



Welcome to the Public Promise Procurement Webinar
Contract Launch: Iron Mountain Document Management



Contract Announcement



Offsite Document Management Services

Today's Presenters



Kendall Small

Procurement Officer
Maricopa County, Ariz.



Abby Weeda

Procurement Officer
Maricopa County, Ariz.



Mary Ellen Buzzelli

Director of SLED Industries
Iron Mountain



Anthony Chapman

National Program Director
Public Promise Procurement



AGENDA AND GOALS

Introduce Public Promise Procurement, Powered by NACo

The Lead Public Agency, Maricopa County and the procurement process and contract

Overview of the solutions and services Iron Mountain can provide under the Master Agreement

Next steps

Questions





Anthony Chapman

National Program Director

Public Promise Procurement

achapman@naco.org | 804.399.1821



Who We Are

ADVOCACY



Strengthening America's Counties

Healthy, safe and vibrant counties across America

- 3,069 County Governments
- 40k County Elected Officials
- 3.6M County Employees



BUSINESS



Purchasing, People, Performance

Establishes sustainable, cost-saving and value-added solutions by harnessing the purchasing power of all 3069 counties.



Public Promise Procurement



Wholly owned by NACo, Public Promise Procurement provides counties with cost-effective and efficient contracting vehicles. The unique Lead Public Agency (LPA) and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers and make a single award.

PURCHASING



**Lead Public
Agency Model**



**Competitively
Solicited**



Transparency



Savings

The NACo Difference

- Wholly owned by NACo
- Transparent LPA model
- Nationally competed
- Leverage 90K+ public agencies
- Single award
- Federal funding compliant
- Comprehensive scope
- Long runways

Benefits to Procurement

- No private investment
- Solicited & vetted by trusted peers
- Best-in-Class suppliers
- Competitively priced
- Compliant with procurement laws
- 2 CFR 200 compliant
- Reduced number of contracts
- Increase efficiency/reduce costs

Procurement Advisory Council



MARIA AGRUSA
County Procurement Officer
Orange County, Calif.



SEAN BEHAN
Chief, Procurement
Services, Dept. of
Purchasing and Contracting
San Diego County, Calif.



STEPHANIE BRICE
Deputy Director,
Purchasing Dept.
Cobb County, Ga.



ERIC CARLSON
Purchasing Agent
Douglas County, Neb.



KAREN DAVIDSON
Purchasing Agent
El Paso County, Texas



PATRICK FLANARY
CFO &
Deputy County
Manager
Wake County, N.C.



JAMES FOLEY
Deputy Chief
Procurement Officer
Maricopa County, Ariz.



MIKE FROSCH
Director of Purchasing
Dallas County, Texas



ADAM MANNE
Chief Procurement
Officer
City of Baltimore, Md.



MARIA MILES
MWBE Program
Director
Guilford County, N.C.



GILBERT ODonkor
Manager, Construction
Procurement
Hennepin County,
Minn.



LEE ANN PENDER
Chief Procurement
Officer
Fairfax County, Va.



**MEGAN
PERRY-BALONIER**
Purchasing Dept
Director
Franklin County, Ohio



RAFFI SARRAFIAN
Chief Procurement Officer
Cook County, Ill.



CAROLYN SECOR
Purchasing Agent
Broome County, N.Y.



FELICIA STRONG-WHITAKER
Chief Purchasing Agent
Fulton County, Ga.

Our Team



Bill Jasien

Executive Chairman, NACo EDGE
bjasien@naco.org | 703.969.1150



Paul Terragno

Managing Director & COO, NACo EDGE
pterragno@naco.org | 301.717.2969



Cathy Muse

National Program Director, Public
Promise Procurement, NACo EDGE
cmuse@naco.org | 202.942.4261



Anthony Chapman

National Program Director, Public
Promise Procurement, NACo EDGE
pchapman@naco.org | 202.661.8824



Spencer Taylor

National Director of Operations,
NACo EDGE
staylor@naco.org | 202.807.7448



Beth Roberts

Manager of Executive Services, NACo
EDGE
broberts@naco.org | 202.942.4297



Steven James Media Group

Marketing Partner
www.stevenjames.com



Kendall Small

Procurement Officer
Maricopa County, Ariz.



Abby Weeda

Procurement Officer
Maricopa County, Ariz.



Maricopa County, Arizona

Lead Public Agency



☉ Maricopa County, Ariz.

