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Iron Mountain, Inc. Q4 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions) Your first question comes from the line of Ashwin Shirvaikar with Citi.

Ashwin Shirvaikar – Citigroup

Hi guys. I wanted to ask about pricing on the storage side. Are you seeing any pushback on getting these 32% effective price increases in this environment and to what is that in your internal growth guidance?

Brian McKeon

Its in our projections Ashwin I think fundamentally the way that we're going about during is really very – that our customers recognize that it is a function of investments that we've made it really in our value proposition, we've been investing aggressively if you go back a few years we talked about the need to invest in security and how we are making those investments and that we wont go to realize value having full investments are in place. It wasn't a competitive issue right, we were already more secure than in our competition in this market requirement. So we found it very much to the investment that were making we're really not seeing any material push back because of the marked upon – is very slight majority in individual customer.

Ashwin Shirvaikar – Citigroup

Okay guided and Bob you mentioned your presence in the healthcare segment in your prepared remarks as this may be too early to do this, but it might still be what – your could either size or qualitatively address the potential impact of healthcare record conversation specifically with the larger. I want to laid out in the Obama.

Brian McKeon

Well there is a great opportunity there again we have – to business in the last couple of year now have a dedicated focussed, this tremendous amount of opportunity, we have a strategy and placed ago after that we'll relatively small compared to the market opportunity and as we go forward quarter-in-quarter, we described how we're advancing that strategy, but there is a lot of business to be had there over the medium plant.

Ashwin Shirvaikar – Citigroup

Okay thank you more to come I guess very good quarter. Thank you guys.

Brian McKeon

Thanks Ashwin.

Ashwin Shirvaikar – Citigroup

Thank you.

Operator: Our next question comes from line of Vance Edelson with Morgan Stanley.

Vance Edelson – Morgan Stanley

Hi thanks a lot. Just back on the 20 or 21 million for facilitating the capital leases, I just want to make sure that's baked into the '09 the EBITDA guidance and therefore if we wanted to be -- on an accounting basis with '08. We're just lot 20 million of the guidance range right.

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