



Iron Mountain Central & Southern Europe Zagreb, May 2022



Iron Mountain (NYSE:IRM) - The Leader!

Global leader in enterprise information management services

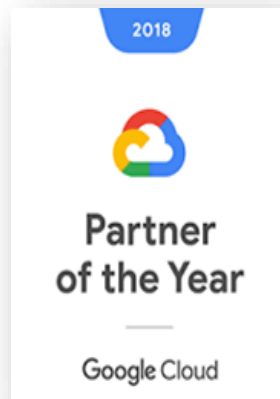
Founded in 1951 and headquartered in Boston, US
NYSE Listed (IRM) and Fortune 1000 company
Strong presence in 55+ countries with more than 1,700 facilities and 30,000 employees
250,000 clients and 95% of the FORTUNE 1000 companies
2021 Revenue: \$4.5b USD | Assets: \$14.5b

Service Areas

Records Management • Digital Solutions • Secure Destruction
• Data centres

We.....

Scan | Extract | Categorize | Ingest | Verify | Store | Integrate
| Migrate | Manage | Preserve | Dispose | Physical & Digital |
Structured, Unstructured & Semi-structured information and data



Central, Eastern, Southern Europe

Bulgaria, Croatia, Cyprus, Czech Republic, Greece, Hungary, Serbia, Slovakia, Latvia, Estonia, Lithuania and Ukraine

Andrea Antoniou

Regional Managing Director



The fight for Europe's digital future - The investment!

The recovery fund, consists of €672.5 billion in loans and grants, the largest mobilisation of public investments in European history.

"To access this funding, EU countries need to respect certain conditions, including investing at least **20% of the funds in the digital transition**"

"Towards a green, digital and resilient economy: our **European Growth Model**"

"Powering Europe's digital decade: **competitiveness, recovery and resilience**"



Happy Independence Day Greece

5G networks, #eGov, #DigitalSkills; with 23.3% of #NextGenEU in support of the digital transition, Greece is ready for Europe's #DigitalDecade ⚡

See the investments

#GreekIndependenceDay
#25ηΜαρτίου



"French government to invest €650 million in digital health"

Digital EU @DigitalEU · 2d
The digitalisation of public services brings plenty of benefits for citizens, businesses & government.

By 2030, we want ALL key public services to be available online #dotEU

Find out more about our targets for the #DigitalDecade



"The EU Commission's data space for unleashing health data"

"Spain unveils details of plan to use EU Next Generation funds"

Will European Union countries be able to absorb and spend well the bloc's recovery funding?

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"Digital Transformation of Cyprus: Everyone Can Contribute"

"Recovery plan analysis says EU will fall short of meeting 2030 digital targets"

Is Germany about to take a big step into the digital future?

Why is this happening now? Make or break!

THE once in a generation trigger for EU to seize on to drive digital to the next level.



- Fiber optic infrastructure and development of 5G network
- Digitization of key files in various sectors (health, justice, town planning, land registry, immigration, etc.)
- Interconnection and interoperability of systems between public bodies or governmental cloud
- Information systems for the management of transactions of the Public Sector
- Digital transformation of companies, with the acquisition of equipment, cloud services and internet services, such as new electronic payment technologies, electronic invoicing, remote work, digital office, etc.

Worthwhile spending, not just absorbing!!

The government is expected to act as a partner, an enabler and to become the leader of technological change.

We need to tackle the...

- Slow decision making on the state level
- Low absorption of EU funds for digital infrastructure development
- Inadequate coordination among state bodies
- Excessive delays in the tendering process of major programs
- Lack of resources and experience for implementing some large projects
- Labor shortage and brain drain
- Promotion of reskilling and retooling of the workforce



Croatia 2030: "The Croatia we want"!

Development of a digital ecosystem that will enable companies and the country to leverage on Digital Transformation opportunities to emerge stronger than before

"Digitalization within Government"

- Modernize public administration and **simplify interactions** between citizens and the state
- Develop policies to assist the participation of ICT businesses in governmental projects (public consultation)..digital health, education, justice, labour and social services, the land registry etc.

Improvement of the infrastructure

Digital Entrepreneurship

- New programs for financial support of companies to use digital tools in their internal procedures and in the provision of customer services programs for SMEs to develop innovative ICT products or services

Croatia now has a historic opportunity to relaunch its economy. The successful implementation of the recovery and resilience plan will channel €6.3 billion into Croatia, the equivalent of no less than 11.6% of the country's 2019 GDP "Paolo Gentiloni, Commissioner for Economy"



Thank you