- Large urban county with a population of 4.4 million in the metro Phoenix area
- Nationally recognized procurement services department managing over \$750M dollars in annual spend
- <https://www.maricopa.gov/2087/Procurement-Services>
- James Foley, MBA, CPPO, CPPB, Deputy Director
- Kendall Small & Abby Weeda, Procurement Officers
- Led a public procurement process following Maricopa County procedures on behalf of themselves and all public agencies



Lead Public Agency



Ⓢ Role of Maricopa County as the LPA for Public Promise Procurement

- Work with PPP to develop contract opportunities based on County needs
- As Lead Public Agency, Maricopa County oversees the development of the Solicitation based on County terms and conditions, including the PPP Administration Agreement
- Post and receive solicitation responses through eProcurement system
- Perform initial review of responses for responsiveness and responsibility to solicitation
- Organize and instruct selection committees on their duties which include being fair, impartial and conflict free
- Negotiate final contract with selected respondent and recommend to Board of Supervisors approval
- Ensuring open and transparent process from contract solicitation to contract close-out



RFP Process & Contract Award



Development and Launch of the Offsite Document Management Services Master Agreement for Public Agencies

RFP for offsite document management and services issued by Maricopa County and advertised nationally

February 27, 2025

March 25

Pre-proposal conference

RFP Closes
Proposals due

April 29

Proposals evaluated by multi-agency panel of evaluators

April 29 – May 12

Offeror Interview and negotiations

May 20 – July 1

Maricopa County Board of Supervisors approves award of the cooperative Master Agreement to Iron Mountain

August 20, 2025



Contract Overview

Contract Award

- Single contract award to Iron Mountain
- Contract number 250054
- Effective for an initial 5-year term August 20, 2025 – August 31, 2030 with renewal options through August of 2035
- Comprehensive suite of products, services and solutions to meet a wide variety of needs
- National pricing
- Flexible terms and conditions adaptable to Participating Public Agency statutory requirements
- 2 CFR 200 terms and conditions included



Mary Ellen Buzzelli

Director of SLED Industries
Iron Mountain
mary.buzzelli2@ironmountain.com



Beyond the Box

Unlocking the Full Potential of your Information

Public Promise Procurement

October 31, 2025



Delivering to the US Government

Iron Mountain Government Solutions has managed government information for **70 years**.



600+
Counties Served



50 States
Where We Do Business



3B
Documents
Digitized/Year



50M
Images Digitized in Cloud
per month



**\$1B+ New
Investment**
In new solutions,
modernized facilities and
Digitization Centers;
~2000 cleared employees



Strategic Partners
Partners are critical to our
Go to Market strategy



Proven Security
Cybersecurity, data
sanitization, privacy, and
secure chain of custody



24M+pounds
IT Assets and associated
materials processed a
year

Information has power when it's **protected**,
connected, and **activated** across its
ecosystem.

Bridge physical to digital to deliver automation, intelligence, and productivity gains



Protect

Securely store, remain compliant, and provide greater visibility into your information

Secure chain of custody

Expert governance

Intelligent roadmaps

Data resilience and recovery



Connect

Transform unstructured content, optimize data, and drive intelligence in a unified platform

