

Security for Technology Users

Technology licensees are dependent on their vendors for support and maintenance of their technology. They are exposed to risks if the vendor goes out of business or stops supporting the technology for other reasons.

An escrow account with Iron Mountain protects licensees by allowing them to gain access to their vendor's source code under specific conditions outlined in the escrow agreement. With an escrow in place, licensees have the opportunity to maintain that technology without vendor support, while planning how to replace it.

While requesting escrow protection is a prudent business practice when licensing any technology of significance, you should seriously consider recommending escrow protection to your clients if:

- The technology is mission-critical.
- Many employees will be using the technology
- The technology impacts your clients' customers
- The technology would be difficult or costly to replace
- Third-party software is embedded into the technology
- Client is developing a corporate risk management strategy

Protection for Technology Developers

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

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

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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 all types of intellectual property that your clients might want to protect.

A Comprehensive Service — Not a Complex Set of Prepackaged Agreements

As a lawyer, your billable time is extremely valuable—as is your need for flexibility in the service you secure on behalf of your customers. Iron Mountain's escrow professionals work with you to define the right level of protection for your client's specific requirements, keeping your time investment under control.

A client who is a technology licensee may require a three-party agreement, signed by the depositor, Iron Mountain and the customer (licensee)—with the intent of easily adding additional technology depositors over time. Alternatively, it may be a two-party agreement, signed by 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.

Safety — and Service — in Numbers

Over 45,000 customers worldwide have stored their mission-critical software and intellectual property in the more than 100 vaults Iron Mountain owns and operates.

Our Technology Escrow teams have managed thousands of successful releases in over 23 years working together, without ever having had a judgment returned against us.

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. Iron Mountain's professional employees who have undergone extensive background checks 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.