

FOR IMMEDIATE RELEASE

RIC Launches Unique Business Model to Mitigate Price Inflation in the Information Management Industry

RIC's proprietary "managed services" business model will help bring the industry's pricing aberration into line with economic reality.

SCOTTSDALE, AZ, June 20, 2018 — [RIC](#), a leading innovator in off-site document storage, has announced a plan to expand its industry presence with a specific initiative aimed at a more compelling value proposition for customers.

Co-founded in August 2014 by Anthony Scozzaro and Ian Griffin to serve clients with significant off-site storage needs for physical documents, RIC has until now emphasized the legal market and, more recently, has moved into healthcare, energy, manufacturing, finance and life sciences.

"During the company's tenure, critical intellectual property development has enabled RIC to serve a larger market by adopting a systemized process to meet customer needs. Automation of this process now leads the company to remove the term 'consulting' from its name and deliver a set of organized services across multiple client markets," said Scozzaro, chief operating officer.

"We are well-positioned to serve our business, professional and institutional clients," according to Griffin, chief revenue officer. "As an independent service company, we maintain relationships with all regional and national storage suppliers. These relationships help us maintain currency with market dynamics and put us in a stronger

position to serve our clients by negotiating improved pricing, terms and conditions while removing onerous contingent fees," he explained, "As a service company we own no storage facilities," said Scozzaro, "We enjoy good relationships with numerous storage companies in a range of geographical areas. Other than our clients, we have no allegiance to one company in particular. This helps us work with a range of facility owners to obtain the best deals for our client companies," he continued.

In launching this new business concept, RIC recognized a significant unserved opportunity in the off-site storage market and predicts customer savings in excess of \$2 billion. The company plans to serve this market more intensively to deliver significant cost savings to a broader range of clients and industries.

As an independent service provider, RIC's vision is to develop a market that has economic balance. The mission is to leverage industry knowledge and intellectual systems to improve client expense and liability. This is achieved by creating a competitive interest in their off-site document storage business, the company believes.

"Pricing practices in the off-site document storage market today represent the monopolistic and oligarchical nature of the competitive environment," the founders said, adding that customers experience storage and service pricing increases as the contract progresses and permanent removal fees increase to create a deterrent to change. Some clients have been indifferent to the increased cost and liability or are intimidated by the perceived enormity of making potentially advantageous changes.

RIC has successfully renegotiated with incumbent vendors who reduce costs and forego permanent removal fees when faced with losing a client's business. In the event that the

incumbent show a lack of flexibility, a qualified alternate vendor will provide cost improvements and absorb permanent removal fees thereby eliminating contingent liabilities.

RIC's business model is proving to be attractive across a range of markets. The RIC agreement is "success-based" and the company has delivered on its value proposition to a range of satisfied clients.

"At Moody's Investor Service, I was responsible for engaging RIC in our effort to reduce and control our off-site storage costs," stated Robert Powers, Assistant Vice President, Document Management Group. "RIC delivered on this engagement in a professional manner and were successful in attaining a savings of 34% in our annual costs. RIC's independence and expertise added significant value in reductions in cost and improvements in terms and conditions," he concluded.

Paula Lawson, Firm Administrator of the Genovese law firm in Miami, Fla., echoed similar sentiments. "Our engagement with RIC was well justified in the annual cost savings of 50% we achieved. They are a delight to work with and experts at optimizing the off-site storage contract. We could never have matched their success with an in-house project," she stated.

RIC's services include all aspects of current status assessment, both physically and contractually, go-forward recommendation on retention and destruction, competitive bidding process for improved pricing, logistics and indexing of inventory for improved document management. The company has expanded its marketing force to give complete geographical coverage in the US domestic market and Canada. Additionally,

RIC has expanded its services from the legal market to include healthcare, manufacturing, energy, life sciences and finance.

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ABOUT RIC

Founded in 2014, Reliance Information Consulting (RIC) assists clients with significant off-site storage needs for physical documents. Serving legal, healthcare, energy, manufacturing, finance and life sciences clients, RIC maintain relationships with all regional and national storage suppliers. These relationships help us maintain currency with market dynamics and put us in a stronger position to serve our clients by negotiating improved pricing, terms and conditions and removing onerous contingent fees. RIC is located in Scottsdale, AZ and serves the US and Canadian markets. For more information, visit www.ricpartners.com.

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