Digitization of all types

Data management in one place

Custom retention schedules

Document processing

Governance and compliance

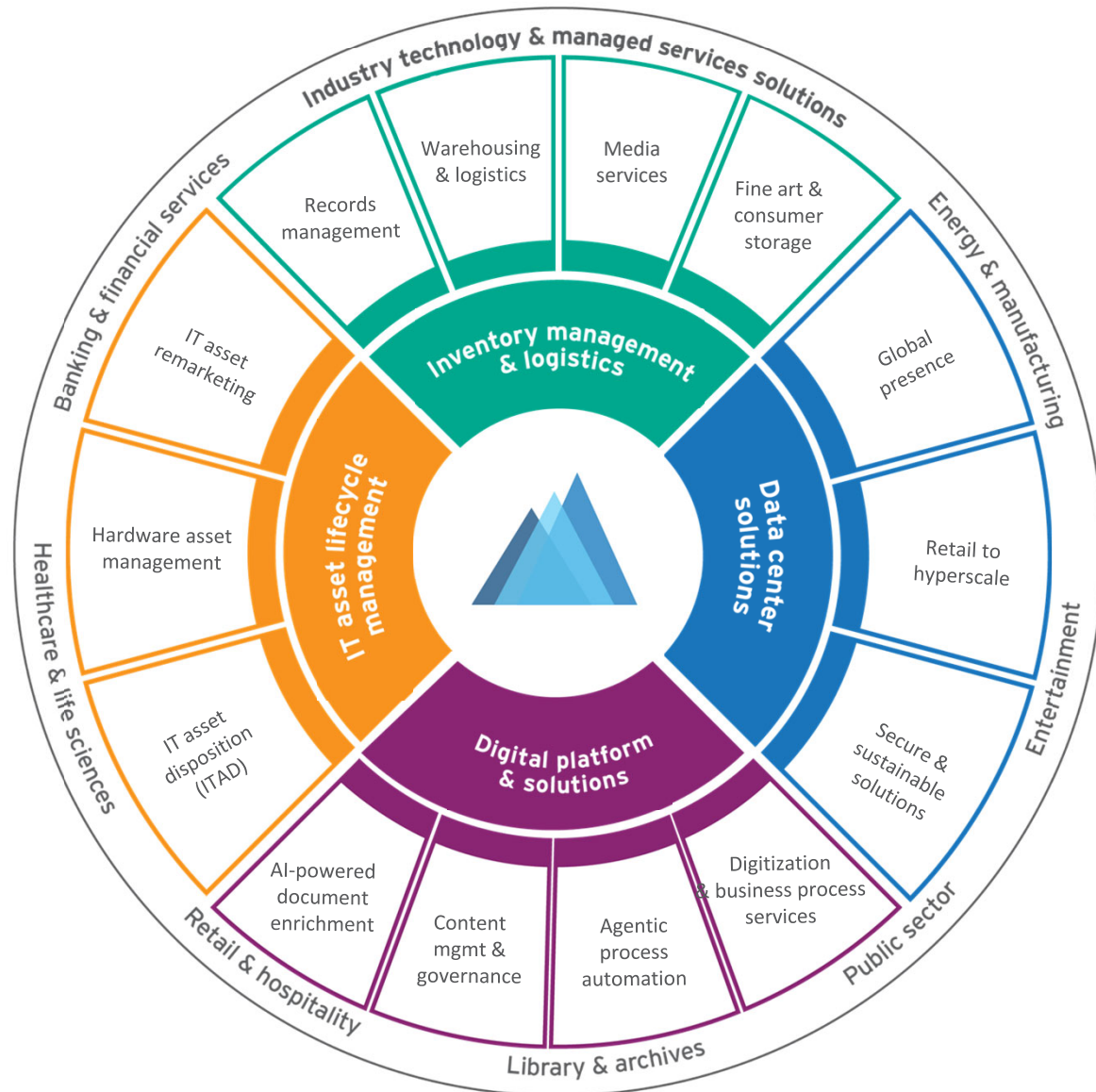


Activate

Generate new forms of value and power business outcomes across your organization

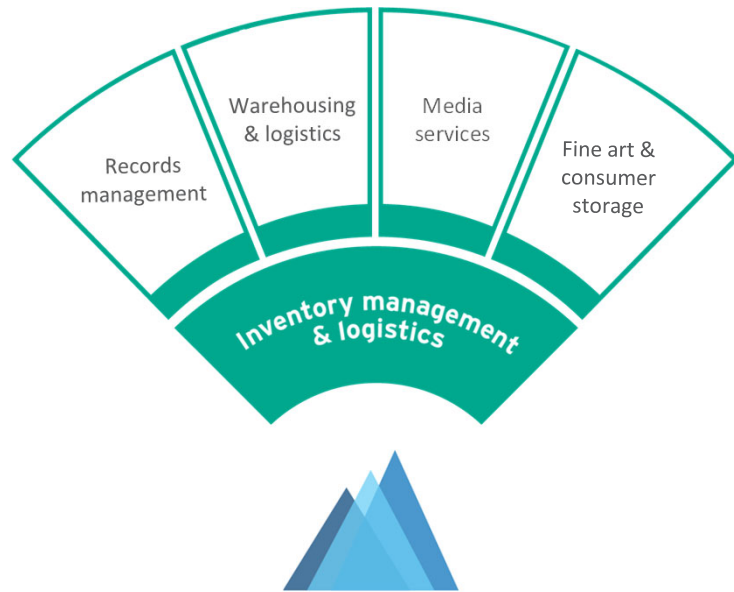
AI-powered workflow automation

Intelligent Business Process Management



Iron Mountain today Unlock more value

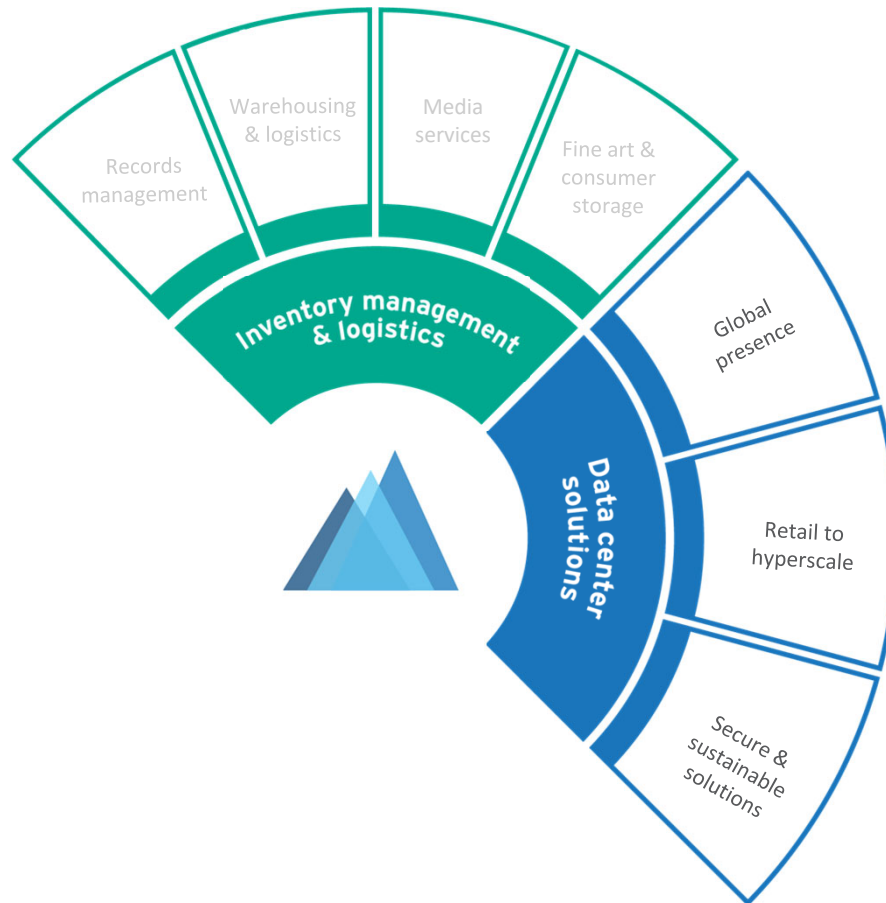
- ◆ Trusted by 95% of the Fortune 1000
- ◆ Global scale: 240K+ customers across 60+ countries
- ◆ #1 ALM provider in North America and #2 globally
- ◆ Analyst-recognized AI digital platform, #9 BPS provider
- ◆ Robust logistics, data center, and secure chain-of-custody capabilities
- ◆ Continuous technology innovation and deep commitment to sustainability



Iron Mountain Inventory management & logistics

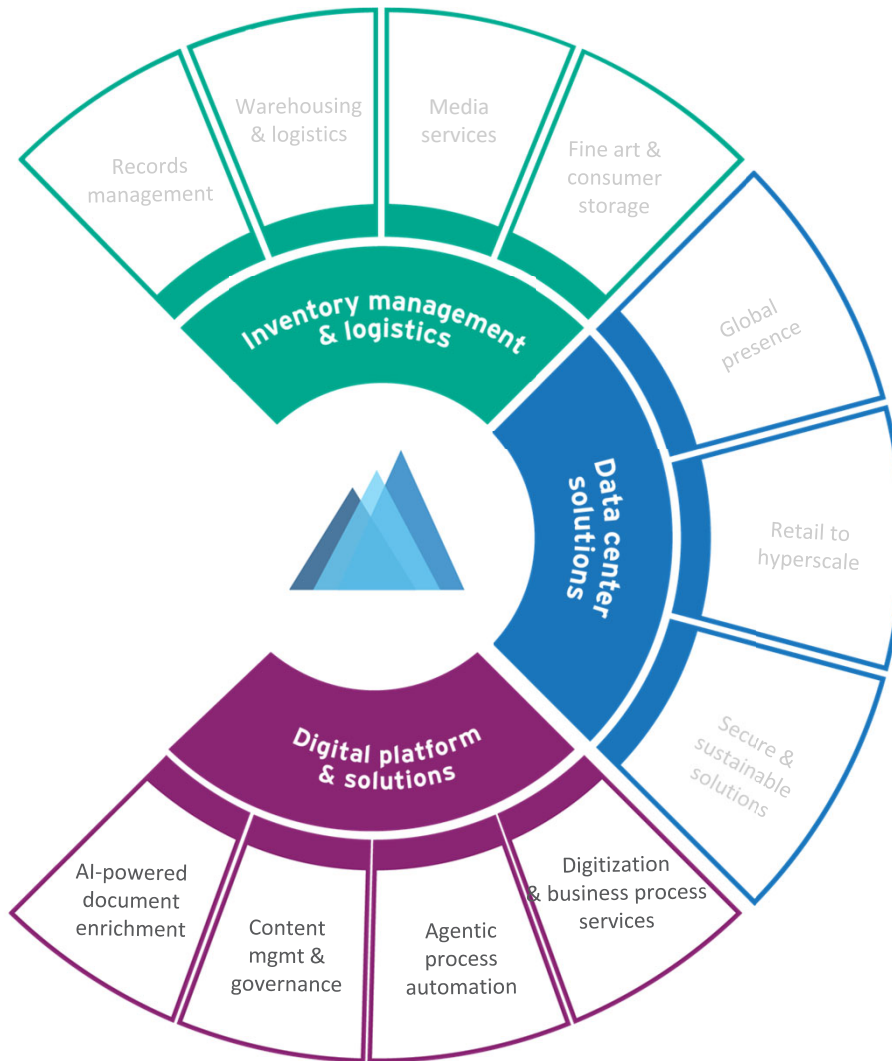
- ◆ Storing critical information since 1951, transformed to a global logistics provider across assets
- ◆ Global footprint: 730M+ cubic feet stored in ~1.4K facilities
- ◆ Client scale: 240K+ customers across 60 countries
- ◆ Commitment to sustainability: Recycled 442K tons of paper in 2024—equivalent to saving 11.7M trees*

[*2024 Iron Mountain Sustainability Report](#)



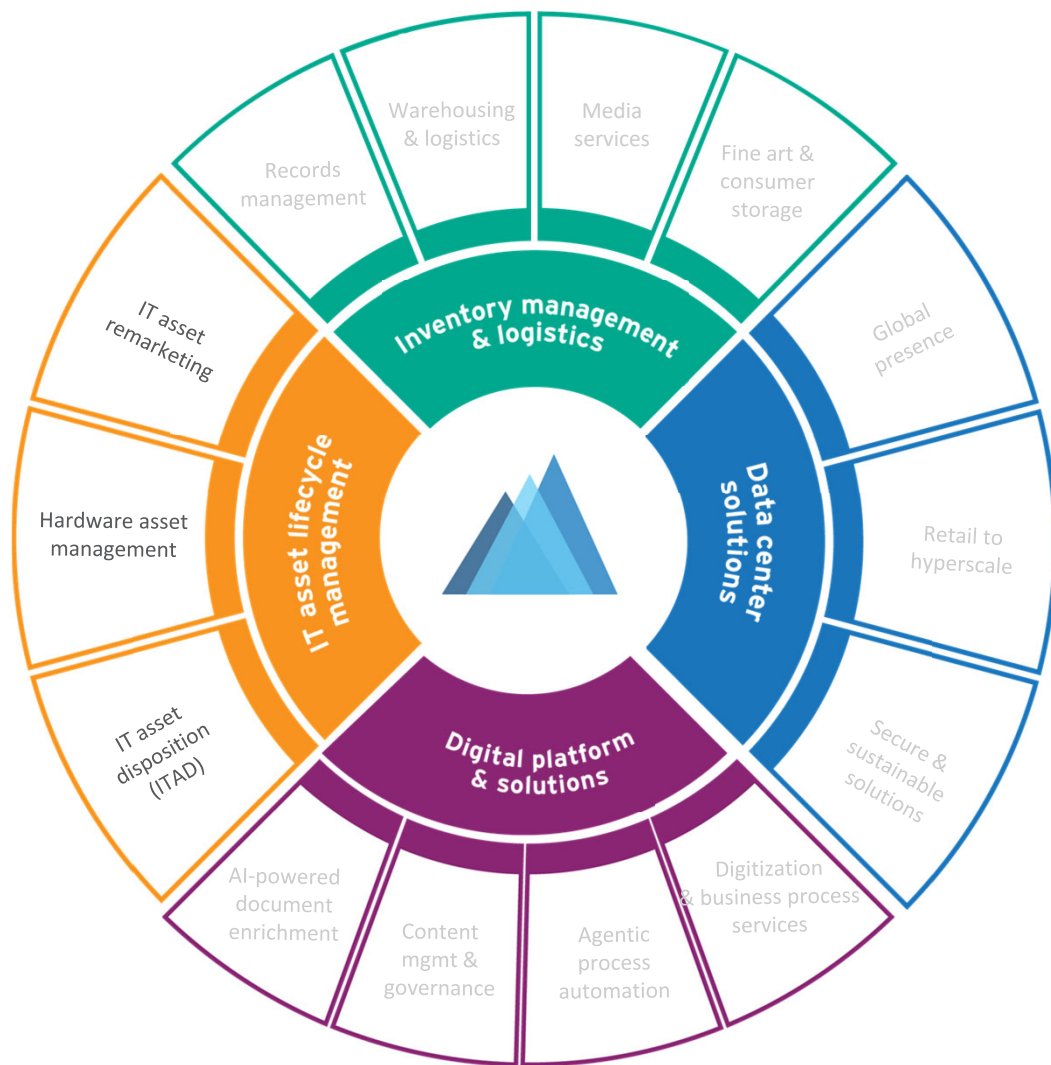
Iron Mountain Data center solutions

- ◆ Capacity at scale: 5M+ sq ft global data center footprint
- ◆ Operating a 1.2GW global portfolio at full buildout across 21 markets in 7 countries
- ◆ Industry-leading sustainability program: operating on 100% clean power since 2017
- ◆ 1.3K+ clients, including top global cloud & AI service providers
- ◆ 2025 Best Global Data Center of the Year by Datacloud



Iron Mountain Digital platform & solutions

- ◆ 4.2B+ images processed, 141 imaging sites, 45 countries
- ◆ Intelligent document processing with 97% average accuracy
- ◆ Analyst recognized AI and workflow automation platform
- ◆ #9 largest Business Process Services provider
- ◆ Cloud-agnostic, with marketplace availability
- ◆ Governance solutions, with ~75K regulations, 125 countries



Iron Mountain IT asset lifecycle management

- ◆ #1 largest ITAD provider in NA, #2 worldwide
- ◆ End-to-end services, from deployment to disposition
- ◆ Global scale: operating in more than 30 countries
- ◆ Best-in-class data security and chain of custody
- ◆ Unlocking value with a focus on IT reuse
- ◆ API integrations for seamless client-side operations
- ◆ Transparent, audit-ready reporting

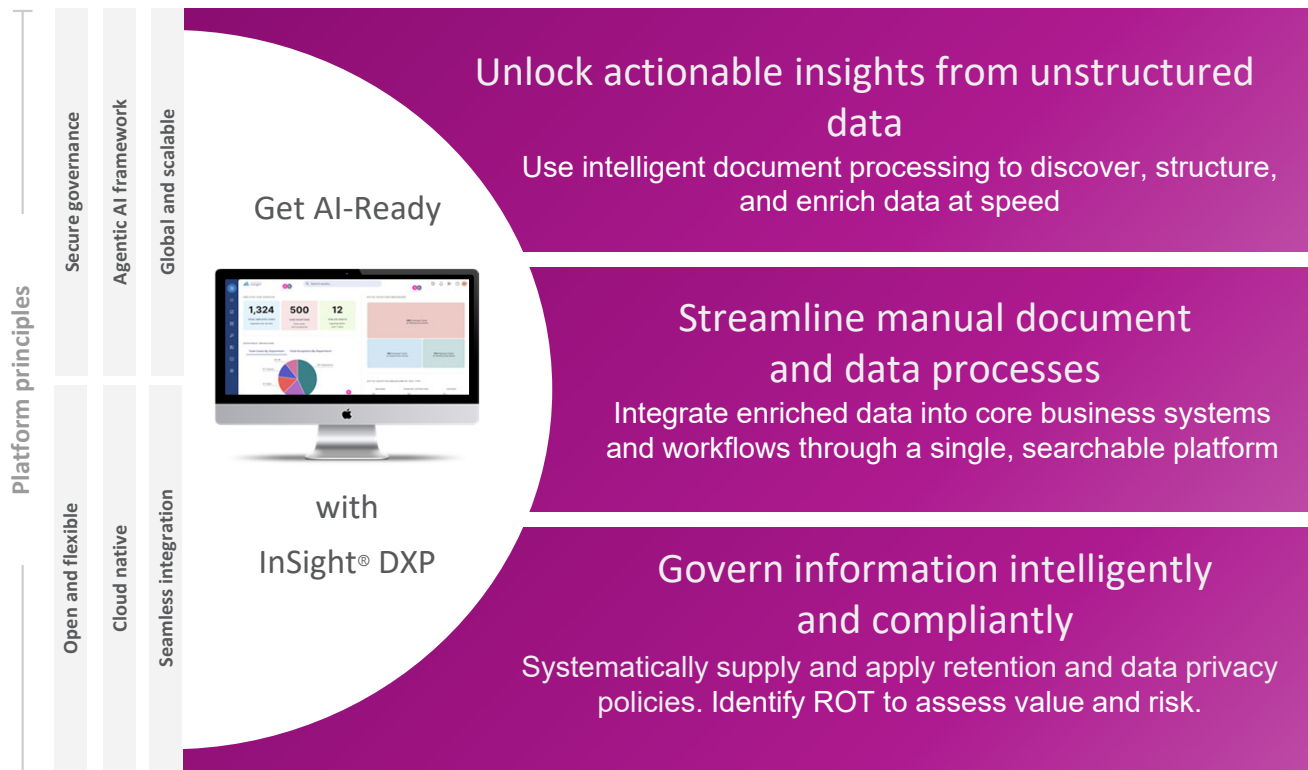
Delivering Efficiencies | Government

	Challenge	Solution	Benefits
 County of Cook	Managing significant ROT and exposure to data breaches across county-wide siloed data	Iron Mountain Information Governance Advisory	Identified 36 siloes; developed a RIM strategy to bolster access and prepare for AI/ML deployment
 A Large Financial Agency	A government agency needed to quickly digitize 50+ years (4.3B images) stored on microfilm, and extract data for citizen portal	Iron Mountain Digitization, InSight and Professional Services extracting 40B data points	30% cost savings and 8X faster w/96%+ accuracy 90% labor reduction (8 FTE)
 City of Kenosha, Wisconsin	Digitizing 6.1M records including 30 different large formats. Discoverability required to reduce fulfillment times and support FOIA requests.	Iron Mountain Digitization And InSight IDP on the Google Cloud Platform	>6M images created; centralized access across 13 city departments
 Commonwealth of Kentucky	19M images from hard copy vital records dating back to the early 1900s with multi-point indexing required.	Iron Mountain Digitization and InSight	Near-instant access to information for reduced labor cost and improved citizen experience.

Managing documents and
data across their lifecycle



Transform digital and physical data into intelligence with **InSight DXP**



Solutions for:

Mailroom

Accounts Payable

Human Resources

Banking, Financial Services

Healthcare, Life Sciences

Public Sector

Available on major cloud providers



Google Cloud



Public sector possibilities with Iron Mountain

With Iron Mountain InSight, customers can achieve:



Time and cost savings

Save the cost of printing, mailing, and managing paper documents plus optimize operations by managing digitized and digital-native documents in automated workflows



Better constituent service

On-demand access gives citizens flexibility and digitization helps staff process requests faster



Improve security and compliance

Better protect sensitive data through robust access controls, security rules, and reporting, plus features that streamline audit and discovery compliance

Additional services supporting the public sector



Cultural preservation: preserve cultural artifacts and make them available for future generations



Information management and content services: identify and extract value from all your information



Secure storage: protect and preserve your records in a secure and compliant storage facility



Digital citizen records: provide better citizen services, cut costs, and improve sustainability



Information governance advisory services: grow your program with information governance and compliance consulting



Secure destruction: reduce risk and adhere to disposition requirements in a safe and compliant way



Iron Mountain entertainment services: protect and activate media archived preserving our collective cultural heritage



Policy center: see how much easier managing retention and privacy can be when you have an online tool that does the legal research for you



Cloud storage and migrations services: modernize your approach to data management for its entire lifecycle



Document scanning and digital storage: digitally transform your business and centralize information



Inventory management and reporting: securely and easily access and manage records online using a customer hub and order tracking



Data centers and colocation services: achieve hybrid cloud success with carrier and cloud-neutral data solutions



Workflow automation: make your workflows more effective and efficient by automating document-centric processes

Now, what can we accomplish together?

Mary Ellen Buzzelli

Director of Strategy; SLED
mary.buzzelli2@ironmountain.com





Anthony Chapman

National Program Director

Public Promise Procurement

achapman@naco.org | 804.399.1821



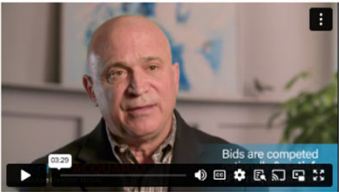
[Benefits](#) [Contracts & RFPs](#) [More Info](#) [Contact](#) [Register](#) [Become A Supplier](#)

— NACo Public Promise Procurement

➤ [Wholly-Owned By NACo](#)

Single-Award Cooperative Purchasing For Public Agencies

HEAR FROM YOUR PEERS



Bids are competed

Competitively Bid Government Contracts With Best-In-Class Suppliers

NACo Public Promise Procurement provides counties with **cost-effective and efficient purchasing** contract vehicles. The unique **Lead Public Agency (LPA)** and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers.

[Register](#) [View Contracts](#)

Stephen Acquario
Executive Director, NYSAC

Register

*This registration form is intended only for qualifying public agencies, education & non-profit organizations intending to participate in the cooperative as a purchasing entity. Organizations interested in being a supplier should [click here](#).

Thank you for expressing your interest in the NACo Public Promise Procurement cooperative.

By electronically reviewing & agreeing to the Master Intergovernmental Cooperative Purchasing Agreement (MICPA), your organization may begin utilizing all of our competitively bid, single award contracts immediately.

Upon submission, our team will reach out to complete the welcome process.

Please tell us about your organization.

Entity Name	
Entity Type	Federal Employer ID Number (FEIN)
- Select An Option -	000-00-0000
Contact Name	Job Title
Your Name	- Select An Option -
Organization Shipping Address	City / Municipality
State / Province	Zip / Postal Code
- Select An Option -	
Phone Number	Email

Contract(s) of Interest

- ☐ KONE (Building Services)
- ☐ Safeware (Public Safety)
- ☐ United Rentals (Equipment)
- ☐ WBCP (Recruiting)
- ☐ Iron Mountain (Doc/Data Services)
- ☐ Lillypad EV (EV Charging)

☐ Please review and agree to the [MICPA](#).

☐ I am human 

[SUBMIT](#)



Benefits **Contracts & RFPs** More Info + Contact

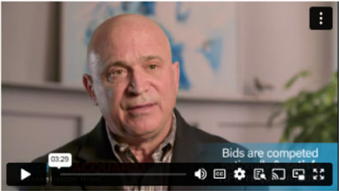
Register Become A Supplier

— NACo Public Promise Procurement

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Register View Contracts

As a purchasing cooperative expressly for public entities, Public Promise Procurement understands the nuances of government bidding and procurement, provides access to premier suppliers, and does so with streamlined efficiencies for our members with competitive pricing.

Stephen Acquario
Executive Director, NYSAC



Supplier	Contract Title	Contract Period End	Category	Lead Agency
KONE	ELEVATOR, ESCALATOR, WALKWAY, AND LIFT, NEW CONSTRUCTION, MODERNIZATION, MAINTENANCE AND REPAIR SERVICES	12/31/29	Building Services	Maricopa County, AZ
Safeware	PUBLIC SAFETY, EMERGENCY PREPAREDNESS & COMMUNITY RESILIENCE	06/30/31	Public Safety / Community Resilience	Cobb County, GA
United Rentals	RENTAL, LEASE & PURCHASE OF EQUIPMENT & ASSOCIATED SERVICES & SUPPORT	07/31/29	Equipment	Maricopa County, AZ
WBCP	GOVERNMENT EXECUTIVE RECRUITMENT	10/14/29	Personnel	County of San Diego, CA
Iron Mountain	DOCUMENT MANAGEMENT	08/31/2030	Document / Administrative Services	Maricopa County, AZ
Lilypad EV	EV CHARGING & FLEET INFRASTRUCTURE	08/27/2030	EV / Fleet Management	Broome County, NY

Document Retention & Destruction, Media Preservation,
Digitization & Data Management Solutions

Iron Mountain



Iron Mountain Contract Documentation & Resources

Executive Summary

Contract Documents

Solutions & Resources

Contact Us Today

Iron Mountain provides secure offsite storage that is local and convenient. Store, manage and protect your vital business documents; then easily retrieve them as needed. As your business practices shift from paper to digital, Iron Mountain is there to help. We create a strategy to meet your needs, with options like scanning, image on demand and Iron Cloud™. Secure shredding is local, cost-effective and convenient with Iron Mountain. Further protect yourself from a data breach with our secure e-waste solutions.

Lead public agency (LPA) agreements with suppliers are in effect and available through the contract's approved term.

Document Retention & Destruction, Media Preservation, Digitization & Data Management Solutions

Maricopa County, AZ
Contract Number: 250054

Initial award from August 20, 2025 through August 31, 2030 with option to renew through 2035

Contract, Pricing Schedule, RFP & Bidder Response Documents:

- Executed Contract
- National Pricing Sheet
- Request for Proposals (RFP)
- Bidder Response
- National Advertisements

Downloadable Resources

Learn more about Iron Mountain's document storage, destruction & digital transformation services & products that are available to your county or public agency by viewing the resources below.



Best-in-class Cooperative Purchasing for Public Agencies



Awarded Supplier:
Iron Mountain



Lead Public Agency:
Maricopa County, AZ

EXECUTIVE SUMMARY

Supplier Solutions: Broad range of document retention & destruction, media preservation, digitization & data management solutions.

Solicitation Data:

Serial # 250054-RFP
RFP Closing Date: April 22, 2025

Award Date: August 20, 2025

Contract Data:

Contract Name: Offsite Document Storage and Management Services

Contract #: 250054

Effective Dates: August 20, 2025 to August 31, 2030 with the option to renew through 2035

Contract Awardee: Iron Mountain

Contract Awardee POC: Mary Ellen Buzzelli –Account Mgr.

mary.buzzelli2@ironmountain.com | (412) 298-7516

Lead Public Agency: Maricopa County

Lead Public Agency POC: Kendall Small, Procurement

Officer – Kendall.Small@maricopa.gov

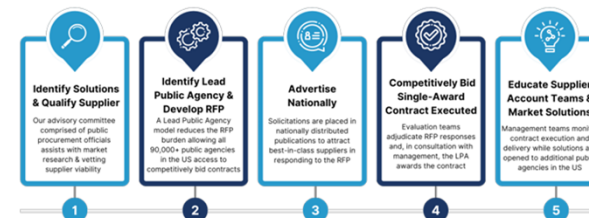
Lead Public Agency Address: 301 W. Jefferson St. Suite 700, Phoenix, AZ 85003

NACo Contracts Page Website Address:

<http://publicpromiseprocurement.org/contracts/>

The NACo Public Promise Procurement/Safeware Contract covers the following products, services and support:

- Records Management (including pick up, retrievals, & transportation)
- Secure Destruction and Shredding
- Offsite Tape Vaulting
- Pathology Storage
- Climate-Controlled Storage
- Digitization and Document Conversion
- Information Governance Services
- Digital Transformation Services including data restoration and migration, Clean Start, Smart Suite, and Library Services
- Program Management & Professional Staffing
- Policy & Retention Management
- Asset Lifecycle Management including Secure IT Asset Management, Secure IT Asset Disposition, Secure Data Center Decommissioning, and Data Erasure and Destruction
- Data Centers, including cloud-neutral colocation
- InSight, a scalable, cloud-native content services and intelligent document processing platform



NACo Public Promise Procurement
Powered by the National Association of Counties
660 N. Capitol Street NW, Washington, DC 20001

Contact: Anthony Chapman
National Program Director, Public Promise Procurement
achapman@naco.org | (804) 399-1821

THANK YOU!

Please add your questions to the Q&A

Follow-up:

Anthony Chapman | achapman@naco.org | 804.399.1821

Kendall Small | kendall.small@maricopa.gov

Abby Weeda | Abigail.weeda@maricopa.gov

Mary Buzzelli | mary.buzzelli2@ironmountain.com

Cathy Muse | cmuse@naco.org

